Leicester City Council

Draft Local Plan 2020-2036 for Consultation

How can the Infrastructure to Support the Growth in the Local Plan be delivered?

A Consultation on Independent Infrastructure and Viability Assessment Reports

Leicester City Council

February 2020

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1. Purpose of Consultation Report

An important issue for the Local Plan is to seek to identify what Infrastructure may need to be delivered to mitigate the impacts of the planned growth and, in particular, how this infrastructure might be funded.

Communities need infrastructure such as appropriately located schools, transport, sports, open space and heath facilities.

Developing affordable housing is also provision which is expected to be sought to be provided through seeking developers to bear some of the costs associated with this which are over and above the costs of providing market housing for sale.

The Government (in its national Guidance) expects councils to seek to secure contributions to the cost of community infrastructure, and affordable housing, in the form of developer funding, either through a mechanism called s.106 Legal Agreements applied to individual applications, or through adoption of a city-wide Community Infrastructure Levy.

However, the Government recognises that the total cost of such infrastructure provision is often well in excess of what can be afforded whilst at the same time allowing a reasonable amount of developer profit.

In addition, Government funds much community infrastructure provision itself, through a range of mechanisms including mainstream funding of schools and health facilities (including GP surgeries) through government budgets.

To help test the extent to which the development process may be able to contribute to the costs of this provision, in their plans, local authorities are required:

- to estimate the likely requirements (schemes and projects) over the whole plan period – but we are required only to identify elements required by the growth planned itself, not to address existing shortcomings
- to estimate the costs and possible sources of funding for these requirements
- to assess the likely impact of these costs upon the viability of the sites proposed in the Local Plan
- to demonstrate whether the Plan (and infrastructure) as a whole is considered deliverable in terms of Government policies
- to seek views on these matters as the local plan process evolves
- to adopt appropriate s.106 Policy or a Community Infrastructure levy to ensure the policy requirements of the Local Plan will be secured as development progresses

The purpose of this report is to set out, and seek views upon, initial independent assessments of possible infrastructure needs, and how they might be funded over the Local Plan period.

2. Consultation Process

To initiate a conversation through this Local Plan consultation process, the Council has commissioned three independently prepared reports which form part of the Evidence Base for the Draft Plan to help consider potential infrastructure requirements and delivery from a range of sources and partners.

Two of the reports set out a starting point of potential infrastructure requirements, and the third report is an initial assessment of Viability conditions in the City which gives an initial indication of the ability for development to be delivered under the current market conditions in the city without impacting unacceptably on viability.

- Draft Infrastructure Assessment prepared by Civix Consultants
- Draft Transport Assessment prepared by Edwards and Edwards Associates
- Draft Viability Appraisal prepared by SDH associates

Weblinks to the reports are set out at Appendix A together with details of how to give us your views on these documents.

The schemes and costings in the report do not represent financial commitments of either the council or the partner agencies at this stage, and inclusion of the costings does not imply the council's endorsement of the schemes or sums at this stage.

These reports form a first stage assessment which will be revised and refreshed in accordance with the process as set out below as we progress to a final plan.

3. Questions for Consultation at this stage

The Council is particularly interested in responses to the following:

- Scope of suggested infrastructure requirements (are there any requirements omitted and if so what are they)

- Are there any spatial requirements which need to be considered (what infrastructure will be needed for the large strategic site allocations?)

- How much of the Infrastructure requirement can be linked to the plan proposals (i.e not based on accommodation of existing shortfall in provision)

- Costings and affordability of Infrastructure requirements (are the costs reasonable and capable of being evidenced?)

- Are the deliverability assessments valid and robust? (Are there other possible sources of funding, what are reasonable timescales for the delivery of the

infrastructure required?

- Are there any cross-boundary issues in respect of infrastructure provision we ought to consider?

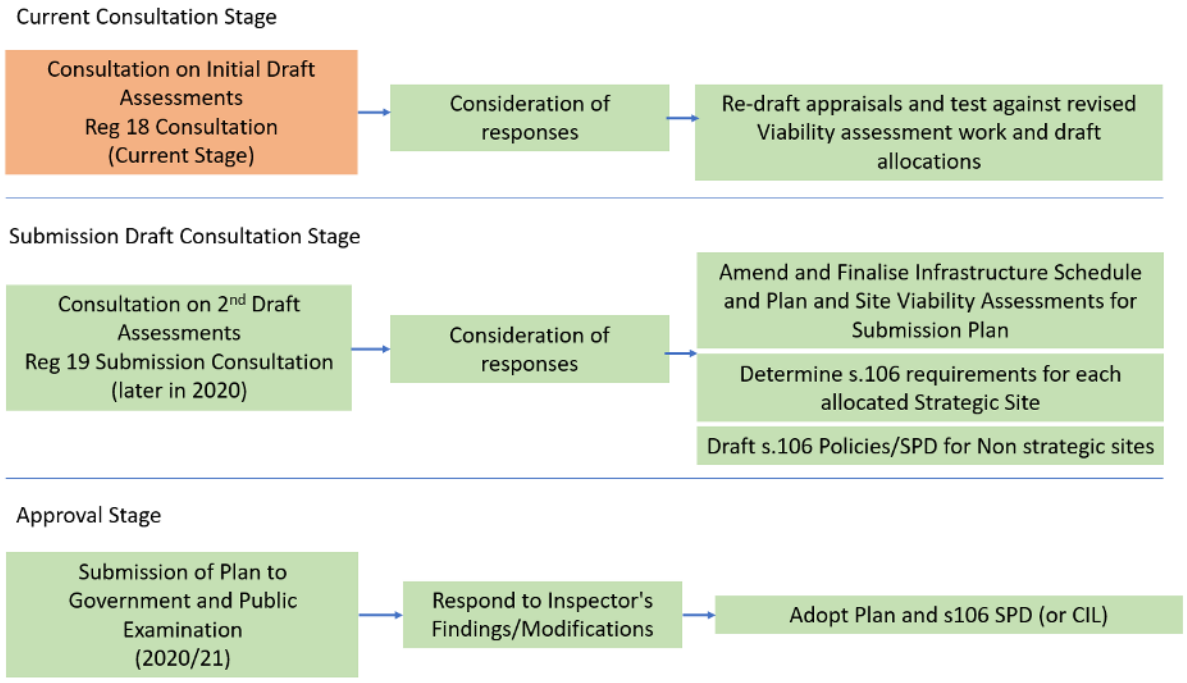
- How should our future s106 Policy be applied across the various infrastructure requirements? What are the most important priorities for s106/CIL funding?

- Are the assumptions and assessments of Viability/market development conditions appropriate?

You should provide comments in respect of these questions or other considerations via the council's consultation hub at https://consultations.leicester.gov.uk/sec/local-plan-2019-2036

4. Next Steps

Following this consultation further iterations of the assessments will be undertaken as set out in the diagram below.



For further information please contact planning.policy@leicester.gov.uk

Appendix 1

a. **Draft Infrastructure Assessment**

b. **Draft Transport Assessment**

c. **Draft Viability Assessment**

Council Consultation Hub:https://consultations.leicester.gov.uk/sec/local-plan-2019-2036

Appendix 1 a

Leicester Local Plan 2019 – 2036

Infrastructure Assessment with Infrastructure Delivery Schedule

Final Report

CIVIX

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Executive Summary

a. This Infrastructure Assessment (IA) and the accompanying Infrastructure Delivery Schedule (IDS) are part of the evidence base to support the emerging Local Plan and therefore are required to be compatible with it. Whilst not policy documents, they instead respond to plan policies. They are directly concerned with the infrastructure needs arising from growth as set out in the Local Plan, and not about addressing any perceived deficiencies and/or underinvestment in the infrastructure currently provided.

b. Over the period from 2019 to 2036 – the period covered by its emerging Local Plan - the City of Leicester will be the focus of substantial housing and employment growth, which will result in increased pressure on local infrastructure, services and facilities. Given this, it is crucial that new infrastructure is provided, to support the delivery of new homes and jobs, and to create sustainable and stable communities.

c. The IA is a 'live' document – it will not be finalised until both consultations on this draft and further technical work has been undertaken. This version of the IA involves:

- identifying a comprehensive schedule of needs, costs and timing of future infrastructure provision
- recognising the complexity of identifying needs over the entirety of the Local Plan – i.e. to 2036, beyond the timescale of most service planning
- creating a narrative to explain the context in which infrastructure planning operates
- making judgements which will allow the filling of any gaps in evidence of need in circumstances where services are not entirely certain of future needs
- identifying those future infrastructure needs that are attributable to growth and contrasting this with investment in services that would be required in any event
- presenting - where it is possible to do so – as comprehensive as possible a spatial indication of where infrastructure is needed

d With the above tasks undertaken, the IA seeks to identify all relevant infrastructure needs that are anticipated over the entire timeframe of the plan from 2019 until the end of the plan period in 2036 and which can clearly be related to growth, so that there is clear evidence that such need is both known and being actively planned for.

e The contents of the IA are based on the potential implications of infrastructure requirements arising from meeting the City's own needs, factoring in the 11,535 new dwellings anticipated to be delivered over the Plan period. The document also considers the needs arising from any relevant development taking place in adjoining districts that might have significant infrastructure implications for the City.

f At the same time the IA explores the infrastructure implications of the City's unmet needs – the 7742 dwellings identified in the Plan to be delivered beyond City boundaries.

g Infrastructure can be grouped into three main headings and delivered at three different scales. Physical infrastructure includes transport, utilities and waste recycling and disposal; social infrastructure includes education, health facilities, emergency services, indoor and outdoor sports and community facilities; and green infrastructure Includes allotments, parks and gardens, formal and informal green space and green corridors.

h Infrastructure can be provided at the local, site level; at the neighbourhood level; or at the citywide/strategic level.

i The process of defining infrastructure needs is one that requires the local planning authority to work closely with infrastructure providers to determine requirements over time. This process requires infrastructure providers to give proper consideration of the scale, nature and location of growth, information which they can then factor into other elements of their service planning work, in so doing encouraging them to think long term.

j At the heart of the IA is the Infrastructure Delivery Schedule, a tabular summary of future need, both by service and over time, as well as costs, funding and delivery responsibilities.

k The IDS profiles infrastructure needs over 3 discrete periods (2019 – 2024, 2025 – 2029 and 2030 – 36) and itemises requirements per service. In summary the IDS identifies infrastructure needs over the Plan period (to 2036) costing an estimated £1.073bn. This includes a figure of £280.6m for transport infrastructure which has been identified in the separate Transport Assessment which is not examined in this Assessment and is not profiled in terms of its spread over the 3 time periods identified above. The IDS headlines are as follows:

Topic	Cost 2019 - 2024	Cost 2024 - 2029	Cost 2030 - 2036	Total Cost
Education	£6.65m	£14.06m	£12.92m	**£33.63m**
Primary Health	£60m	£60m	£30m	**£150m**
Secondary Health	£350m	£115m		**£465m**
Outdoor Sports and Leisure	£2.2m	£2.2m	£2.2m	**£6.6m**
Indoor Sports and Leisure	£10.3m	£5.1m		**£15.4m**
Burial Facilities			£1.32m	**£1.32m**
Community Facilities		£1.9m	£1.9m	**£3.8m**
Gypsy & Traveller provision		£0.875m		**£0.875m**
Police			£0.32m	**£0.32m**
Fire and Rescue	£3.15m	£3.15m	£4.45m	**£10.75m**
Full Fibre Broadband	£35m	£70m		**£105m**
Subtotal	**£467.3m**	**£272.285**	**£53.11m**	**£792.695**
Transport Costs				**£280.6m**
Grand Total				**£1,073.295m**

l We anticipate that only a very small proportion of overall infrastructure costs are likely to be attributable to growth – we think this will be around 6%[1]

m The IDS is an evolving document and as it does so it will focus on delivery in the Plan's first 5 years, as these years are the most critical. It will include capital programme funding and a range of other opportunities to secure investment, both public and private.

n Neither the IA or the IDS currently include transportation schemes and costs, which are being analysed separately within the Transport Assessment. These, when added to the IA at a later date, will have a significant impact on its contents.

o We have not to date identified any 'showstoppers' in infrastructure planning that will give rise to any concerns in finalising the IA and allowing it to be scrutinised during the examination of the Local Plan. Notwithstanding this there are several points worth noting:

- there are transformative changes in both **primary and secondary healthcare** being planned, and it will be important to reflect these; as things stand, the precise nature of investment in primary healthcare is not entirely clear, and we have found it necessary to make a number of informed assumptions in order not to understate the scale of investment required
- some services we feel are not surprisingly focusing on **current investment needs** and are not in a position to reflect infrastructure needs beyond the next 5 – 10 years; to fully cover longer term needs it is necessary for us to assess infrastructure requirements over the longer period
- **Local Plan viability work** being undertaken separately may suggest only limited developer contributions can be secured as part of new development, particularly on brownfield sites, and it will be important to manage expectations of this as a source of funding amongst service providers

p The current focus within the IA and IDS is to ensure that they reflect all known evidence and are both fit for purpose to support the emerging Regulation 18 version of the Local Plan. Thereafter (and in addition to responding to matters raised in consultations on the Regulation 18 version) the final version of the IA and IDS will:

- address cross boundary and unmet need considerations
- integrate the Transport Assessment and cross reference the Viability Assessment
- reflect emerging national local policies over time (e.g. the government's intention to identify biodiversity as an infrastructure cost)
- once more is known about the precise mix of land uses on key growth locations, prepare a comprehensive schedule of infrastructure requirements for each location

[1] Calculation does not include transport

1. Introduction

1.1 Over the period from 2019 to 2036 – the period covered by its emerging Local Plan - the City of Leicester will be the focus of substantial housing and employment growth, which will result in increased pressure on local infrastructure, services and facilities. Given this, it is crucial that new infrastructure is provided, to support the delivery of new homes and jobs, and create sustainable and stable communities.

What the Infrastructure Assessment (IA) seeks to establish

1.2 This IA seeks to identify all relevant infrastructure needs that are anticipated over the entire timeframe of the plan from 2019 until the end of the plan period in 2036 and which can clearly be related to growth, so that there is clear evidence that such need is both known and being actively planned for.

1.3 The content of the IA is based on the potential implications of infrastructure need arising from meeting the City's own needs, also considering the needs arising from any relevant development taking place in adjoining districts that might have significant infrastructure implications for the City, whilst at the same time exploring the infrastructure implications of the City's unmet needs.

1.4 Chapter 4 of this document summarises the local plan growth strategy and arrives at a total of 11,535 new dwellings that will be delivered over the plan period, together with both new employment and retail uses. It also identifies an unmet need figure of 7742 dwellings.

1.5 Identifying infrastructure need over such a long period – up to 17 years – is not a straightforward matter, however. Few infrastructure providers are actively planning over so lengthy a timeframe and for that reason alone, the identification of needs in the later years of the plan period include a degree of speculation.

1.6 More than this, however, the precise nature of what is needed in a range of services – indeed, perhaps all services – is in a constant state of flux. This is influenced by a range of factors such as changes in demographics and movements into and out of local communities, the power and influence of new technology and new arrangements for planning and delivering infrastructure – not forgetting also that expectations of what communities feel they need to be provided with – is also constantly shifting.

What do we mean by infrastructure?

1.7 For communities to thrive, it is vital that they are well served by a range of infrastructure that is appropriate to people's needs, are affordable, and are accessible.

1.8 Infrastructure can generally be grouped into three main areas:

Infrastructure category	Description
Physical Infrastructure	Includes transport infrastructure (roads, public transport, pedestrian and cycle routes, public rights of way and bridleways), cemeteries, gas and electricity infrastructure, water provision and treatment, sewerage works and waste collection, recycling and disposal
Social Infrastructure	Includes primary and secondary schools, nurseries, further education, primary and secondary healthcare, public emergency services, libraries, sports and recreation facilities, community facilities and cultural services
Green Infrastructure	Includes open space, allotments, parks and gardens, formal and informal green space, green corridors, river corridors, waterways, greenways, urban open land, Sites of Special Scientific Interest, conservation areas, and sports pitches

Table 1.1: Infrastructure provision characterised

1.9 As well as the characteristics of infrastructure it is also important to consider the scale at which it is provided, as different types of infrastructure are also required to support different scales of development within an area:

Scale	Infrastructure need
Local, site level	On site infrastructure (including roads and walk/cycleways, gas pipes and electricity cabling, water supply and waste water disposal pipes etc) is necessary to enable the delivery of a specific development
Neighbourhood level	Infrastructure at the local or community level (both new and proposed) required to mitigate the impact of the development and support the day to day needs of established and newly emerging communities (e.g. community facilities, GP surgeries, schools, places of worship and sports facilities)
Citywide and strategic level	Larger items of infrastructure (including new waste disposal facilities, sewerage treatment works, cemeteries, cultural facilities such as museums and galleries, hospitals, electricity sub-stations, and improvements to the strategic highways network etc) are needed to support population and economic growth across the City and the wider area

Table 1.2: Infrastructure by scale

The process of defining infrastructure needs

1.10 The process of defining infrastructure needs is one that requires the local planning authority to work closely with infrastructure providers to determine requirements over time. Such engagement is an important process in itself as it will:

- require infrastructure providers to give proper consideration of the scale, nature and location of growth, information which they can then factor into other elements of their service planning work
- encourage such providers to think beyond the short term and holistically (to see their infrastructure planning work in a wider context, including its relationship with other service providers)

- alert them as to the available public funding opportunities (including section 106 and – if introduced - the Community Infrastructure Levy (CIL), but also other public and private funding sources that are already in existence or may emerge
- identify the opportunities for them to engage in whatever appropriate governance arrangements are put in place to oversee infrastructure planning and delivery

What the IA represents

1.11 It is important from the outset to set out precisely what an IA represents (and equally what it does not).

- The IA is **part of the evidence base to support** the emerging local plan and therefore is required to be compatible with it

- The **IA is however not a policy document**, but instead responds to plan policies

- Finally, and critically, the IA is **concerned with the infrastructure needs arising from growth** as set out in the local plan, and not about addressing any perceived deficiencies and/or underinvestment in the infrastructure currently provided.

1.12 Any perceived underinvestment in infrastructure is clearly a concern, and the City Council would expect this to be addressed by infrastructure funders and/or providers. It is however unreasonable for future growth to take responsibility for remedying any past shortfalls, for example in hospital beds; these are responsibilities that must rest with those who plan for such services. Whilst the provision of infrastructure needs to be considered in the round, the IA should only address that element of need directly associated with growth

Current Content of the IA

1.13 At this stage of its life the IA is still being formulated – it will not be finalised until both consultations on this draft and further technical work has been undertaken. Therefore, at present the key elements of the IA involve:

- identifying a comprehensive schedule of needs, costs and timing of future infrastructure provision

- recognising the complexity of identifying needs over the entirety of the Local Plan – i.e. to 2036, beyond the timescale of most service planning

- creating a narrative to explain the context in which infrastructure planning operates

- making judgements which will allow the filling of any gaps in evidence of need in circumstances where services are not entirely certain of future needs

- identifying those future infrastructure needs that are attributable to growth and contrasting this with investment in services that would be required in any event

- presenting - where it is possible to do so – as comprehensive as possible a spatial indication of where infrastructure is needed

The Infrastructure Delivery Schedule (IDS)

1.14 At the heart of the IA is the Infrastructure Delivery Schedule, a tabular summary of future need, both by service and over time, as well as costs, funding and delivery responsibilities.

1.15 It is worth noting that when the final figure for future infrastructure costs has been estimated, we anticipate that only a very small proportion of this is likely to be attributable to growth – we think this is below 10%.

1.16 As the IDS evolves it will focus on delivery in the Plan's first 5 years, as these years are the most critical. It will include capital programme funding and a range of other opportunities to secure investment, both public and private.

Key issues and challenges

1.17 As a preface we should say that the IA does not currently include transportation schemes, which are being analysed separately within the Transport Assessment. We have included headline costs identified in the Infrastructure Delivery Schedule, although unlike other infrastructure costs this is a total only and is are not profiled over the three time tranches identified in the IDS. Further details including a full context to the transportation costs will be added to the next iteration of the IA at a later date. will have a significant impact on its contents.

1.18 We have not to date identified any 'showstoppers' in infrastructure planning that will give rise to any concerns in finalising the IA and allowing it to be scrutinised during the examination of the Local Plan. Notwithstanding this there are several points worth noting:

- there are transformative changes in both **primary and secondary healthcare** being planned, and it will be important to reflect these; as things stand, the precise nature of investment in primary healthcare is not entirely clear, and we are finding it necessary to make a number of informed assumptions in order not to understate the scale of investment required
- some services we feel are not surprisingly focusing on **current investment needs** and are not in a position to reflect infrastructure needs beyond the next 5 – 10 years; to fully cover longer term needs it is necessary for us to assess infrastructure requirements over the longer period
- **Local Plan viability work** being undertaken separately may suggest only limited developer contributions can be secured as part of new development, particularly on brownfield sites, and it will be important to manage expectations of this as a source of funding amongst service providers

Future actions to finalise the IA

1.19 Our current focus is to ensure that the IA reflects all known evidence and is fit for purpose to support the emerging Regulation 18 version of the Local Plan

1.20 Thereafter (and in addition to responding to matter raised in consultations on the Regulation 18 version) the final version of the IA will:

- address cross boundary and unmet need considerations
- integrate the Transport Assessment and cross reference the Viability Assessment

- reflect emerging national local policies over time (e.g. the government's intention to identify biodiversity as an infrastructure cost)

- once more is known about the precise mix of land uses on key growth locations, prepare a comprehensive schedule of infrastructure requirements for each location

Status of the IA

1.21 This document has been prepared for Leicester City Council in support of the Council's emerging Local Plan. Whilst as already noted the IA is not a policy document, it does however constitute a key piece of the City council's evidence base. It will also form the basis for any future development of the Council's Community Infrastructure Levy charging schedule should the council decide to introduce a CIL.

1.22 The IA will also assist in facilitating further dialogue with both service providers and developers, and in seeking to influence public, private and agency funding and priorities, to ensure that new development is supported by the right infrastructure. To this end, the IA is a living document, and will require updating, periodically, to take account of further updates to the plans and programmes on which it is based.

2. Profile of Leicester

2.1 The profile of Leicester gives rise to specific characteristics that will influence the nature, scope and timing of the infrastructure that is provided. The following data, drawn from the evidence base we have used to analyse infrastructure need, gives credence to this.

Area of evidence	Relevant data	Source
Education: Growth in Pupil Numbers (Primary)	36% between 2009/10 – 2020/21	DfE's School Places Scorecard
Education: Growth in Pupil Numbers (Secondary)	30% between 2009/10 – 2020/21	DfE's School Places Scorecard
Education: Increased School Place Capacity (Primary)	7130 places or 36% between 2010 - 2018	DfE's School Places Scorecard
Education: Increased School Place Capacity (Secondary)	-1 01 places or -0.4% between 2010 - 2018	DfE's School Places Scorecard
Education: Recent Fall in Birth Rates	3.2% decrease between 2017 and 2018 and a 9.9% decrease since 2012	ONS Birth Rate 2018 (August 2019)
Education: Crude birth rates (births per 1000 total population)	11.1 live births/1000, lowest since records began in 1938	ONS Birth Rate 2018 (August 2019)
Education: Participation rates in education, 2- 4 year olds	91% for 3 year olds and c100% for 4 year olds but only 60% for 2 year olds	Leicester 0 – 5 Strategy (2016)
Healthcare: Average GP consultation	Lengthened by 50% (from 8 to 12 minutes) between 1993 and 2013	Leicester, Leicestershire and Rutland BCT Strategy
Healthcare: GP consultation rates	40% increase between 2005 and 2015	Leicester, Leicestershire and Rutland BCT Strategy
Healthcare: Average number of times a year a patient sees their GP	8 times in 2017 (double the rate in 2007)	Leicester, Leicestershire and Rutland BCT Strategy
Healthcare: Average annual consultations amongst the over 75s	Has risen from 7.9 on 2000 to 12.4 in 2015	Leicester, Leicestershire and Rutland BCT Strategy
Healthcare: People with Long Term Conditions	Represent 29% of the population but accounted for 50% of all GP appointments in 2010	Leicester, Leicestershire and Rutland BCT Strategy
Police: Total charged/summonsed	7,624 (an 8.8% decrease)	Leicestershire Police Force Management Statement 2019
Police: 999 Calls	150, 536 (a 8.4% increase 2017 – 2018_	Leicestershire Police Force Management Statement 2019
Police: Domestic abuse as a proportion of all crime	1.32% (a 23.9% increase 2017 - 2018)	Leicestershire Police Force Management Statement 2019

3. Methodological Approach

3.1 The methodological approach adopted for this IA is set out in Table 3.1 below; later, we consider how the key issues of climate change, biodiversity and the City's unmet needs are covered in the IA.

Key Consideration	Methodological Approach Taken
Classification of infrastructure need on a topic by topic basis	Infrastructure need is largely topic driven, with discrete areas of need, with only a limited amount of overlap. The key areas of infrastructure need are transport, health and education but there are many other areas of need. The IA covers these in 8 separate chapters (Chapters 5 – 14)
Cross referencing of a topic based approach with an assessment of infrastructure need on a geographical basis	The overall impact of infrastructure need is experienced by City residents and businesses often at the neighbourhood/locality level, through factors such as access to GP services, schools and the immediate transportation network. This IA therefore also examines infrastructure need on a geographical basis, looking at the growth strategy in Chapter 4 and infrastructure's spatial considerations in Chapter 14
The active engagement infrastructure providers	In the preparation of the IA infrastructure providers have been directly engaged to ensure it accurately reflects their individual expectations, and the challenges in delivery that they expect to face. Where necessary the IA should be free to challenge the views expressed by providers, as there needs to be a recognition that what infrastructure providers seek and what the local plan considers appropriate in terms of infrastructure requirements to best serve the interests of the City's residents and businesses may not always be the same thing
Poorly thought out and uncosted infrastructure needs are not included	The IA should not be (and is not) a 'wish list' of aspirational infrastructure needs presented to the City Council by infrastructure providers that are either vague, unrelated to growth needs, or uncosted. Should the providers provide further details of such requirements at a later date, then these can be added to future iterations of the IA
The start and end dates of the IA are clearly defined	The IA identifies infrastructure need arising from growth from 1st April 2019 to the 31st March 2036
Infrastructure needs expressed across the plan period	Growth related infrastructure needs need to be expressed across time, drawing heavily on the Local Plan's anticipated development trajectory. The identified infrastructure needs of the 17 years of the local plan (2019 – 36) are split into two 5 year tranches (2019 – 2024, 2025 – 2029) and one 7 year tranche (2030 – 2036)
The IA identifies a start date for new infrastructure requirements. Infrastructure needs dating before this are discounted	An IA should not seek the provision of infrastructure for development that has already taken place, as it is not the responsibility of new development to remedy any historic infrastructure deficit. Any infrastructure needs not currently being met (i.e. shortage of school places, GP surgeries at overcapacity) remains the responsibility of the infrastructure providers/planners
Due consideration is given to infrastructure needs of adjoining districts of relevance to Leicester	Existing and proposed development fringing the City will impact on its infrastructure, although this is factored into the planning of that infrastructure. It is indeed a two way process, with some of the City's infrastructure need met beyond its administrative area. Additionally, some of the City's unmet needs will be met outside of the City, giving rise to infrastructure implications. Before the Regulation 19 stage of the Local Plan, when further evidence is available, the IA will explore these issues

Key Consideration	Methodological Approach Taken
The IA is backed up with a detailed evidence base	Appendix A summarises sources of evidence that have been analysed to support the IA's conclusions
Detailed consideration has been given to funding	The IA involves a comprehensive exploration of funding mechanisms. It includes both public and private funding sources and competitive bidding mechanisms as well as potential for innovative sources of funding. Appendix B to the IA summarises potential sources of funding
The IA acknowledges the challenges of infrastructure funding	The IA considers the difficulties of providing certainty that all identified infrastructure needs spread over the next 15 years can have a guaranteed source of funding. All IAs struggle to do this and it would be unrealistic to expect this IA to be any different.
The IA takes a proactive approach to infrastructure funding	The explores in detail a range of funding opportunities and proposes a strategy which will seek to maximise the securing of infrastructure funding as well as appropriate governance arrangements to oversee delivery

Table 3.1: The IA Methodological Approach

The complexities of infrastructure planning

3.2 There are wider complexities in calculating future plan based infrastructure need which will need to be factored into such work, and which make (at this stage at least) precise calculations difficult. Factors to be taken into account include the following considerations, set out in Table 3.2 below:

Area of complexity	Considerations
Limited forward planning timescales of many infrastructure providers	Many infrastructure service providers only plan on a 3-5 years' time cycle. Others such as some of the utility providers tend to react only when proposals are at the planning application stage because of a lack of certainty in housing delivery. This has obvious limitations in terms of planning ahead within the local plan timeframe of 2036. Emphasis has therefore been on ensuring a detailed understanding of infrastructure requirements for early phases of plan delivery in the knowledge that further work will be needed to inform requirements for later phases
The changing and short term nature of funding programmes	Most of the national funding programmes identified in the IA have been established within the last 5 years. All are relatively short term, covering at most the next 5 years (e.g. Local Growth Deal, Roads Investment Strategy, Housing Infrastructure Fund)
Lack of responsiveness by some infrastructure providers	Some providers have been reluctant to provide a response to requests for information on infrastructure needs, often because of resource constraints, but also in some instances because they fail to fully appreciate the value of good infrastructure planning. The City Council will continue to engage with these providers
New ways in delivering infrastructure in the future	Infrastructure delivery is a constantly evolving process. For instance, a move away from delivering secondary care from large district hospitals towards more community based provision is having fundamental consequences for health infrastructure planning
Changing demographics	Demographic changes have a major impact on infrastructure planning. Many of these are well known, such as the needs of an increasingly aging population and (for the moment at least) rising birth rates. These and other factors show that infrastructure planning is not about growth alone, but also other critical factors relating to the City as a whole

Table 3.2: The complexities of infrastructure planning

Climate Change and how this is reflected in the IA

3.3 There are no specific measures identified currently in the IA that can specifically be considered to be directed at combatting climate change, although this issue can increasingly be expected to influence infrastructure planning and delivery.

3.4 In July 2019 the then Prime Minister Theresa May announced the introduction of legislation to eradicate the UK's net contribution to climate change by 2050, following advice from an independent advisory body, the Committee on Climate Change (CCC).

3.5 The end year of the Local Plan (2036) is just beyond the midway point towards this commitment. Although its impact can therefore increasingly be expected to be felt on both land use planning and infrastructure planning and delivery, the precise impact is not yet entirely clear for all the individual elements covered in this Assessment.

3.6 Notwithstanding this the areas we can anticipate some changes, and these are likely to be in the following areas:

Infrastructure area	Potential impact
Utilities - energy	The overall impact is likely to be significant if the CCC's recommendation for no new homes to be provided with gas grid connections by 2025 and therefore there will be the gradual elimination of gas as a form of heating. This may be balanced by the need for additional reinforcements of the electricity supply network. Although there will certainly be radical shifts in the way in which power is generated (away from fossil fuels such as gas and coal towards renewables such as solar and wind) the power generated appears likely to require the same grid networks The same is true of any prospects for increased power secured through micro generation; although this can be operated independently off grid, for a while at least (to ensure backup and allow for financial compensation for excess power generated) a hook-up the grid is likely to be required. Improved battery and other technological developments may however change perspectives over time
Flood risk prevention	Although more a response to the impact of climate change than a measure to reduce its impact, an increased focus on this issue can be expected as the impact of continued global warming are faced
Potentially all infrastructure areas	Reduced car usage; this can be encouraged in one of two ways. Firstly, improved public transport infrastructure could encourage modal shift away from the car, but equally could ensure uses - including public services and the associated infrastructure needs - are located closer to established public transport networks; this may reduce the need for highway investment particularly in the Plan's later years, but it may require the nature of service related infrastructure to change – e.g. by encouraging services to share premises. The second area is potentially even more significant – reducing or indeed eliminating the need for travel to use public services. This is clearly limited in some areas, but is potentially significant in time in others, involving the use of AI and digital media to allow for instance 'remote' access to services – to a doctor perhaps but also a teacher or sports centre worker; or allow the distance monitoring of patients receiving care in their own home. This could have a significant impact on transportation infrastructure, but it could equally have impacts on other services; if GPs are increasingly holding 'virtual' surgeries for an increasing number of their patients, to what extent can they dispense with clinics that are expensive to establish and operate?

Table 3.3: Some thoughts about the possible long term impact of combatting climate changes on infrastructure provision

Biodiversity and the Infrastructure Assessment

3.7 The infrastructure implications of biodiversity within new development will be an important facet of the Infrastructure Assessment, as specific requirements to enhance biodiversity will emerge as the Environment Bill 2019 moves towards the statute book.

3.8 The key drivers of this are as follows:

- the Environment Bill (issued July 2019) which seeks to ensure that all new development produces an overall increase in diversity in both animal and plant life
- the new PPG on the Natural Environment (also July 2019) which details how net gains in the natural environment will be delivered

3.9 The most critical aspects of these requirements are as follows:

Key Aspect	Implications
There is a strict hierarchy associated with increasing diversity with new development	The hierarchy will operate as follows: provide the increased diversity on site if at all possible; If this is not feasible, provide in the local area; and only then, if no such sites are available, provide via the use of a government approved list of UK sites
Increasing diversity can follow a range of forms	This could involve creating of new habitats or enhancing existing habitats, or through measures such as green roofs, green walls, street trees and SuDs
Measures should add genuine benefits	It will not be sufficient to follow measures which simply mitigate habitat loss – there needs to be a demonstrable and measurable increase in biodiversity, and local planning authorities need to ensure this
There is a measurable increase in biodiversity required	This is that developers should provide a 10% net biodiversity gain
Authorities need to underpin these requirements with guidance	There is a requirement for them to produce 'Nature Recovery Strategies'
Gains must be enduring	Developers must guarantee "net gain" for 30 years; local authorities must oversee
There is the option for developers to purchase 'biodiversity units' if they can't enhance biodiversity locally	This will enable a unit cost of biodiversity enhancement to be established

Table 3.4: Implications of proposed new development based biodiversity enhancements

Implications for biodiversity in the Infrastructure Assessment

3.10 If developers are able to secure infrastructure enhancements within their development this will be a development cost (in the same way as internal estate roads and on-site play provision are) and will not feature in the Infrastructure Assessment (although there may be the same viability considerations that will apply to other infrastructure such as school places and transportation impact mitigation as if biodiversity enhancements are met offsite).

3.11 If biodiversity enhancements are met outside of the development site locally, or on a government approved site if this is not possible, and/or the developer purchases biodiversity units, we think this should feature within the Assessment, much in the same way as we calculate cost contributions to school places.

3.12 It is not possible at present to calculate the scale of these costs as Defra has yet to provide any guidance on calculating this (some authorities e.g. Warwickshire County Council have

produced a Biodiversity calculator, an Excel based system for rating a range of 66 habitat types on their distinctiveness, condition and value) but this is not cost based.

3.13 When Defra guidance and the legislation is in place (and if further work can be done on assessing key growth locations in particular to determine the extent to which they have habitats of biodiversity value, with a calculation as to the proportion that would need to be offset) it should be possible to be able to address biodiversity infrastructure costs in future iterations of this Assessment.

Unmet needs and cross boundary issues in the IA

3.14 There are a number of considerations relating to the Infrastructure Assessment in relation to both unmet needs and cross boundary issues. For confirmation, 'unmet needs' is that growth generated within the City of Leicester which it is judged not possible to deliver within City boundaries, and cross boundary issues relate to infrastructure planning and delivery which is not confined to the City but which reaches across administrative boundaries to the districts adjacent to the City and in some instances those beyond.

3.15 That these need to be considered are testament to the fact that the City does not operate in isolation but has a critical relationship with adjoining areas in regard to infrastructure provision (as it does in many other areas).

3.16 The four critical considerations in relating to this in the Assessment are as follows:

- a number of public infrastructure providers are not confined to operating solely in the City but cover a much wider area (and may not make any distinction between infrastructure need and delivery in the City and infrastructure need and delivery elsewhere)
- in many instances the users of Leicester's infrastructure are not confined to City residents (and, equally, Leicester's residents make use of services outside the City)
- in addition to development that fringes the city there are several Sustainable Urban Extensions being planned and delivered adjoining or close to the City boundary which will have an impact on service provision in Leicester
- the significant quantum of Leicester's unmet needs to be delivered outside of the city

Infrastructure providers not specific to the City

3.17 There are a number of such providers including the utility companies and the emergency services; the former provide services to a region whilst the latter cover Leicestershire and Rutland. It is not always possible to distinguish between wider needs, but we assess the specific infrastructure implications for Leicester for these services as far as is feasible.

3.18 A significant area of infrastructure provision not confined to Leicester is healthcare. Although Leicester City CCG covers just the City it is one of three covering Leicestershire and Rutland; all three are involved in co-commissioning services and, specifically, the secondary healthcare investment strategy involving the three Leicester located hospitals; this is because these hospitals provide the bulk of secondary healthcare provision for the wider

area. The secondary healthcare needs identified in the Assessment and the Schedule are for a wider area, but we do not think it appropriate to make any distinction between Leicester and its hinterland in seeking to apportion needs.

3.19 In terms of primary healthcare and the Primary Healthcare Strategy - which we cover in Chapter 8 - this relates to Leicester only (although as we note below, a significant number of people on Leicester GP's list live outsider of the City. Again, this is something that is factored into infrastructure planning.

Wider use of Leicestershire's services from residents beyond the City

3.20 There appears to be widespread evidence of non-City residents accessing City services; we have for instance been advised that around 8 – 9% City library use is by non-City residents, linked it seems with a reduction of library services provided by the City Council. Around 60,000 non-City residents appear to be on Leicester GP lists. In contrast, around a sixth of secondary age Leicester pupils attend schools beyond the City boundary.

3.21 We make no judgement about this across boundary use of services; it is a phenomenon that can be observed with every large settlement and its hinterland and it is something that service providers typically plan for, so the impact is factored into our Assessment.

Developments being planned and delivered immediately beyond the city boundary

3.22 There are several well-established proposals in the form of Sustainable Urban Extensions, with major proposals of over 1500[2] dwellings as follows:

District/Site name or location of SUE	Delivery Dates	Dwelling numbers	Proposed development
Blaby DC/ New Lubbesthorpe	2017 – 2030s	4250 (incl. 800 affordable)	District Centre (retail, commercial, employment & community use); 2 x Local Centres (retail, community, leisure); 1 x 2FE Primary school with playing fields; 1 x 3FE Primary School with playing fields 1 x 5FE secondary school with 6th form, community facilities and playing fields; health centre
Charnwood BC/NE of Leicester (Thurmaston)	To beyond 2028	4500 including c30% affordable	District centre (retail (incl foodstore) with commercial employment and community use) 2 x Local Centres; 1 x 1FE and 2 x 2FE primary schools with playing fields, 1 x 5FE secondary school with 6th form; health centre; reserve site for gypsies and travellers
Charnwood BC/N of Birstall	To beyond 2028	1500 including c30% affordable	Garden suburb with 1x Local Centre (incl small supermarket and local shops), new 2FE primary school, a community centre and other local facilities

Table 3.5: Current major development proposals of over 1500 dwellings adjoining Leicester

[2] There is also the Scraptoft North Strategic Development Area (Harborough DC) – 1200 dwellings

3.23 As can be noted from the table, these proposals are being developed with a range of supporting infrastructure, and this will go some way to alleviating and pressures on adjoining areas of the City.

Infrastructure requirements associated with the City's unmet needs

3.24 The Local Plan identifies around 7742 dwellings of the City's housing growth requirements will be met outside of the City. The City Council intends to work with local authorities in the Housing Market Area (HMA) to agree the spatial element of these unmet needs.

3.25 Depending on how the adjoining authorities accommodate their allotted proportion of unmet needs within their Local Plan housing targets and progress these allocations spatially within their individual and emerging Local Plans, later iterations of the Infrastructure Assessment may be able to say more about the infrastructure requirements of such growth and its impact on the City.

4. Local Plan Development Strategy and the Characteristics of Future Growth

Detailed Infrastructure requirements for major growth locations within the IA

4.1 The next iteration of the IA will specify infrastructure requirements associated with growth in the Plan's major development sites, which have been identified as follows:

- the CDA
- General Hospital
- Western Golf Course
- Ashton Green East
- Land North of A46
- Land West of Anstey Lane

4.2 We will undertake a similar assessment for growth within the non-strategic /non CDA parts of the City, which will be divided into the following quadrants: Inner Area; North East; South East; South; West; and North West.

5. Transport

5.1 An assessment of transportation infrastructure is being undertaken separately from the IA. It is however following the same methodological assessment of future infrastructure need and the Transport Assessment and IA will be entirely compatible.

5.2 At an appropriate point in the future – after the publication of the Regulation 18 version of the Local Plan and its supporting evidence base and following a review of consultation responses to those documents – appropriate elements of the TA will be merged with the IA to form a document which considers the entire range of Plan related infrastructure needs.

5.3 We have however taken the overall costs of future transportation investment identified over the Plan period within the Transportation Assessment and included it in the IDS, although we have not been able to profile this.

6. Education

6.1 This chapter considers:

- what is covered in education related infrastructure
- who provides education services, both now and in the future
- the overall position in terms of education provision in Leicester (this also covers the relationship with adjoining authorities)
- what future education need is likely to be over the Plan period to 2036 (in terms of both school places and, by extension, new and expanded schools)
- how we anticipate education infrastructure will be funded and delivered
- any associated factors that might influence any of the above

Education provision – what is covered

6.2 It is worth prefacing this section by noting that there is a single Local Education Authority (LEA) covering the City, with boundaries contiguous with the Local Plan, although as noted below there is a high degree of interrelationship with the adjoining LEA, Leicestershire, which oversees education provision immediately beyond the entire City boundary.

6.3 The IA explores five specific areas[3]:

- Early Years
- Primary Education
- Secondary Education
- Education for 16 – 18 year olds
- Specialist Education (otherwise known as SEND[4] education)

Early Years

6.4 This covers education provided from children aged 0 – 4. The 2006 Childcare Act placed a duty on LEAs to ensure there is enough childcare provision for parents who wish to access such services; the Childcare Act 2016 provided a specific entitlement to childcare support for working parents of young children, and from September 2017, 30 hours of free childcare for 3 – 4 year olds of parents who meet certain criteria including exceeding a minimum number of working hours and are below a maximum salary band (This is known as FEEE – Free Early Education Entitlement). There is also an additional entitlement in certain circumstances for 2 year olds.

[3] Education continues beyond the sixth form in terms of further, higher and adult education, but this is non statutory and elective education and is not covered within this Infrastructure Assessment

[4] Special Education Needs and Disability

6.5 Free entitlement to early years education is met by a variety of means – through formal arrangements such as schools with attached nurseries, day nurseries and pre-school clubs but also through childminders; provision can be provided by public bodies but also by the private, voluntary and independent sector.

6.6 The Infrastructure Assessment makes a calculation of the likely costs of future need, accepting that there are a wide range of providers who will deliver such need (some of which is privately provided and therefore do not form part of this Assessment). It also considers the issues around participation rates, taking into account the fact that early years education is not compulsory.

Primary Education

6.7 Traditional primary schools have 7 year groups, from Reception through to Year 6 for pupils aged 4 - 11. It is important to note that not all primary education may be received in schools specifically covering the ages 4 – 11 only; there are in Leicester "all through" schools (for ages 4 – 16). We use the traditional primary school format for calculating pupil yield (the numbers of new pupils that can be anticipated for any given scale of education) as this is a calculation that can be expected to differ from the yield for secondary and other age groups; other metrics such as cost of education per pupil will differ also.

Secondary Education

6.8 Traditional secondary schools have 5 year groups (Years 7 – 11) plus (if provided) a Sixth Form covering Years 12 and 13. As noted below, not all pupils will stay on to complete their education in a Sixth Form. This is factored into yield calculations.

16 – 18 Provision

6.9 Not all schools provide Sixth forms, and although there is a requirement for pupils to stay in education and training until they are 18[5], they do not have to attend a Sixth Form (there is considerable movement on to Further Education establishments).

Specialist Education (Special Education Needs and Disabilities or SEND)

6.10 This is both a growing issue and a focus for increased provision both nationally and for Leicester, with both a heightened requirement for and commitment to deliver specialist education to children and young people who have additional needs. Separate to this is the need to provide schooling for those who do not find it easy to integrate into mainstream schools; this is known as alternative provision.

6.11 In Leicester, the incidence of statemented pupils is growing at a rate that can only be partially attributed to population growth. As a consequence, the LEA is investing heavily in SEND provision.

Children, Young Persons and Family Centres

6.12 Reference needs to be made to the City's Children, Young Persons and Family Centres, established under the Sure Start programme, and which bring together a wide range of

[5] Some pupils with SEND requirements have an Education, Health and Care (EHC) Plan which can be in place until they are 25

support for the families of young children. Services provided include health visitors, midwives, Jobcentre Plus advisors, family support workers and speech and language therapists.

6.13 As of 2016 such services are provided in a total of 23 locations in 6 discrete localities covering the city. Although these are well established, nationally there has been an overall decline in provision over the austerity years. Further additional provision has not been identified in Leicester's current 0 – 5 Strategy and we have therefore assumed no future increase in the number of establishments and therefore no additional physical infrastructure requirements within this Assessment.

Who provides education services, both now and in the future

6.14 Whereas historically local educational authorities had extensive control over the planning and delivery of education services within their area, some of these responsibilities have now been removed. LEAs can no longer build schools; most school budgets are operated by the schools themselves without LEA input; and schools in most categories are their own admission authorities. Critically, the LEA has no powers to require an academy or free school to expand, and academies have the right to increase their Pupil Admission Numbers without consulting the LEA (although they must notify them).

6.15 The LEA continues to maintain a number of schools[6] (57% of the City's primary schools and 26% of its secondary schools) but this role is a gradually diminishing one (3 secondary schools passed from maintained to academy status during 2018/19). This is part of a concerted move by successive governments to create a school led, self-improving education system with a significant degree of national support including significant funding for new education infrastructure.

6.16 Like others across the country, the Leicester LEA does however retain a number of important responsibilities, all of which have implications for infrastructure planning. These are:

- its wide-ranging duty to improve the wellbeing of young children, and reduce the inequalities that affects young people's lives, which includes education services
- its requirements to ensure that there are sufficient childcare places available in Leicester for every eligible two, three and four-year-old to access their free childcare entitlements every week
- a more general responsibility (in fact its responsibility alone, as set out in the 1996 Education Act) to make sure that there are enough school places available in Leicester for all the City's children and young people, a challenging task in circumstances where the school population is growing, particularly given that LEAs

[6] These can be either community, faith or foundation schools

have no longer any physical ability to address issues themselves by building or expanding schools to meet any shortfall[7]

- a responsibility for leading the presumption process, the main route by which local authorities establish new schools in order to meet the demand for new places, both in terms of the basic need for new places but also to ensure sufficient diversity of provision within their area
- in leading the presumption process for new schools, determining the specification for any new school, and leading and implementing the process by which the new school is established
- the provision of land and capital funding for any new school
- the co-ordination of all Leicester's school admissions during the normal rounds at the start of primary and secondary school, even for those schools who are their own admission authorities. This means that parents apply through the council on a common application form and have three to six choices typically, including for schools that are their own admission authorities

6.17 The LEA expects that all new schools established in Leicester will be academies that will be established as Free Schools[8], as all recent or soon to be established schools in the City have been.

6.18 Created by the Academies Act 2010, Free Schools are:

- non-profit-making, independent, state-funded schools which are free to attend
- subject to limited local authority control, allowing them greater independence over how they operate
- not required to follow the national curriculum, although they must offer a broad and balanced curriculum and are subject to the same Ofsted inspections as other schools
- provided with other powers, such as setting their own pay and conditions for staff, and managing the length of the school term and the school day
- "all-ability" schools, meaning they can't use academic selection processes

6.19 Free Schools provide a way for groups of parents, teachers, charities, existing schools or other organisations to respond to a need for a new school in their community – whether for extra places, to raise standards or to offer greater choice. They can be primary, secondary, all-through or 16-18, and can open specifically for children with special educational needs or those who struggle in mainstream schools and need alternative provision.

[7] There are however a range of checks and balances in place to ensure all state schools respond proactively and not unreasonably to ensuring there are school places for every child; all schools and admissions authorities are bound by the government's Statutory Admissions Code and if there are any concerns about the fairness of a school's admissions practices, complaints can be made to the Office of the Schools Adjudicator. Councils have a statutory duty to raise with the Schools Adjudicator any concerns they have about the admission policies of schools in their areas. Additionally, LEAs are required to agree a Fair Access Protocol - binding on all local state schools - to place children who are finding it hard to find a school place, have been excluded from school or are new to the area, and a defined means of dealing with perceived unfairness in continued exclusions

[8] All Free Schools are officially Academies, although not all Academies are free Schools. The latter were first established after 2000 and then greatly expanded in numbers following the 2010 Academies Act, which also ushered in Free Schools. Although funded in the same way many Academies are existing schools which transfer out of local authority maintenance, whereas all Free Schools are newly established as such

6.20 New schools can have a faith related ethos but must follow what is known as the "50% Rule", established when free schools were introduced in 2010. This stipulates that where newly established Academies with a religious character are oversubscribed, at least 50% of their places must be open places, i.e. allocated without reference to faith.[9]

6.21 It is only possible to establish a Free School after applicants have been submitted to a rigorous and exacting process. Applicant groups have to demonstrate to the Department for Education that:

- they have excellent educational expertise
- there is a strong team in place capable of governing a school responsibly
- there is demand for the school in their community
- there is a detailed education plan that will meet the needs of the proposed students

What the overall position is in terms of education provision in Leicester (this also covers the relationship with adjoining authorities)

6.22 The most up to date statistics identify education provision within the City as follows:

Early Years provision (0 - 4 years): a total of 392 establishments provide early years education, as follows:

Type of Provider	Total number as of 15/16 academic year	Note
Private/Voluntary and Independent (PVI) provision	131	130 of these provide FEEE places for 3 – 4 year olds, with 102 providing FEEE places for 2 year olds
Childminders	188	55 of which provide FEEE places for 3 – 4 year olds with 43 providing places for 2 year olds
Primary Schools with early years provision	73	65 of which provide FEEE places to 3 – 4 year olds with 7 providing FEEE places to 4 year olds only
Total	**392**	

Table 6.1: Early years providers in Leicester as of 2015/2016 (Source: Leicester's 0 - 5 strategy 2016 – 2019)

. **Primary school provision (4 – 11**): a total of 115 primary schools[10] are operating in the City as follows:

Type of Primary School	Total number as of 18/19 academic year	Note
Maintained	63	Government funded and run by a local authority
Academy/Free School	32	Government funded but run by an academy trust rather than a local authority
Special School	7	Schools that specialise in educating pupils with special educational needs.
Independent	13	Privately run and funded
Total	**115**	

Table 6.2: Primary schools in Leicester as at 2018/19 (Source https://www.compare-school-performance.service.gov.uk/)

[9] This rule does not explicitly prevent such schools having a greater than 50% faith affiliation, as the open places established by this rule are open to faith and non-faith applications

[10] Not all of these will be traditional primary schools confined to Reception and Academic Years Reception – 6

Secondary school provision (11 – 16): a total of 34 secondary schools are operating in the City:

Type of secondary School	Total number as of 18/19 academic year	Note
Maintained	9	Government funded and run by a local authority
Academy/Free School	10	Government funded but run by an academy trust rather than a local authority
Special School	6	Schools that specialise in educating pupils with special educational needs.
Independent	9	Privately run and funded
Total	**34**	

Table 6.3: secondary schools in Leicester as at 2018/19 (Source: https://www.compare-school-performance.service.gov.uk/)

16 – 18 year old education provision: there are 17 education establishments providing education for 16 – 18 year olds:

Type of Primary School	Total number as of 18/19 academic year	Note
Maintained	4	Government funded and run by a local authority
Academy/Free School	2	Government funded but run by an academy trust rather than a local authority
Special School	4	Schools that specialise in educating pupils with special educational needs.
Independent	2	Privately run and funded
Colleges	5	Generally these are focused on the 16 to 18 phase of education and provide vocational as well as academic courses
Total	**17**	

Table 6.4: 16 – 18 educational establishments in Leicester as at 2018/19 (Source: https://www.compare-school-performance.service.gov.uk/)

6.23 In recent years there has been considerable investment in education services to increase the number of school places, respond to changing educational needs (particularly in relation to SEND provision), improve overall quality (e.g. through the provision of specialist facilities such as music/arts facilities or science laboratories) and enhance the quality of the education estate. It is important to identify these changes as these investments should be considered alongside any requirements for additional investment responding to growth related needs, should any need be identified.

6.24 There are also a number of cross boundary considerations in relation to education infrastructure, particularly given the extent of development taking place immediately beyond the City boundary, the provision of new schools within such areas, the interplay between such schools and nearby schools within the City and the ability of pupils to make choices about attending schools outside their LEA if there is a place for them to do so.

Current investment proposals to improve/extend education provision in the City

6.25 Before we focus on future growth related need we need to examine current education issues relating to the City. Aside from the transformative changes to the way in which education is delivered in Leicester, the following 4 factors are significant:

- a continued need to ensure that the childcare market provides a sufficiency of places to meet early years education needs – and specifically, each child's entitlement to FEEE
- the need for more primary school places in response to recent rises in demand
- the need for more secondary school places, also in response to recent rising demand
- the need to extend SEND provision in response to a recognition that this type of education needs to be offered to an increasing proportion of the City's pupils

6.26 In response to such factors, the City Council has taken the following actions (or has supported them):

Date	Action	Notes
Sept 2011	Opening of the 428 place faith based Krishna Avanti Primary School	Located in Evington
Nov 2016	Decision to expand a total of 8 existing secondary schools[11] to provide a total of 2500 new school places plus improved facilities	
Nov 2017	Decision to fund 1,000 new primary school places between 2016 – 2020 in response to rising school numbers	Combined cost £60.6m
Nov 2017	Decision to fund the creation of 3,400 new secondary places between 2016 and 2020 in response to rising school numbers	
Sept 2018	Opening of the new 1372 place Avanti Fields School to provide a 4 – 16 faith based academy	Permanent home will be in Hamilton
Sept 2018	City identifies more places for children and young people in specialist places for September 2018, and an increasing need for places over the next 5-7 years as the school population increases overall. 58 places were created at five specialist places in the year 2018/19 in a Stage 1 programme, with more places within a Stage 2 programme for the period to 2025	Secured under the government's £215m Capital Fund for Local Offer to help local authorities create new school places and improve existing facilities for children and young people with SEND
Nov 2018	Applications made for 8 new secondary/all-through schools in Wave 13 of the government's free schools programme	These are Avanti Green, Avanti Leicester, Beauchamp City Free School, Brook Mead Academy, Falcons Academy, The Khalsa Academy Leicester, Tree Academy Boys and Tree Academy Girls
Sept 2019	Castle Mead Academy, a non-selective secondary school opens	
Sept 2020	Beauchamp City Sixth From (350 places)	
Sept 2021	Leicester Metropolitan Academy, a 1200 place secondary school for 11 – 16 years olds	On former Abbey Park Bus Garage
Sept 2023	Brook Mead Academy due to open	To offer 420 primary, 900 secondary and 52 nursery places
Sept 2023	Lion Heart School Ashton Green due to open	1200 place primary school

Table 6.5: City Council action (or support for such action) school place provision 2011 onwards

[11] These are Babington Academy, Crown Hills Community College, Judgemeadow Community College, Rushey Mead Academy, English Martyrs Catholic School, City Of Leicester College, St Paul's Catholic School, and Soar Valley College

6.27 Data taken from the DfE's School Places Scorecard shows how overall the City is responding to the challenges posed by additional school place needs:

Primary Education	
Scorecard Measure	**Measurement**
Growth in pupil numbers 2009/10 – 2020/2021	36%
School place capacity May 2010	27,385
School Place capacity May 2018	34,515
Increased capacity 2010 – 2018 (%)	7130 places (36%)
No of new places planned for delivery 2018/19 – 2020/21	327
Estimated number of places needed to meet delivery in 2020/21	330
Percentage of offers made to applicant's top 3 preferences	97.1%
No. of permanent expansion projects	5
Secondary Education	
Scorecard Measure	**Measurement**
Growth in pupil numbers 2009/10 – 2020/2021	30%
School place capacity May 2010	20,756
School Place capacity May 2018	20,655
Increased capacity 2010 – 2018 (%)	(-0.4%)
No of new places planned for delivery 2018/19 – 2020/21	1740
Estimated number of places needed to meet delivery in 2020/21	1080
Percentage of offers made to applicant's top 3 preferences	95.3%
No. pf permanent expansion projects	0

Table 6.6: Key data from Leicester School Places Scorecard 2018

Extending Early Years provision and meeting future need

6.28 To explore this in further detail we need to examine how early years provision is met at present. The Childcare Act places a statutory duty on all local authorities to regularly undertake a detailed analysis of the childcare market, and so the City Council's latest Childcare Sufficiency Assessment, published in 2016, provides evidence on this[12].

6.29 The Sufficiency Assessment provides a wealth of information on early years supply and demand, including spatial distribution of provision which provides data on local surplus/deficit in 6 discrete areas of the City (which are amalgamations of wards and which correspond to Children Young Persons and Families locality groupings).

6.30 For the purposes of the Assessment we need to consider the current numbers of early years attendees at the various forms in which such facilities are provided as we can then extrapolate this to determine the public infrastructure that will be provided. The reason for undertaking this assessment is as follows:

- although all new primary schools and all through schools are expected to include a nursery, the childcare market within Leicester has always been strong, with families free to access a varied model of provision including full day care provision, sessional pre-school provision, childminders and early years provision within primary and academy primary schools; we have assumed the wish will be for these arrangements to continue in future

[12] We understand this is being updated in a new Childcare Sufficiency Assessment which will be published later in 2019; if so, the data contained in this section can be updated

- we have made the assumption that in terms of childminders, all those who provide such a service will not require bespoke premises to deliver such services and therefore no public capital would be involved (this becomes purely a revenue transaction between parent and childminder - or state and childminder where FEEE is involved - which is outside the scope of this Assessment)

- we have also assumed that the PVI sector will not require publicly funded premises to deliver their services

- the public infrastructure funding element of future early years provision is therefore concentrated on the early years provision which is delivered in primary schools, so to calculate the costs of growth related provision we need to determine the proportion of such provision delivered by such means

- we also note that there is a small but varied and dedicated out of school care market which includes before and after school clubs, breakfast clubs and holiday care, with some additional out of school provision delivered through some PVI sector providers and local childminders; we have assumed that such provision will make use of the available educational space outside of usual school hours[13].

Provider Type	2 – 3 year old places (%)	3 – 4 year old places (%)
PVI	3778 (95%)	6850 (44%)
Childminder[14]	194 (5%)	217 (1%)
Primary Schools	-	8417 (55%)
Total	**3972**	**15484**

Table 6.7: Early years places per sector. Source: Leicester Childcare Sufficiency Assessment 2016

6.31 Taking all the above factors into account we propose that 45% of all early years costs associated with new provision for 3 – 4 year olds will need to be met by state education provision attached to the City's primary schools; most of this likely to be within any new primary schools required consequence of growth. However, as noted below, this additional need may be extremely limited to the point where no new or extended schools are required in the foreseeable future. We will return to this issue below.

Planning for growth related education provision (new and extended schools)

6.32 There are two critical factors relating to the provision of new school places:

- the number of new school places that new development could be expected to give rise to

- the extent to which it is necessary to plan for such places, when availability of school places within such schools to meet such demand is factored in

[13] There is also a small amount of SEND early years provision, but we think that this is not significant enough to feature in this assessment

[14] Childminders who provide FEEE

Planning Pupil Yield to establish future education infrastructure need

6.33 In assessing overall long term school place need, it is possible to apply what is known as the Pupil Yield' – the number of school age children in a typical new development of, say 100 new homes (adjustable according to housing type) to make some broad assumptions which can be translated into future school places required across the entire Local Plan period in circumstances where there is no capacity.

6.34 This is an approach advised by government and used by many LEAs[15] to calculate the needs and costs of providing education in response to projected housing growth, primarily as a basis for negotiations with developers to secure contributions to such provision through planning obligations where such contributions are sought.

6.35 We have made the following assumptions in terms of such yields:

Sector	Pupil ratio per house (2 bed +)	Pupil ratio 2 bed flat	Pupil ratio 1 bed flat
Early Years (2 – 4 year olds)	0.34	0.075	None
Primary (4 – 11 year olds	0.281	0.062	None
Secondary (11-16 year olds)	0.03	0.06	0.06
16 – 18 year olds	0.033	0.007	None
Primary (SEND Schools)	0.00363	0.0008	None
Secondary (SEND Schools)	0.004	0.0009	None

Table 6.8: Pupils ratios we have identified to assess future infrastructure related needs (Sources: various, see subsequent text)

6.36 Some explanation is required of table 6.10:

- government advice is that pupil yields should be calculated on the basis of up to date evidence
- the ratios enable the calculation of the numbers of school places likely to be generated by any given future development of any given mix. Thus, for instance, the calculations set out in Table 6.10 are that development of 100 family homes could be expected to generate 28 primary age children, nearly 21 for secondary aged children, and so on
- the primary and secondary yields rates are those calculated by the City Council using live evidence from recent housing completions
- in terms of 16 – 18 education and primary and secondary SEND schools we are unaware of any ratios developed by the City Council, so have utilised those calculated by the Leicestershire LEA
- finally, in terms of Early Years the City Council does not appear to have calculations for yields; we have examined 5 Midlands LEAs who have undertaken this calculation and have utilised the median example, that being the yield used by Northamptonshire
- we propose to apply this arrangement to all schools falling into such categories, whether traditional primary and secondary schools, 'all through' schools, maintained

[15] The government is working on a detailed methodology for robust calculation of pupil yields but to date this has not been published

schools and academies and both those with or without 16 – 18 provision, as although the precise nature of education may vary between schools, we would expect pupil yields to be more or less constant

6.37 The next task is to cross reference these ratios with an appropriate development mix, so that yields reflect the likely composition of new development over the Plan period[16]. This is on the assumption that whilst individual schemes will have a variety of mixes, it should be possible to derive an average mix for the purposes of calculating school place estimates. Our development mix assumes 70% family dwellings, 15% 2 bed flats and 15% 1 bed flats. (As has been noted in Table 6.8, yield calculations for flats are much lower than those for new houses – in fact they are zero for 1 bed flats).

6.38 Taking this mix and applying it to the yields we have identified in Table 6.8 we propose an overall pupil yield for a typical mix of 100 dwellings[17]:

Education category	Pupil Yield/100 dwellings
Early Years (2 – 4 year olds)	26.63
Primary (4 – 11 year olds)	22.08
Secondary (11 - 16 year olds)	4.00
16 – 18 year olds	3.41
Primary (SEND Schools)	0.28
Secondary (SEND Schools)	0.31

Table 6.9: Pupil Yield per notional 100 dwelling scheme based on 70% houses/30% mix of 1 and 2 bed flats

6.39 The next stage is to cost each of these categories. Here we have applied the City's own calculations to 5 of the 6 categories listed above, which in turn are based on cost matrices for new school capital costs across these categories produced annually by EBDOG[18]; for Early Years we have used the Northamptonshire cost calculations[19].

6.40 We then factor in our calculation that only 45% of early years infrastructure is provided in schools and is therefore a public infrastructure cost. Still working with the notional 100 dwelling development identified above and multiplying pupil yield with pupil cost, we arrive at the following calculations:

Education Category	Pupil Yield/100 dwgs	Cost/pupil (£)	Cost/100 dwgs (£)
Early Years (2 – 4 year olds)	26.63	5,509[20]	146,700
Primary (4 – 11 year olds)	22.08	14,592	322,200
Secondary (11-16 year olds)	4.00	17,876	71,500
16 – 18 year olds	3.41	19,327	65,900
Primary (SEND Schools)	0.28	54,445	15,200
Secondary (SEND Schools)	0.31	83,707	26,000
Total cost of education provision/100 dwelling scheme			**647,500**

Table 6.10: Total cost of educational provision on a notional 100 dwelling scheme. Figures rounded

[16] We have assumed a different mix for the CDA, as set out in paragraph 6.54

[17] Note however that it is our intention to provide a different mix to the Central Development Area (see below)

[18] The Educational Building and Development Officers Group (EBDOG), an advisory group comprising Local Authority Officers and property professionals who are responsible for effective asset management of school and other premises within their own Local Authority. These figures are based on their February 2018 cost matrix

[19] An alternative would be to derive these figures from the government produced Annual School Places Scorecard, which computes annual cost of additional mainstream place calculated from the local authority's reported projects, but the latest figures do not contain an entry for secondary schools so we have chosen to use the EBDOG figures (which are in fact very close to the Scorecard figure)

[20] Total cost is £12,242 per pupil; the figure here is 45% of that

Calculating total school places (and potential new schools)

Specific issues in calculating early years provision public infrastructure costs

6.41 Our calculation made earlier in this chapter is that around 45% of early years provision eligible for FEEE is met by primary schools, and which therefore is a public infrastructure funding cost. The remaining provision is met by PVI providers or by childminders, some of which provide FEEE places. We have assumed from our calculations that the proportion will remain unchanged when the implications of growth over the Plan period are factored in.

6.42 Participation rates are an issue in relation to early years. In Leicester rates are currently good for both 3 year olds (91%) and 4 year olds (c100%) although lower for eligible 2 year olds (60%), which may reflect the lack of FEEE entitlement at the time of calculation in 2016[21], although it is also likely to be affected by parental preference. Current participation rates are reflected in the pupil yields we have established but increased future take-up by the 2 year old cohort would push up these yields.

6.43 To calculate the total numbers of school places required over the Plan period we need to set pupil yields against the growth profile we have identified in Chapter 4. We will undertake this within a series of Tables (tables 6.11 – 6.15 below).[22]

6.44 The first profile overleaf identifies new school places identified by the growth figures for the city set out in two 5 year and then one 7 year tranches, as shown in Chapter 4.

[21] 2016 figures taken from Leicester's 0 – 5 strategy (2016). This predates the increase in entitlement for 3 year olds and some eligible 2 year olds introduced in September 2017

[22] A potential caveat we would put on these figures is that for the past 3 years we have witnessed a significant decline in the birth rate – part of a national phenomenon – which in the short term will depress demand for new school places. Birth rates have historically shown peaks and troughs over time and in the long term can be expected to rise again raising demand. On balance we consider we should assume that growth will need to secure al the pupil yield related infrastructure we have described, although this is something that needs to be kept under review

Table 6.11: Pupil Yields associated with Local Plan Housing Growth 2019 – 2036: general

	2019 - 2024	2025 - 2029	2030 - 2036	Total
Early Years (2 – 4 years) - Pupil Places				
Growth Areas	737	511	750	1998
Windfalls	200	200	280	680
Non CDA/Non-Strategic	39	249	103	391
Total (Early Years)	**976**	**960**	**1133**	**3069**
Primary (4 – 11 years) – Pupil Places				
Growth Areas	611	424	621	1656
Windfalls	166	166	231	563
Non CDA/Non-Strategic	32	206	85	323
Total (Primary)	**809**	**796**	**937**	**2542**
Secondary (11 – 16 years) – Pupil Places				
Growth Areas	70	49	72	191
Windfalls	19	19	27	65
Non CDA/Non-Strategic	4	24	10	38
Total (Secondary)	**93**	**92**	**109**	**294**
16 – 18 Year Olds – Pupil Places				
Growth Areas	94	65	96	255
Windfalls	25	25	36	86
Non CDA/Non-Strategic	5	32	13	50
Total (16 – 18 Year Olds)	**124**	**122**	**145**	**391**
Primary (SEND) – Pupil Places				
Growth Areas	8	5	9	22
Windfalls	2	2	3	7
Non CDA/Non-Strategic	1	3	1	5
Total (Primary SEND)	**11**	**10**	**13**	**34**
Secondary (SEND) – Pupil Paces				
Growth Areas	**9**	**6**	**9**	**24**
Windfalls	**2**	**2**	**3**	**7**
Non CDA/Non-Strategic	**1**	**3**	**1**	**5**
Total (Secondary SEND)	**12**	**11**	**13**	**36**

Table 6.11: Pupil yields associated with Local Plan growth 2019 – 2036: general, in three tranches (Figures assume an average 30 dwellings per hectare)

6.45 The next step is to break down the Local Plan growth areas into pupil yields for each of the 6 specific housing Growth Locations, subdivided by trajectory subdivided into the same three time periods. This is the Local Plan housing growth figures with 80% of the windfall total added into the CDA, on the basis that other growth locations are finite sites with known capacities which don't have a potential for windfall development. (The remaining 20% is non CDA/non-strategic, which we shall return to in the subsequent table). We have also assumed that 80% of the CDA will be small flats which will give rise to only a very small pupil yield; this has a significant effect on pupil numbers. We do not seek to calculate SEND primary and secondary for the growth locations as the numbers for each of these are very small, so have prepared a cumulative total.

Table 6.12: Pupil Yields associated with Local Plan Housing Growth 2019 – 2036: by specific growth location with 80% of windfalls assigned to the CDA and the CDA reflecting its likely characteristic of flats development with limited pupil yield

Period	2019 - 2024	2025 - 2029	2030 - 2036	Total
Early Years				
CDA	141	41	79	**261**
General Hospital	29	67	46	**142**
Western Golf Course	0	27	97	**124**
Ashton Green East	0	80	96	**176**
Land North of A46	3	107	0	**110**
Land West of Anstey Lane	0	0	64	**64**
Total (Early Years)	**173**	**322**	**382**	**877**
Primary (4 – 11) - Pupil Places				
CDA	117	34	66	217
General Hospital	24	55	38	117
Western Golf Course	0	22	81	103
Ashton Green East	0	66	79	145
Land North of A46	3	88	0	91
Land West of Anstey Lane	0	0	53	53
Total (Primary)	**144**	**265**	**317**	**726**

Table 6.12: Pupil Yields associated with Local Plan Housing Growth 2019 – 2036: by specific growth location with 80% of windfalls assigned to the CDA and the CDA reflecting its likely characteristic of flats development with limited pupil yield (continued)

Period	2019 - 2024	2025 - 2029	2030 - 2036	Total
Secondary (11 – 16 years) – Pupil Places				
CDA	14	4	8	26
General Hospital	3	6	4	13
Western Golf Course	0	3	9	12
Ashton Green East	0	8	9	17
Land North of A46	0	10	0	10
Land West of Anstey Lane	0	0	6	6
Total (Secondary)	17	31	36	84
16 – 18 Year Olds – Pupil Places				
CDA	18	5	10	33
General Hospital	4	9	6	19
Western Golf Course	0	3	12	15
Ashton Green East	0	10	12	22
Land North of A46	0	14	0	14
Land West of Anstey Lane	0	0	8	8
Total (16 – 18)	**22**	**41**	**48**	**111**
SEND - Primary				
Total (SEND Primary)	**2**	**3**	**4**	**9**
SEND - Secondary				
Total (SEND Secondary)	**2**	**4**	**5**	**11**

Table 6.12: Pupil yields associated with Local Plan housing growth 2019 – 2036 by defined growth locations and by education category in three separate tranches

6.46 The 20% of windfalls we have identified for the non CDA/growth locations category provides the following profile of pupil numbers

Table 6.13: Pupil Yields associated with Local Plan Housing Growth 2019 – 2036 in non CDA/growth locations with windfalls assigned

	2019 - 2024	2024 - 2029	2029 - 2036	Total
Early Years	47	299	131	477
Primary	38	247	102	387
Secondary	4	29	12	45
16 – 18 Year Olds	6	38	16	60
Primary SEND	1	4	1	6
Secondary SEND	**1**	**4**	**1**	**6**

Table 6.13: Pupil yields associated with Local Plan growth 2019 – 2036 for non CDA/growth locations with windfall allocation added in

6.47 Combining Tables 6.12 and 6.13 and applying the cost per pupil set out in Table 6.10 we arrive at the following costs for education provision to meet future needs.

Table 6.14: Total Education Infrastructure needs, profiled

	2019 - 2024	2025 - 2029	2030 - 2036	Total
Early Years (2 – 4 years) - Education Costs associated with growth - baseline				
Growth Areas	£0.92m	£1.63m	£1.99m	£4.54m
Non CDA/Non-Strategic	£0.25m	£1.52m	£0.68m	£2.45m
Total (Early Years)	**£1.17m**	**£3.15m**	**£2.67m**	**£6.99m**
Primary (4 – 11 years) – Education Costs associated with growth - baseline				
Growth Areas	£2.03m	£3.56m	£4.44m	£10.03m
Non CDA/Non-Strategic	£0.54m	£3.31m	£1.43m	£5.28m
Total (Primary)	**£2.57m**	**£6.87m**	**£5.87m**	**£15.31m**
Secondary (11 – 16 years) – Education Costs				
Growth Areas	£0.30m	£0.55m	£0.64m	£1.52m
Non CDA/Non-Strategic	£0.07m	£0.52m	£0.21m	£0.80m
Total (Secondary)	**£0.37m**	**£1.07m**	**£0.85m**	**£2.29m**

Table 6.14: Total Education Infrastructure needs, profiled

16 – 18 Year Olds – Education Costs				
Growth Areas	£0.52m	£0.52m	£0.88m	£1.92m
Non CDA/Non-Strategic	£0.14m	£0.48m	£0.3m	£0.92m
Total (16 – 18 Year Olds)	**£0.66m**	**£1.0m**	**£1.18m**	**£2.84m**
Primary (SEND) – Pupil Places				
Growth Areas	£0.48m	£0.41m	£0.67m	£1.56m
Non CDA/Non-Strategic	£0.23m	£0.30m	£0.17m	£0.7m
Total (Primary SEND)	**£0.71m**	**£0.71m**	**£0.84m**	**£2.26m**
Secondary (SEND) – Pupil Paces				
Growth Areas	£0.79m	£0.63m	£1.13m	£2.55m
Non CDA/Non-Strategic	£0.38m	£0.63m	£0.38m	£1.39m
Total (Secondary SEND)	**£1.17m**	**£1.26m**	**£1.51m**	**£3.94m**
Grand Total Education Needs	**£6.65m**	**£14.06m**	**£12.92m**	**£36.63m**

Table 6.14: Pupil yields associated with Local Plan growth 2019 – 2036: general, in three tranches (Figures assume an average 30 dwellings per hectare)

Converting pupil numbers into forms of entry), with an indication how this may translate into new school provision.

6.48 To provide greater clarity on the impact of these pupil numbers, we need to convert them into expressions of physical infrastructure requirements – what this means in terms of bricks and mortar in the form of new and expanded schools to arrive at a baseline – although as noted earlier, we consider that there will be no need to provide additional school places associated with growth for the short to medium term at least.

6.49 There are two critical metrics which we need to apply to arrive at the calculation. These two metrics, and our assumptions, are as follows:

Metric	Our assumptions
Number of pupils in each form of entry (FE)	We have assumed an average 30 pupils per class from primary age to 16 – 18 and nursery classes being of 26 places[23]; both are defined as 1 form of entry
Numbers of forms of entry in a school	For primary schools we have assumed 2 forms of entry (so 7 year groups – Reception, 1 – 6 with 60 pupils in each year = a 420 place school) For secondary schools we have assumed 5 forms of entry (so 5 year groups, 7 – 11 with 150 pupils in a year = a 750 place school)[24]

Table 6.15: Metrics used in calculating Local Plan growth related education provision (numbers of forms of entry/notional number of new schools)

6.50 Applying the above metrics in Table 6.15 to the assigned pupil yields identified in Tables 6.13 and 6.14 and we arrive at the following calculations for new forms of entry for primary and secondary schools, shown by tranche and by cumulative impact over time:

Forms of Entry associated with Local Plan Housing Growth 2019 – 2036: by location, with anticipated windfall development assigned

Period	2019 - 2024	2025 - 2029	2030 - 2036	Total FE
Forms of Entry Associated with Local Plan growth - notional				
Primary FE per tranche	6	17	14	37
(Primary FE cumulative)	-	*23*	*37*	
Secondary FE per tranche	1	2	2	5
Secondary FE Cumulative	-	*3*	*5*	

Table 6.16: Notional Forms of Entry associated with Local Plan Growth 2019 – 2036

[23] This is an average, based on DfE advice; we can expect some variation in class sizes over time, but this standard is not used for SEND where class sizes would be much lower; the nursery calls size is taken from the government's Building Bulletin 103: Area guidelines for mainstream schools (BB103)

[24] Again, schools come in varying sizes depending on a range of circumstances; we have taken selected for the Assessment a typical sized school in demonstrating future need

6.51 To provide new schools to meet future Local Plan growth to 2036, then it would be necessary to find land for around 15 primary schools and 5 or 6 secondary schools. Around 23 nursery schools would also be needed.

Meeting additional school places associated with growth – general considerations

6.52 The next step is to how and where such needs could be met; there are a variety of general considerations which will need to be factored in. These are principally:

- the capacity of existing schools in Leicester to accommodate these additional school place needs, either because there is predicted capacity in those schools or, if not, there is the potential to expand them without compromising educational quality
- an assessment of those schools where children from the new developments are likely to attend, and a consideration of potential pupil migration, particularly where this crosses LEA boundaries
- with any new school the school standards the LEA wishes to apply, such as whether there is a minimum/maximum or optimum size of school, and what constitutes a suitable school site

6.53 If further work needs to be undertaken on this then this will take place before the next iteration of this Assessment.

Funding arrangements Leicester City schools

6.54 Excluding independent schools (which have their own, fee based, charitable or private funding arrangements), capital funding for new and extended schools is secured through either:

- direct funding from the government to local education authorities (Basic Need Funding, but also bespoke government programmes)
- developer funding through planning obligations secured through s106 agreements
- other capital funding sources including government programmes and the City Council's capital programme

6.55 Through such means the local authority meets its obligations to provide the land and buildings needed to meet future educational needs across all the school age range in suitable premises in the right locations. We look at each in turn.

Basic Need Funding/bespoke government funding programmes

6.56 Basic Need Funding is the money the government allocates local authorities to support the capital requirement for providing new pupil places by expanding existing maintained

schools, free school and academies, and creating new schools. This is funding that is neither ringfenced nor time restricted, providing local authorities with some flexibility to make decisions in the best interest of their education service.

6.57 To determine such payments the government identifies school capacity (factoring in any committed expansion plans), looks at circumstances within education planning areas (the geographic grouping of schools to reflect patterns of provision) and factors a small uplift to create an operating margin. This school capacity is then compared with forecast mainstream pupil numbers from Reception – Year 11, and where the capacity is lower than the forecast, the gap is funded.

6.58 In the most recent round of allocations – for the period to 2020/21 - the DfE announced around £1.06bn of Basic Need allocations to create places until September 2021. Of this, Leicester secured £23.645m to meet future school place needs over the next two academic years.

6.59 There are additional funding programmes relating to schools, as follows:

- the Condition Improvement Fund (CIF), an annual bidding round for eligible academies and sixth-form colleges to apply for capital funding. Designed to address issues associated with improvements to the condition of school buildings, it also addresses health and safety and compliance issues and can in a small number of cases include an element of school expansion. In the latest round of the fund for 2019 to 2020 projects, the DfE is providing £433m for 1,412 projects at 1,209 academies and sixth-form colleges including 7 in Leicester

- a separate £50 million fund for a targeted scheme to support the capital costs of building whole new secondary schools through what is known as the Presumption Free School route

6.60 Local authorities also receive government support to ensure there are sufficient school places for SEND pupils. In March 2017, the Government committed £215 million of capital funding – the Special Provision Fund – covering the period 2018 to 2021 to help local authorities create new school places and improve existing facilities for children and young people with SEND, and extended support by £50m in May 2018 and a further £100m in December 2018, thereby creating a total funding programme of £365m. From this fund Leicester has received £2.67m to provide new and improved SEND provision.

Developer Funding

6.61 Given the foregoing it might be assumed that government funding for new, extended and improved schools will be sufficient to meet all requirements to extend school place provision to meet growth in the future. However, both the government and local authorities also expect that developers will meet the cost of additional school places arising from their development, and this will involve funding for construction to extend

existing schools and build new ones, and the provision of (or purchase of) land where applicable. Usually these are secured through planning obligations[25].

6.62 Local authorities can pool contributions secured through s106 agreements to provide additional forms of entry to respond to the cumulative impact of need arising from a number of developments, and since the removal of pooling restrictions in summer 2019, they are not fettered in the number of obligations that can be pooled.

6.63 The ability of developers to fund new education provision through planning obligations is subject to a viability assessment examining their ability to make such contributions and potentially as well, competing calls on such contributions. When the Local Plan Viability Assessment is complete, should there ultimately be any ultimate need to fund new education provision the Local Plan viability assessment will be instrumental in helping to determine whether such provision can be funded from planning obligations.

6.64 With this in mind local authorities, in negotiating for education related planning obligations, are expected to give appropriate consideration to:

- the education needs arising from such development based on adequately calculated pupil yields
- school standards (min/max sizes, what constitutes a suitable site)
- spare capacity within any existing school that can serve that development
- an understanding of any relevant pupil migration factors, particularly that which takes place across LEA boundaries
- any sources of funding other than developer contributions to increase capacity

6.65 The government's advice on the securing of developer contributions[26] makes the following points:

Major point	Advice
The relationship between government support for future education provision (Basic Need Funding) and developer contributions	Basic Need Funding (and other government funding sources) should not negate developer's responsibilities to mitigate the impact of education needs, should viability allow; Basic Need Funding can be used for new school places but should be the minimum necessary
Use of other funding sources	Local authority borrowing to forward fund additional school places (with recoup from future developer contributions), developers seeking loan funding (e.g. from Homes England) or HIF funding should all be considered
Early Years	Developer contributions have a role to play in funding additional nursery places as a result of housing growth
Contributions towards 16 – 18 provision and SEND	These should be sought *'commensurate with the need arising from development'*
Costs of contribution	These should reflect the cost of provision *'linked to the policy requirement of an up to date plan that has been informed by a viability assessment'*

[25] If a local authority introduces a CIL, then CIL revenues can be directed towards the provision of new school places

[26] DfE: Securing Developer Contributions for Education (April 2019)

Major point	Advice
Education in Local Plans	Local Plans and other planning documents should set out the expectations for contributions from development towards infrastructure, including education of all phases (age 0 – 18) and special needs; this should include temporary and permanent accommodation

Table 6.17: Summary of government's advice to local authorities in terms of securing developer contributions

6.66 Additionally, the new CIL Regulations, introduced on 1st September 2019, require local authorities to annually publish "infrastructure funding statements" providing details of how much money has been raised through developer contributions, both from CIL (if introduced) and s106 agreements, and how it has been spent. Statements must be published on council websites at least once a year and councils will be required to publish their first statements by 31 December 2020.

6.67 As well as financial information, the new regulations also require details should be provided on other elements of s106 agreements, specifically on the number of school places provided (as well as affordable housing contributions).

Funding from other sources

6.68 A brief reference should be made to securing funding contributions from other sources than government programmes and developer contributions. As already highlighted in Table 6.18 above, the government advises that it is important to consider these, although our expectation is that these will tend to be 'last resource' funding solutions, for instance if there is a temporary education gap to be considered, or if viability considerations do not support developer contributions towards such costs. For the reasons we have outlined we think it unlikely that there will be any call for such sources to be explored.

Relationship between the City and the County LEAs – cross boundary movement of pupils

6.69 This is a factor in school place planning, as follows:

- we have been advised that there are preferences being shown by some Leicester pupils and their families for schools outside the City, the principal example being in Oadby, where spare primary and secondary school capacity is readily filled with pupils from Leicester (we are told that around a sixth of Leicester based pupils make this journey, although we have not been presented with any evidence to support this)

- conversely, in the 16 – 19 age range there appears that there is some movement of pupils from the county (specifically south Leicestershire) to the City. Not all schools in the former area have a Sixth Form, and pupils in such circumstances are likely to show much less loyalty to the locality and take up places in Leicester

- there are current and future cross boundary considerations that will need to be explored including the Scraptoft development (Harborough) and the Western Golf Course proposed development (parts of which are in Charnwood and Blaby as well as in the City)

6.70 As far as we are aware, both cross LEA boundary movements appear to be factors that the respective LEAs work successfully to accommodate, rather than being matters for ongoing concern.

New Schools being planned outside the Leicester LEA area but adjoining/adjacent to the City

6.71 New schools are under construction or are being planned/considered at the following locations immediately outside of the City, in adjoining districts all within the Leicestershire LEA:

Location (district)	Proposal (anticipated opening)
Lubbesthorpe SUE (Blaby DC)	2FE Primary School (Opening September 2019) 3FE Primary School 2 (After 2023)
Lubbesthorpe SUE (Blaby DC)	5FE Secondary school (to open on 2000th dwelling)
Leicester Forest East (Blaby DC)	1FE Primary School (After 2023)
NE of Leicester SUE (Charnwood BC)	2FE Primary School (2022) 2FE Primary School (After 2023) 1FE Primary School (After 2023) 5FE Secondary School (After 2023)
Broadnook SUE(Charnwood BC)	2FE Primary School (After 2023)
Wigston (Oadby & Wigston BC)	1FE Primary School (After 2023)

Table 6.18: New primary schools being planned immediately outside the City boundary (SUE – Sustainable Urban Extension) (Source Leicestershire LEA, January 2019)

6.72 Some explanation is required of Table 6.18:

- the table can be divided into (a) developments actively being pursued at present (including schools under construction) which are those with an anticipated opening date of 2022 or sooner, and (b) those being established after 2023, which are currently being explored by the Leicestershire LEA

- the post 2023 proposals will be subject to a number of considerations which may mean precise details will change; factors include when precisely development schemes come forward, and future research into demographics/school place take-ups which may reflect on the precise school places being planned for, all of which are considerations for existing and emerging Local Plans of the constituent authorities

Education requirements arising out of Leicester's unmet Local Plan need

6.73 When unmet needs have been defined, an important area of future work will be the City Council working with adjoining authorities where these unmet needs will be delivered to ensure that there is a full comprehensive planning given to all education needs, in both the City and adjoining districts.

Future Gazing

6.74 Looking forward to the delivery of new and expanded schools in Leicester beyond those currently being planned, there will be a number of factors that need to be considered:

- we are aware there is the potential for **an expanded Regional Schools Commissioner role**: the Regional Schools Commissions[27] set up by the government to overcome issues associated by underperforming schools also have a role in advising and overseeing new free schools and academies (and their expansion) and could perhaps play a stronger mediating role. There is the potential for such engagement to result in greater efficiency in provision, especially around any perceived issue of overcapacity

- **continued expansion of Early Years education**: there is a possibility that the recent expansion of Early Years education provision will continue - including potentially a greater number of free hours for younger children - and although much of this may be delivered by private providers, both the quality, distribution and format of this education may be placed under greater scrutiny. A parallel factor is the potential for increased participation rates in early years education for eligible 2 year olds, which currently is slightly under two thirds

- **the transformative technological changes that are anticipated will almost certainly have an increasing impact on the future, although precisely what the impact will be remains uncertain**: technological changes such as AI, the rollout of the 5G network and, separately, the impact of decarbonisation targets to combat climate are almost certain to have some impact on education provision, and although the largely classroom based experience pupils currently receive does not appear to be set to change any time soon, there is the possibility is that it might; if so, educational planners need to be ready to respond to this

- **Potential increase in the number of pupils educated at home**: In December 2018, the Office of the Schools Adjudicator (OSA) found that as of March 2018 there were 52,770 pupils known to be home educated in England (representing an estimated 0.7% of the school population)[28]. Although numbers are relatively small, the research also found that home schooling was currently increasing at a rate of 20% a year. A sustained increase in home schooling rates in Leicester over

[27] Leicester falls within the East Midlands and Humberside RSC

[28] As quoted by David Doster and Shadi Danechi, House of Commons Briefing Paper no 5108 July 2019

the Plan period – perhaps fuelled by factors such as better online resources, AI and 5G - would have the effect of freeing up some pupil place capacity in mainstream schools

- **Online learning:** we are aware anecdotally of growing opportunities to access lectures and seminars online in higher education, with a number of FE and HE establishments now providing such services. We have seen little to suggest that this would spread to 0 – 18 provision in the near future but should it do so, there is the potential for education infrastructure capacity to be freed up

- **School place planning:** Leicester City Council's pupil place planning team are continuing to ensure pupil place planning projections remain accurate for the City. Over the last 12 months they have seen a considerable reduction in birth rates and inward migration, which has subsequently led to pupil place projections being revised. Current projections take into account a large proposition of housing development which is already committed. Whilst there are numerous variable and changing factors which effect pupil place projections, it is highly likely that the current education infrastructure will be able to accommodate the current proposed growth over the next 5 years. As birth rates, migration and pupil yields change this will need to be reviewed and re-forecast at the end of the next 5 years, to ensure pupil place planning remains accurate

- **Cyclical reviews of school place planning:** to ensure pupil place planning remains accurate, the authority continues to do cyclical reviews of pupil place planning data against each census. This allows them to contrast and compares the accuracy of these projections and continual revise proposed education requirements

Education Needs in the Infrastructure Delivery Schedule

6.75 This will appear in the IDS as follows:

	Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
Early Years	Early Years (Attached Nursery)	**£1.17m**	**£3.15m**	**£2.67m**	**£6.99m**
Primary (4 – 11)	Cost of additional forms of entry	**£2.57m**	**£6.87m**	**£5.87m**	**£15.31m**
Secondary (11 – 16)	Cost of additional forms of entry	**£0.37m**	**£1.07m**	**£0.85m**	**£2.29m**
11 - 18	Cost of additional forms of entry	**£0.66m**	**£1.0m**	**£1.18m**	**£2.84m**
SEND Primary	Cost of new specialist provision	**£0.71m**	**£0.71m**	**£0.84m**	**£2.26m**
SEND Secondary	Cost of new specialist provision	**£1.17m**	**£1.26m**	**£1.51m**	**£3.94m**
Total Education Infrastructure Needs		**£6.65m**	**£14.06m**	**£12.92m**	**£36.63m**

7. Health and Social Care

7.1 This chapter of the Assessment explores health and social care infrastructure needs associated with growth over the Local Plan period 2019 - 2036.

Recent transformative changes in healthcare provision

7.2 Following major changes brought about by the Health and Social Care Act 2012, new commissioning arrangements allow for market competition for healthcare provision, whilst there are also new measures for promoting better public health. There are 4 separate but interlinked areas we consider:

- primary healthcare - 'initial contact' services with a major focus on GPs, but also other healthcare services such as dentists, pharmacists and optometrists
- secondary healthcare – largely referred services (except for A & E) and divided into acute services, community services and mental health
- public health and wellbeing, with functions provided largely by Leicester City Council, but also Public Health England
- adult social care, with functions split between Leicester City Council, the NHS, voluntary/charitable organisations and private providers

Primary and Secondary Healthcare

7.3 The 2012 Social Care Act took away the responsibility for the health of citizens from the Secretary of State for Health, a role that the post has had responsibility for since the inception of the NHS in 1948; it also abolished NHS primary care trusts (PCTs) and Strategic Health Authorities (SHAs).

7.4 In its place the Act created a countrywide network of 211[29] Clinical Commissioning Groups (CCGs) and transferred up to £80 billion of "commissioning" of health care funds – to allow them to fund a range of healthcare services. CCGs in England are largely run by general practitioners (GPs).

7.5 Significant other changes include the following:

- A new executive agency of the Department of Health, **Public Health England**, was established under the Act on 1 April 2013. Public Health England's role is to protect and improve the nation's health and wellbeing, and reduce health inequalities; it does this through a variety of methods, from promoting healthier lifestyles, preparing for and protecting the nation from public health hazards and emergencies, sharing information, supporting campaigns and advising a range of bodies on health improvement matters

[29] There have since been a number of mergers, although none affecting Leicester

- a range of **local public health responsibilities** were passed to local authorities; Leicester City Council has a duty to take steps to improve the health of people within the city, including the provision of information, services or facilities to promote healthy living, as well as the task of co-ordinating local NHS, social care, children's services and public health functions through a Health and Wellbeing Board. The Board's aims include the development, interpretation and use of a Joint Strategic Needs Assessment (JSNA) to help shape health commissioning and spending plans

- the establishment of **NHS England**, with responsibility for the overall health budget and the planning, delivery and operation of primary and secondary healthcare in England. Initially the agency was directly responsible for commissioning a range of primary care services from self-employed providers such as GPs, dentists, pharmacists and optometrists. However, since 2015 co-commissioning of such services by NHS England and individual CCGs has been possible, and together the agencies have established a joint Primary Care Commissioning Committee to make collective decisions on the review, planning and procurement of primary care services in Leicester City, under delegated authority from NHS England

- **NHS Improvement (NHSI)** has responsibilities for overseeing foundation trusts and NHS trusts as well as independent providers that provide NHS-funded care, with a remit to support such providers in giving patients consistently safe, high quality and compassionate care within financially sustainable local health systems[30]

- **NHS Property Services** - a limited company owned by the Department of Health that manages, maintains and develops an estate of around 3,600 NHS facilities not transferred to the CCGs in April 2013.

The commissioning of primary and secondary healthcare in Leicester

7.6 The commissioning of primary and secondary healthcare is in the hands of a single Clinical Commissioning Group (Leicester City CCG) covering the city of Leicester. It is however also worth noting that health provision within the City is accessible to people outside of Leicester. Additionally, that unmet growth needs over the Local Plan period to be delivered in locations outside of the city boundary will have implications for two other CCGs; East Leicestershire and Rutland CCG (covering the authorities of Blaby, Harborough, Melton and Oadby & Wigston and a small part of Charnwood, as well as Rutland, outside the county) and West Leicestershire CCG (covering the authorities of Charnwood (majority of borough), Hinckley & Bosworth and North West Leicestershire.

[30] NHS Improvement is now proposed to be merged with NHS England, with 7 regional teams established

7.7 Whilst Leicester City CCG and the two other CCGs are independently constituted, they have established a collaborative commissioning board to make joint decisions on the provision of health services where such services are common to all three CCGs. The strategies considered in this chapter (e.g. Better Care Together, Primary Care Networks) are designed to operate seamlessly across all three areas.

7.8 The 3 CCGs have together responded to the initiative which will underpin major changes to the operation of healthcare services – NHS England's decision to introduce Sustainability and Transformation Plans (STPs) for 44 geographical areas covering the whole of England.

7.9 They have achieved this through combining to produce a single STP for their area. The resultant strategy is entitled *Better Care Together* (August 2018) and this is providing detailed guidance on how primary and secondary healthcare services will be better integrated and reshaped to meet future needs. We explore the impact of this strategy later in this chapter, but it is worth noting that the implications of BCT for Leicester CCG are is not always easy to disaggregate from the two adjoining CCGs.

Background to the transformative changes to the NHS, and the preparation of Sustainability and Transformation Plans

7.10 The programme for transformative changes to the NHS and the way in which it delivers its services (a process which as we will note is still ongoing) dates back to October 2014, when the NHS Chief Executive Simon Stevens published the NHS Five Year Forward View to 2020/21. The key challenges that the NHS is judged to be facing include:

- dealing with any current undercapacity in services or any unmet needs associated with, say, deprivation
- reducing the number of admissions to urgent care
- seeking to provide care and support in a way that allows more people to lead as independent a life as possible for longer
- seeking to transfer appropriate services from their current locus to secure better quality, more targeted provision (for instance from acute to community services, or community to primary services)
- looking at areas of healthcare which are identified as priorities for improvement, including more extensive/comprehensive mental healthcare and speedier cancer referral/better survival rates
- meeting future needs arising from new housing
- responding to technological advances such as AI and the data economy and the way in which they will shape future healthcare provision

7.11 The Forward View identified a range of radical changes considered necessary to make healthcare provision fit for purpose in the future. As well as calls for an additional

injection of public funding and major efficiency savings (which collectively were expected to have the effect of increasing the available budget by £30bn p.a.) the Forward Review called for:

- a radical upgrade in prevention and public health
- giving patients greater control of their own care
- more care being delivered locally, but with some services in specialist centres, organised to support people with multiple health conditions, not just single conditions
- new options to permit groups of GPs to combine with other specialists (e.g. community health services) to create integrated out-of-hospital care
- the redesign of urgent and emergency care services to secure better integration
- smaller hospitals being granted new options to help them remain viable, including forming partnerships with other hospitals further afield
- CCGs being given the option of more control over the wider NHS budget
- an improved focus on healthcare technology coupled with expansions in research and innovation

7.12 Whereas the 2012 Health and Social Care Act's primary focus was on the structure of health care provision and its procurement, the Forward View looks in detail at its operation and as such, stands to revolutionise the way in which such services operate in the City in the future.

Responding to the NHS 5 Year Forward View – Sustainability and Transformation Plans (STPs)

7.13 In December 2015 **-** to assist in meeting these challenges - NHS England and others published *Delivering the Forward View: NHS Planning Guidance 2016/17 - 2020/21.* This requires local NHS teams to produce five-year Sustainability and Transformation Plans (STPs), place-based and driving the Five Year Forward View, as well as a yearly Operational Plan, organisation-based but consistent with the emerging STP.

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7.14 We will return to the issue of how the Five Year Forward View has been taken forward locally within the STP covering both the City and the wider area, but before that there are two other key strands driving healthcare changes, Integrated Care Systems (ICS) and the NHS Long Term Plan.

Integrated Care Systems

7.15 To fully appreciate the way in which the healthcare system is transforming itself to respond to current pressures and future challenges it is worthwhile focusing on what ICS is, and the impact it will have.

7.16 With ICS, NHS organisations, in partnership with local councils and others, take collective responsibility for managing resources, delivering NHS standards, and improving the health of the population they serve. The overall message is that to provide better and more joined-up care for patients it is highly desirable for different organisations to work together to achieve these objectives. The reward for such integration is greater local freedom for those involved to manage the operational and financial performance of services in their area.

The NHS Long Term Plan

7.17 The next piece in the jigsaw in transforming health services is the NHS's Long Term Plan, published in January 2019. This is the key driver of the City based Primary Care Strategy published in summer 2019 and the soon to be published Secondary Care Long Term Plan, both of which are considered later in this Chapter.

7.18 As its title implies, this takes a much longer term view of the changes required to deliver the world class health services of the future, and as such, focuses on the structural and philosophical changes needed to make this happen to complement the organisational/procedural changes other health initiatives have ushered in.

7.19 We have summarised the key headlines of the Long Term Plan, the major initiatives that will stem from them and our assessment of what this might mean for health infrastructure planning and delivery is set out in Table 7.1 below:

Long Term Plan Headlines	What this will translate into	Projected implications for healthcare in Leicester
Making sure everyone gets the best start in life	Improvements in pre - and post-natal care and support, ramping up actions to improve health of children and young people (better child - focused cancer treatment, tackling obesity, better quality mental healthcare)	Enhanced maternity facilities, expanded wards for young people, additional facilities for responding to child mental health issues

Long Term Plan Headlines	What this will translate into	Projected implications for healthcare in Leicester
Delivering word-class care for major health problems	Earlier cancer and lung condition diagnosis, greater prevention of heart attacks and strokes (including education/exercise programmes), major investment in mental health/tackling mental illness	Expansions in specialised treatment areas, major investment/expansion in dedicated spaces for mental health diagnosis/treatment
Supporting people to age well	Significant increase in funding for primary and community care, helping more people to live on their own for longer	Additional pressures on the primary care and community care estate mitigated to a degree by the enhanced potential for care and support in the home

Table 7.1: A brief summary of the NHS Long Term Plan and its anticipated impact on healthcare in Leicester

7.20 A deeper analysis of the Long Term Plan draws out a number of themes which will significantly influence healthcare provision in future:

- the idea of GPs teams being at the hub of a network to co-ordinate services
- a focus on a range of initiatives that will respond to the twin imperatives to prevent illness and tackle health inequalities, both of which play into the public health narrative, which continues to grow in significance
- expanding the workforce and providing enhanced training for staff, both of which are likely to have infrastructure implications
- enhanced use of data and digital technology and increased operational efficiencies to maximise investment; both of these are likely to offset some of the infrastructure demands a modernised health service is likely to require

Better Care Together Strategy (BCT)[31] (The Leicester, Leicestershire and Rutland Sustainability and Transformation Plan)

7.21 The consequence of all three CCGs deciding to work together, the Better Care Together Strategy adopts an integrated approach, in which different NHS organisations and their partners work together to create more efficient and effective services with the stated aim of putting patients at their centre. A key element of this is the objective of working together on the "triple aims" of the NHS Five Year Forward View, these being:

- improving the health outcomes of people
- providing better quality care
- ensuring financial sustainability

[31] Next steps to better care in Leicester, Leicestershire and Rutland CCGs August 2018

7.22 The BCT partners (those who have responsibility for delivering health services in both Leicester and, in most cases, the wider area) are as follows:

Partner	Responsibilities
Leicester City CCG	Responsibility for commissioning health services in Leicester City
East Leicestershire and Rutland CCG and West Leicestershire CCG	The other health service commissioning partners
University Hospitals of Leicester	Responsible for delivering the majority of acute services in Leicester
Leicester Partnership Trust	Responsible for delivering all age community services and mental health care across the 3 CCGs
East Midland Ambulance Service NHS Trust	Provides emergency transport
Leicestershire County Council	Commissions/provides social and public health services for Leicestershire residents
Leicester City Council	Commissions/provides social and public health services for City residents

Table 7.2: Better Care Together Partners

7.23 The BCT Strategy describes the progress made and how in future an effective integrated health system across the three areas will be created, along with the next steps for improving healthcare for the local population, whilst taking full account of immediate challenges.

7.24 The Strategy was produced in response to extensive consultations during 2016 and 2017. Many of the points made have infrastructure implications:

Topic	Point made
Design of community services	Need to be reviewed, as does the type and number of community beds, to support the provision of integrated care, independence and a reduction in hospital admissions and readmissions
Acute bed capacity and access to maternity services	The need to maintain acute bed capacity and full access to maternity services within plans to reorganise the acute hospitals, as well as creating a new maternity hospital
Mental healthcare	A greater emphasis on mental healthcare, in order to achieve 'parity of esteem' with physical healthcare

Table 7.3: Responses provided to BCT consultations relating to health infrastructure

7.25 The BCT partnership has been able to secure the following:

Project	Investment secured
New emergency department at Leicester Royal Infirmary	£48m
Improvements at GP premises	£2m
Purpose-built mental health ward for children and young people with a focus on eating disorders	£8m
New intensive care units and a new ward at Glenfield Hospital	£30m
A female Psychiatric Intensive Care Unit at Glenfield Hospital	Not specified

Table 7.4: Recent health infrastructure investments secured in Leicester through BCT

Recent and current investment in Primary Healthcare

7.26 Against a background of so many changes, primary infrastructure needs are complex. There has in recent years been a high level of baseline analysis of the health estate to achieve a better understanding of what it comprises and how well it is used, most recently by the 3 CCGs in 2015 – 2016.

7.27 In reviewing actions needed to invest in improved primary care provision and ensure it is fit for purpose to meet the changes we have outlined above, the CCGs have looked carefully at precise needs, current capacity and the need to achieve an appropriate spread of services across their area.

7.28 Working carefully with these factors, robust primary healthcare plans have been developed for Leicester, Leicestershire and Rutland, and this has resulted in successful funding of £11m under the national Estates and Technology Transformation Fund (ETTF) to implement 11 projects which are being delivered over the period 2017 – 2021. Within Leicester City CCG these are as follows:

Project	Works
Saffron Lane	Acquisition of land and substantial extension of existing facility to accommodate the merger of 2 practices
Heatherbrook	Conversion of rooms/extension
Pasley Road	Acquisition of land and new purpose built health centre
Willowbrook, Springfield Road	Acquisition and conversion of existing facility to the equivalent of a new health centre

Table 7.5: Primary healthcare investment in Leicester 2017 - 2021

Better use of the current NHS Estate

7.29 We will now move on to consider the current and future provision of secondary healthcare provision but before we do it is worthwhile noting the way in which the proposed changes relate to current land and property managed by healthcare providers and the impact changes will have on this estate (and, conversely, the way in which the current estate will influence the changes that will be sought). The provision of new healthcare provision in Leicester in the future will be guided by three factors:

- needs arising as a result of growth
- needs arising as a result of changes in the composition in the city's population which may (or, more likely, will) result in greater healthcare needs
- needs arising from changes in the way in which healthcare is provided

7.30 It seems entirely possible and indeed desirable that most strategic changes in healthcare infrastructure provision will be led by modernised facilities based on a different model of healthcare provision, driven by a better use of the NHS estate and responding to rising needs amongst the population at large; needs arising from population growth may in contrast be relatively small scale.

The Naylor Report (2017)

7.31 A clear sense of what the NHS needs to do in order to make a better use of its existing land and buildings to help secure the proposed transformative changes can be obtained through an analysis of the Naylor report[32]. This set out an ambitious new NHS estates strategy focused on delivering improved care, the release of £2bn of assets for reinvestment, and delivery of land for 26,000 homes.

7.32 Naylor's key recommendations were:

- the establishment of a new and strategic NHS Property Board at arm's length from the Department for Health to act as the primary voice on estates matters
- proposals to integrate the primary and secondary estate within an overarching Estates Strategy, incorporating a long-term vision for the NHS; a clearer understanding of the current estate; clarity on leadership; appropriate governance; and improved skills
- ensuring the Estates Strategy is compatible with the vision of the Five Year Forward View
- improved guidance on building standards to ensure that future capital investment in new facilities is fit for purpose
- an overall £10bn investment in the NHS Estate to render health infrastructure fit for modern purpose

7.33 Naylor took the view that substantial capital investment is needed to deliver service transformation through STPs, with investment needs being met by contributions from three sources; property disposals, private capital (for primary care) and government funding through the Department for Health. To support this, the report recommended that:

- STPs and health infrastructure providers who develop long term investment plans should not be granted access to capital funding either through grants, loans or private finance until they have agreed plans to improve performance against benchmarks
- the Department for Health and the Treasury should provide assurances to STPs that any sale receipts from locally owned assets realised in line with STP plans should be retained locally for reinvestment

[32] Review of NHS Property and Estates (April 2017)

- further, that the government should provide additional funding to incentivise land disposals through a “2 for 1 offer” in which public funds match disposal receipts

- NHS England should provide guidance on the roles of healthcare providers and STPs with regard to estate matters

- NHS England and the NHS Property Board should ensure primary care facilities meet the vision of the Five Year Forward View and consider linking payments to the quality of facilities and greater use of 'fit for purpose' standards, with the NHS Property Board supporting GPs to meet these standards

7.34 The government responded to the Naylor recommendations in the Autumn 2017 Budget. Naylor recommended a £10 billion package of investment, and the Budget provided £3.5bn of new capital funding for the NHS in England (this on top of the £425 million already provided within the Spring 2017 Budget). This figure included £2.6bn in infrastructure schemes, including some of the investments in the 3 local CCGs we note in this chapter.

7.35 This £3.5 billion is allowing the NHS to dispose of surplus land and buildings to the value of (at least) £3.3 billion, almost doubling the scale of investment available to the NHS, as well as unlocking land for housing. It is backed by better financial regulations and commitments to ensure health bodies maintain their facilities better than has historically been the case.

NHS Secondary Healthcare Capital and buildings

7.36 Turning to how the Naylor recommendations are being rolled out locally, the BCT Strategy identifies significant capital investment required to ensure that the buildings out of which secondary healthcare services operate are both fit for purpose and support the new ways of working identified within the NHS Five Year Forward View.

7.37 The partners recognise that these local investment priorities to support the Strategy across Leicester, Leicestershire and Rutland are now an important part of the move nationally towards allocating capital resources through partnerships such as BCT rather than to individual organisations. Consequently, in July 2018, the partners submitted a refreshed Draft Estates Strategy for Leicester, Leicestershire and Rutland to NHS England.

7.38 The Draft Estates Strategy identified the three top local priorities for national capital funding as reconfiguring acute hospitals to move acute clinical services onto two sites and creating the Leicester Ambulance Hub.

7.39 These schemes are being progressed through the national capital allocation process, with additional schemes for other services and sites being brought forward over time as proposals advance. The partners have to date been successful in securing £9.2m of

transformation funding from national organisations to support transformation, as summarised in the table below:

Area of support	Funding achieved
GP 5 Year Forward View - Extended Access	£3.638m
GP 5 Year Forward View - Other	£0.792m
Diabetes Transformation	£0.827m
Area of support	**Funding achieved**
Children and Young People's Mental Health	£1.302m
Learning Disability Transformation	£0.399m
Urgent & Emergency Care Transformation	£1.668m
Other	£0.916m
Total	**£9.272m**

Table 7.6: National Funding secured by BCT to support transformation as at August 2018

Primary Healthcare Services Going Forward

Current provision and challenges in primary healthcare

7.40 The City of Leicester currently has 57 GP practices with an average list size of 7,303. Figures from the CCG in 2017 indicated that there were a total of 156 GPs and 66 registered nurses serving the city.

7.41 A key challenge facing each CCG is the demand for extended access (7 days a week) for both urgent and routine access. An integral part of the primary healthcare service offered in the city are the 4 Healthcare Hubs[33], which provide greater flexibility in securing appointments for patients suffering a wide range of conditions, with appointments bookable through a GP practice in the evenings, weekend and bank holidays as well as during the day. These hubs operate on one of three tiers; Tier 1 Primary Care 8am – 8pm/7days a week, Tier 2 Urgent Care 8am – 8pm/7 days a week, Tier 3 Urgent Care 24 hours a day/7 days a week.

7.42 Through discussions with healthcare professionals we have identified a number of key issues associated with primary care provision within the city, as follows:

- some practices are very small, and are no longer considered fit for purpose to deal with the requirements of healthcare provision going forward, and specifically, the range of services that will be provided in a GP practice in future
- a number of practices operate out of converted residential properties, particularly in the east of the city; again, these are now considered substandard, and do not meet the requirements of the new health model
- based on the population of the city, one would expect a total patient list of around 350,000; in fact, it is around 410,000, as people outside of the city can choose a GP practice within Leicester under the Patient Choice Scheme (or people move out of the city but retain their GP)

[33] **At Belgrave Health Centre, Merlyn Vaz Health and Social Care Centre, Saffron Health and Westcotes Health Centre**

- more specifically, Patient Choice allows people within the city to select a GP practice elsewhere in the city, perhaps for cultural reasons, or because it is nearer their workplace
- the closure of a patient list is considered a signal that the practice considers that increasing patient numbers will compromise the services it offers, and this can have wider ramifications, even though this can only be a temporary measure; this is judged by the CCG to be an issue on the western side of the city

GP premises in the future

7.43 In February 2017 the Better Care Together partners issued a Blueprint for General Practice, with the stated aim of delivering the NHS General Practice Five Year Forward View.

7.44 The Blueprint sees General Practice as continuing along existing lines, with registered lists being at the heart of the primary healthcare model and individual patients receiving continuity of care by their own GP close to home. However, there is also the expectation of a much greater emphasis on practices working together to provide services on multiple sites, to improve efficiency and save administrative costs and to facilitate the offering of urgent and on the day services 7 days a week, if not within their registered practice, then within the locality.

7.45 It is important however to recognise that the provision of primary healthcare services is not static, but dynamic. The Blueprint observes the following:

Metric	Change
Average GP consultation	Lengthened by 50% (from 8 to 12 minutes) between 1993 and 2013
GP consultation rates	40% increase between 2005 and 2015
Average number of times a year a patient sees their GP	8 times in 2017 (double the rate in 2007)
Average annual consultations amongst the over 75s	Has risen from 7.9 on 2000 to 12.4 in 2015
People with Long Term Conditions	Represent 29% of the population but accounted for 50% of all GP appointments in 2010

Table 7.7: The changing nature of primary healthcare services, Leicester, Leicestershire and Rutland CCGs

7.46 These figures must be seen against the backdrop of a primary healthcare system facing challenges in delivering services that communities expect to receive, with a 15% drop nationally in the numbers coming into GP training, an ageing workforce (64% of practice nurses are over 50) and a much greater reliance on locums and agency staff.

7.47 Looking forward, the Blueprint considered that responses to primary care needs will be influenced by a variety of factors:

- there will be much more of an emphasis on grouped practices to allow more integrated care and 7 days a week access to services

- there is an expectation that a significant amount of care currently provided in a secondary healthcare setting could in future be co-ordinated through general practice, particularly in relation to mental health
- whilst GPs will remain as clinical expert generalists they will increasingly be working as designated (and accountable) care co-ordinators, working directly with specialists located in primary and community settings, supported by community and social care providers to provide integrated out of hospital care
- patients will increasingly be expected to have a greater say in determining the services they should have access to as part of taking a greater level of responsibility for their own health

Primary Care Strategy

7.48 The Leicester, Leicestershire and Rutland Primary Care Strategy[34] was agreed in June 2019 by the 3 constituent CCGs. It follows on from the vision and strategy established within the Five Year Forward View, the Blueprint for General Practice and the NHS Long Term Plan and is fundamental to the delivery of the ICS, all of which are considered in detail earlier in this chapter. It is also consistent with the aims of the BCT Strategy.

7.49 The strategy for healthcare provision for the CCGs (including that covering Leicester) is to operate on the following levels:

- as an entire system across the 3 CCGs
- in 'places' – local authority boundaries – where primary care interacts with hospitals, community providers and local authorities to meet that population's needs
- in 'neighbourhoods' - defined by the Primary Care Networks - that will deliver integrated services

7.50 These Primary Care Networks thus become the cornerstone for patient-centred care, which will drive the development and delivery of localised care by integrated teams both at a 'neighbourhood' and 'place' level.

7.51 What this means in practice is that individual GP practices will no longer operate independently but will be grouped together (although they will not be entirely geographically defined). They will typically cover a population of 30,000 – 50,000 and will bring together groups of GPs plus a range of other healthcare professionals to provide a comprehensive service to patients with a range of healthcare needs, some of them complex.

[34] Leicester Leicestershire and Rutland 2019/20 – 2023/24 Primary Care Strategy

7.52 The PCN will maintain urgent and 7 day access to services and regard patients being an active part of the practice team, and not merely the recipients of healthcare.

7.53 All this will entail the creation of 10 Primary Care Networks, which were identified in the Primary Care Strategy as follows:

Name of Network	No of associated GP Practices	List size
Belgrave & Spinney	5	45,774
The Leicester Foxes	9	33,498
Leicester Central	8	51,058
Salutem	4	35,455
Aegis Healthcare	6	41,104
Millennium	7	50,971
City Care Alliance	6	38,589
Leicester City & University	2	45,234
Leicester City South	6	35,417
Leicester Health Focus	4	39,914

Table 7.8: New Primary Care Networks In Leicester

7.54 The PCS involves a root and branch restructuring of the primary healthcare budget and, as it makes clear, considerably enhanced investment to introduce a number of both major and piecemeal changes to implement the strategy. However, it stops short of specifying the detailed changes in the primary health estate to enable it to adapt to provide the quality of healthcare the PCS demands.

7.55 We have noted above that some of the current primary healthcare estate is no longer fit for purpose, and healthcare professionals we have talked to have spoken of bringing as many of the individual strands of healthcare under one roof as is possible.

7.56 Although conceived in an entirely different (pre 2012 Health and Social Care Act) regime, there are potential models in Leicester, in particular centres currently operating as Healthcare Hubs which might meet a potential model; these are as follows:

Centre (Date opened)	Facilities	Size (m^2)	Cost (£m)
Merlyn Vaz Health & Social Care Centre (2008)	Serves 50,000 residents. 3 GP practices, Healthcare Hub, pharmacy, community Dental Service, mental health services, district nurses, podiatry, physiotherapy, speech and language therapy	6191	20.66m
Belgrave Health Centre (2011)	Serves approximately 25,000 patients. 3 GP practices, minor surgery clinic and community health services	2402	9.3m

Table 7.9: Existing primary health facilities in Leicester that could serve as a potential model for a combined PCN facility

7.57 In the absence of detailed costings for the bespoke Primary Care Network centres of the future we can only speculate as to the level of investment that will be required to

develop the high class facilities that will be required; however, we consider it necessary to do so for the purposes of this Infrastructure Assessment.

7.58 A state of the art centre housing all the PCNs GPs and support services could cost in the range of £30m at today's prices and, if half the PCNs in Leicester required such bespoke facilities to overcome the currently fragmented and in some cases substandard estate, the future bill will be in the order of £150m. Some secondary healthcare efficiency and opportunity savings might defray these costs, but in our view other adaptations/changes in the primary healthcare estate might well swallow this up.

Secondary Healthcare Going Forward

7.59 The city's secondary healthcare is delivered principally in the following establishments:

Hospital/location	No of beds	Principal Services
Glenfield Hospital (3 miles NW of city centre)	415	Range of services including nationally recognised medical care for heart disease, lung cancer and breast cancer care as well as children's heart services
Leicester General (3 miles E of city centre in Evington)	430	Range of medical services including care at our national centre for renal and urology patients as well as maternity services
Leicester Royal Infirmary (close to Leicester city centre)	1000	Leicester and Leicestershire's only accident and emergency service, and the base for the Children's Hospital.

Table 7.10: Principal secondary healthcare facilities in Leicester

Plans for Future Changes in Secondary Healthcare

7.60 Further substantial changes are planned in the BCT Strategy in a business case for local scrutiny prior to being submitted to NHS Improvement, NHS England and the Department of Health and Social Care for consideration (and final public consultation if the bids are successful) before implementation.

7.61 These changes – insofar as they relate directly to Leicester - are as follows:

Location	Proposal
Leicester Royal Infirmary and Glenfield Hospital	Reconfigure acute hospitals to move acute clinical services onto just these two hospital sites (from 3 currently)
Leicester General Hospital (LGH)	Retain some non-acute health services at this hospital
Leicester Royal Infirmary	Remodel maternity services to create a new maternity hospital at this location
LGH	New midwife led unit
Community Services	Redesign to ensure sufficient, geographically dispersed facilities to allow these services to provided close to people's homes

Table 7.11: The BCT Strategy proposals for major health infrastructure investment, August 2018

7.62 The BCT Strategy supplies the reasons for these proposed changes:

- the provision of acute services on 3 sites in the city has a negative effect in clinical, performance and financial terms, with medical resources spread too thinly
- elective and outpatient services provided alongside emergency services - as is currently the case - is not desirable, as when pressures on the latter increase, it is elective patients who suffer delays and last-minute cancellations
- the reconfiguration of acute medical services as described above will require major investment of £367million to provide safe, high quality specialist care for years to come, to accommodate a slight increase in admissions that is forecast, and to deal with a backlog in maintenance
- in terms of maternity services, these are currently spread across two hospitals, making it challenging to maintain adequate staffing over the two sites, and on occasions compromising the availability of resources, particularly in neonatology and obstetrics (and, in any event, maternity facilities require modernisation)
- the current provision was designed for 8,500 births a year, but there are currently 10,500 births a year, and increased demands (through a rise in numbers and in terms of complexities of delivery) are forecast in the future
- turning to community services, in order to deliver integrated care, keep people well and out of hospital and to move care closer to home, it is considered important to ensure appropriate facilities and services are in place within local communities
- there are plans for the partners to work with patients, clinicians, partner organisations and staff, to strengthen the provision of integrated care in communities, support independence and reduce hospital (re)admissions
- integration of community and adult care services can identify how district nurses and some physiotherapists can work as part of multi-disciplinary, integrated locality teams to coordinate care for patients who are frail, have multiple health conditions, or require additional support
- the provision of community and intermediate care beds can complement home-based support

7.63 Consequent to this strategy, ambitious plans have been drawn up, consistent with the transformative changes in the delivery of healthcare we have described. The main changes which have been drawn up, costed and approved by the partners are to be set out in detail as part of a long term strategy for secondary healthcare but can be summarised as follows:

- A new Maternity Hospital
- A dedicated Children's Hospital
- A planned care Treatment Centre

- Two ‘super’ intensive care units with 100 intensive care beds
- Modernised wards, theatres and imaging facilities
- Additional car parking

7.64 Details of the proposals and estimated costs are as follows:

Location	New investment planned includes
Glenfield Hospital	General Hospital expansion, relocated nephrology service, ICU expansion, associated changes/relocations
Leicester General	Ceases to become an acute hospital; confined on a smaller site (with surplus land released for development) Future function of Leicester General will encompass: - Diabetes centre of excellence - GP led community hub with onsite imaging and diagnostics - Stroke rehabilitation - Midwifery led birthing unit - The City Community Crisis response Teams - Back office functions
Leicester Royal Infirmary	Creation of a New Maternity Hospital standalone Children’s Hospital, Adult ICU expansion

Table 7.12: Summary of proposed future investment in secondary healthcare in Leicester

7.65 The changes identified above are anticipated to cost £465m and would take a number of years to complete.

The government’s Health Infrastructure Plan

7.66 Until recently the £465m of investment needed to deliver secondary healthcare fit for future needs was considered a problematic issue for the partners, as government support for capital funding for such changes was set at £100m, an issue for Leicester and a small handful of locations across the country where similar issues prevail. Although estate rationalisation and land disposals might create some additional capital, we have not seen evidence that it would be at anything like the scale to deliver these major upgrades.

7.67 In October 2019 the government published its Health Infrastructure Plan (HIP), with an objective of securing the most significant hospital building programme in a generation; it also includes proposals to modernise the primary care estate, invest in new diagnostics and technology and help eradicate critical safety issues in the NHS estate.

7.68 At the centre of HIP is a £2.7 billion investment that gives 6 new large hospital projects the funding to go ahead now, with the aim of delivering all projects by 2025[35]; one of the successful projects is the investment in Leicester's hospitals identified above.

7.69 Further details of the development programme are awaited but from the perspective of this Assessment it does not seem unreasonable to assume that the City's secondary healthcare infrastructure investment currently proposed over the timeframe of the Local Plan will be delivered in the early years of the Plan.

Future health infrastructure need and funding

7.70 In the preceding paragraphs we have provided a detailed summary of the changes that are taking place in the provision of primary and secondary healthcare in Leicester and the consequences expressed in terms of infrastructure need, and how this can be funded.

7.71 We have established that the government is investing new capital to secure strategic secondary health infrastructure investment through a combination of direct public investment and finance made available through disposals of land and buildings, and we have identified the strong possibility that significant capital funding will be needed to rollout major investment in primary healthcare to deliver the Primary Care Strategy.

The Funding of Future Healthcare Investment

7.72 As noted above we are of the view that the funding of the majority of healthcare investment over the Plan period will be secured through government investment, and capital secured through the release of land and buildings; the Naylor report identifies this and the potential for private investment particularly in the primary care sector. The question arises as to the role of developer contributions to deliver healthcare infrastructure through s106 agreements and (if introduced) CIL.

7.73 Outside of the City 4 of the 7 Leicestershire authorities seek developer contributions towards the provision of primary healthcare (none do for secondary healthcare). Contributions sought vary as follows:

- one authority seeks £470/dwelling

- two others calculate a cost of 0.11 per square metre per new patient and a cost of £1902/sq.m. for a GP surgery (of 200 sq.m.)

[35] A further 21 schemes have been given the go-ahead with the seed funding they need to develop their business cases, with the aim of delivering between 2025 and 2030, subject to business case approvals, but none of these involve healthcare proposals in Leicester, Leicestershire and Rutland

- one other undertakes the same initial calculation but assumes a cost of £2964/sq.m. for a GP surgery

7.74 This perhaps reflects the fact that there is no consistent approach adopted by the health authorities to secure funding for health infrastructure, although in September 2018 NHS Improvement did issue guidance[36].

7.75 The Guidance outlines the opportunities for Trusts to secure contributions towards healthcare infrastructure but also noted that there were some issues around the way in which such contributions were currently sought, which included:

- the fact that although some trusts had been successful in securing s106 contributions, this was the exception and not the rule

- a suggestion that the education sector was generally more successful in securing contributions

- work undertaken at national level to secure healthcare bodies access to contributions required additional work at the regional and local level to build relationships between individual STPs/Trusts and local planning authorities

- although not stated explicitly, there was an implication in the guidance that individual healthcare bodies were sometimes duplicating the work of others in seeking to engage local authorities[37]

7.76 In order to make positive progress, the guidance urged:

- a dedicated single contact within a locality to build relationships and avoid any duplication

- the use of targeted professional support

- a bespoke engagement strategy to ensure local planning authorities have a proper flow of data outlining healthcare bodies' estate plans and infrastructure requirements to ensure these are reflected in Infrastructure Delivery Plans/Infrastructure Assessments and are used as the basis of engaging the development industry for appropriate levels of financial contributions

[36] NHS Improvement: Securing Section 106 and community infrastructure levy funds – a guide (September 2018)

[37] Similar conclusions were arrived at by the public policy thinktank Reform who in January 2020 published Planning for Patients: the role of Section 106 planning contributions. In addition to the issues identified in 7.75 above Reform also identified an issue of s106 contributions being secured by local planning authorities which then remained unspent

What are the likely health infrastructure costs associated with Local Plan growth?

7.77 It is possible to calculate the costs associated with the provision of primary healthcare infrastructure associated with growth over the Local Plan period by utilising one of the calculations embedded in the policies adopted by a number of Leicestershire local authorities (see paragraph 7.73). We do not think it is possible nor indeed relevant to make the same calculation for secondary healthcare given:

- the recognition (both by the government, in agreeing to fund the secondary healthcare transformative changes in full but also in Naylor) that this is a national not a local funding issue
- secondary healthcare in any event transcends any one locality such as the City of Leicester to include a far wider area over which such services are delivered
- the transformative changes proposed in secondary healthcare infrastructure are of such a scale as to entirely eclipse the relatively small impact wrought by growth

7.78 Utilising the figure of £421/dwelling towards the cost of primary healthcare (a figure identified by the East Leicestershire and Rutland CCG as a reasonable representation of the primary healthcare cost associated with growth) we arrive at the following costs over time[38]:

	2019 - 2024	2024 - 2029	2029 - 2036	Total
Primary Healthcare Costs associated with growth – general				
Growth Areas	£1.17m	£0.81m	£1.19m	£3.17m
Windfalls	£0.32m	£0.32m	£0.44m	£1.08m
Non CDA/Non-Strategic	£0.06m	£0.39m	£0.16m	£0.61m
Total (Primary)	**£1.55m**	**£1.52m**	**£1.79m**	**£4.86m**

Table 7.13: Primary healthcare infrastructure need over the Plan period

7.89 Turning to the key growth locations identified in Chapter 4, we arrive at the following primary healthcare costs per location, again over time:

Period	2019 - 2024	2024 - 2029	2029 - 2036	Total
Primary Healthcare Costs associated with growth – by specific growth location				
CDA	£1.1m	£0.32m	£0.63m	£2.05m
General Hospital	£0.05m	£0.10m	£0.07m	£0.22m
Western Golf Course		£0.04m	£0.15m	£0.19m
Ashton Green East		£0.13m	£0.15m	£0.28m
Land North of A46	£0.01m	£0.17m		£0.18m
W of Anstey Lane			£0.1m	£0.1m
Total (Primary)	**£1.16m**	**£0.76m**	**£1.1m**	**£3.02n**

Table 7.14: Primary healthcare infrastructure need by growth location over the Plan period

[38] These figures will need to be kept under review and any changes reflected in the Regulation 19 version of this Assessment

7.80 The figures for overall growth related primary healthcare need may be higher if a different methodology is used (we arrive at £5.85m and £9.0m with the alternative calculations identified in paragraph 7.74) the level of investment needed is very small in relation to the likely investment we think is required to institute the Primary Care Strategy. As we have stated earlier we have estimated that this could be in the order of £150m over the Plan period, so the costs identified in Table 7.13 is only 3% of this.

7.81 Aside from the relatively small quantum, although we recognise that there is some merit in the 2018 NHS Improvement Guidance (not least that of the need for professional guidance and better liaison) we are not convinced that developer contributions are an integral part of the funding of new healthcare infrastructure.

7.82 Funding for this should be driven, in our view, by:

- more effective use of the current estate generating capital receipts through land disposals
- centralised (government) not localised funding arrangements in response to the twin objectives of (a) transformative changes to the way health provision is provided to make it fit for purpose coupled with (b) additional resources to fund services where the level of provision has been historically inadequate (mental health) or where new challenges will present themselves (around an aging population)
- private investment, particularly in the primary care sector

Estimate of primary and secondary healthcare infrastructure needs

7.83 Our summary estimates of needs, expressed as costs, are set out in Table 7.15 below. This includes our estimates of the phasing of investment; we have assumed that 2 new comprehensive PCN complexes are delivered in the first two Local Plan tranches (2019 – 24 and 2025 – 29) with one in 2030 – 2036) whilst for the secondary healthcare provision, some of the £465m identified for this project rolls over from 2019 – 24 into 2025 – 2029. (We have also included our estimate of the specific growth related requirements primary healthcare requirements over the Plan period).

Primary and Secondary infrastructure investment projected over the Local Plan period				
Local Plan Timeframe	**2019 - 2024**	**2025 - 2029**	**2030 - 2036**	**Total**
Primary Care Investment	£60m	£60m	£30m	£150m
(Of the above, proportion growth related)	*(£1.55m)*	*(£1.52m)*	*(£1.79m)*	*(£4.86m)*
Secondary Care Investment	£350m	£115m		£465m
Total	**£410m**	**£175m**	**£30m**	**£615m**

7.15: Projected Investment, Primary and Secondary Healthcare 2019 - 2036

Future transformative changes in healthcare

7.84 As with other infrastructure topics there is huge potential for future infrastructure needs to be influenced by significant changes brought about through new technologies. In 2018 The Health Foundation, the Institute for Fiscal Studies, The King's Fund and the Nuffield Trust, in acknowledgement of the passing of 70 years since the introduction of the NHS, produced a publication looking at likely game changers for the future.[39]

7.85 The report identified 4 big technological changes which have the potential at least to bring about radical changes in healthcare provision, as follows:

- **Genomics** can target treatment interventions at specific sub-groups of patients, potentially making them more effective and opening up new therapeutic possibilities. The complete sequencing of the human genome in 2003 allowed the UK to become the first health system to introduce genomic medicine into mainstream health in 2015, allowing patients receiving treatments that are likely to be most effective based on the genetic, lifestyle and environmental information of the individual in question – so-called 'precision medicine'

- **Remote care** can improve access to health care services, enabling patient needs to be addressed as early as possible and potentially making systems more efficient. Advancements in remote care are happening in all parts of the health service; in primary care, NHS England has allocated £45 million over five years to support the uptake of online consultations; in secondary healthcare there are a growing number of 'virtual clinics', where GPs email consultants and ask for advice, or in outpatients services, particularly for follow up care; in social care there are examples of connecting care homes to monitoring hubs staffed by clinicians, who can make an assessment and offer advice in order to reduce A&E attendances

- **Technology-supported self-management** using digital technology can help to empower patients to better manage and understand their condition. Online health communities enable patients to share their experiences, swap tips and exchange resources; apps support medication adherence, symptom tracking and peer support; and there are a host of websites providing health information

- **Data** can provide new ways for the NHS to learn, improve and generate new research – alongside **artificial intelligence (AI)**, which is providing new analytical capacity for diagnosing patients, effective triage and logistics

[39] What will new technology mean for the NHS and its patients? Four big technological trends

Adult Social Care

7.86 The City Council has widespread responsibilities to protect a range of vulnerable groups who need care and support because of their age, health and disability, or because they are caring for others.

7.87 The focus of meeting the needs arising from those requiring support revolves around promoting, maintaining and enhancing people's independence so that they are healthier, less reliant on formal support and lead more fulfilling lives.

7.88 To achieve this the City Council has the following strategies in place:

Strategy document	Comment
Leicester City Council Adult Social Care Strategic Purpose and 6 Strategic Priorities	Measures to protect and empower the most vulnerable people in Leicester
Leicester City Council Strategic Commissioning Strategy 2015-2019	A 5 year vision and a framework for the future commissioning of services that deliver quality and value for money, safeguard users from abuse; and prevent, postpone and minimise the need for formal care and support through commissioning a system that promotes independence and well-being
Leicester City Council Adult Social Care Market Position Statement 2018 - 2020	Information for providers (organisations that may wish to provide adult social care services in future), setting out priorities, information about current and future needs, and plans for future commissioning
Adult Social Care Local Account 2015-2016 (latest available)	Annual statement showing how Leicester City's Adult Social Care services have performed over 12 months, and sets out future plans
Adult Social Care Independent Living and Extra Care Commissioning Strategy 2013	Provides an overview of the state of the current market for independent living, and the level of need
Joint Mental Health Commissioning Strategy For Leicester City April 2015 – March 2019	Produced jointly with Leicester City Clinical Commissioning Group (CCG). Sets out information about the needs of people with mental health problems and plans for commissioning services to meet those needs
Joint Learning Disabilities Commissioning Strategy for Leicester City 2015-2019	Produced jointly with Leicester City Clinical Commissioning Group (CCG). Sets out information about the needs of people with learning disabilities and plans for commissioning services to meet those needs
Leicester, Leicestershire and Rutland Autism Strategy 2014 - 2019	The needs of people with autism and the plans for commissioning services to meet those needs (currently under review)
The Joint Health, Social Care and Education Transitions Strategy 2019 - 2022	Jointly produced with Leicester CCG, this sets out an approach for improving the support offers to young people with additional needs as they move into adulthood
Joint Carers Strategy (2018 – 2021); recognising, valuing and supporting carers in Leicester, Leicestershire and Rutland	Strategy supported by a range of adult social care bodies to deliver a local vision of carers

Table 7.16: Leicester City Council strategy documents relating to relating to the provision and commissioning on adult social care

Health and Social Care Sector Growth Plan for Leicester, Leicestershire and Rutland, LLEP (2017)

7.89 In 2016, Leicester City Council, working in partnership with Leicestershire County Council, Rutland County Council and the Leicestershire Enterprise Partnership (LLEP), commissioned a growth plan for health and social care in Leicester, Leicestershire and Rutland (LLR).

7.90 The Growth Plan largely focuses on improving skills and prospects within the local workforce to promote employment in the health and social care market, an issue that has been of increasing concern for employers in this sector in recent years. The Growth Plan included a recommendation for the introduction of a joint authority-wide workstream with a remit to consider how they might invest in the social care sector with maximum impact/effectiveness. This could involve researching national and international examples of good practice and considering how the services and skills base of the private sector can be further developed.

7.91 The table below provides a summary of the support that is currently provided by the City Council:

Support provided	Numbers accessing that support
New referrals for contacts with Adult Care Services	12105
Assessment of eligible needs	4910
Minor adaptations to individual's properties	3822
Installation of assistive technology devices	3439
Reablement support to improve independence	1769
Sheltered housing placements	410 (14 developments)
Residential care places	1365
Nursing care places	235
Total people assisted	**28055**

Table 7.20: Total support, Leicester City residents, 2016 – 16 (Source Leicester City Adult Social Care Local Account 2015 – 16)

7.98 Future extra care / supported housing is likely to be secured through Council led and enabled development, potentially on Council land, utilising right to buy receipts.

Public Health and Wellbeing

7.99 A key change introduced as part of the 2012 Health and Social Care Act was the transfer of responsibility for commissioning many public health services from NHS to local authorities and a new executive agency of the Department of Health, Public Health England, was set up to *'protect and improve the nation's health and wellbeing, and reduce health inequalities'* at a national and local level.

7.100 Public Health England's key role is to protect the country from threats to health, including outbreaks of infectious diseases and environmental hazards, in the UK and abroad. It also seeks ways of improving the public's health and wellbeing through a range of campaigns (e.g. in relation to obesity, tobacco, diet, drugs and alcohol).

7.101 It also acts as the catalyst for improving public health services, through the application of good practice, influencing public health policy, and deriving solutions based on community engagement, and adopting holistic approaches to specific environments and life style choices.

7.102 Local responsibilities for public health rest with Leicester City Council working in partnership with a range of bodies including NHS England and the CCGs.

7.103 The City Council has produced a Health and Wellbeing Strategy and Action Plan 2019-2024. It is a 'call to action' to tackle the origins of ill health in the City, recognising that a more rounded approach to addressing health challenges is needed, which takes into account wider determinants of health such as the environment, communities and relationships.

7.104 The Plan takes a holistic approach to health, which means looking at how the built environment of the city itself can influence health and wellbeing, instead of looking only at the people who live in it. Its stated aim is to put the 'person' at the centre, looking at all the factors in people's lives and in their living environments that can affect their health.

A key role in joining up Health and Social Care – Health and Wellbeing

7.105 A key task is to weave together the various strands of health and social care to provide a holistic approach to health and wellbeing. Leicester's Health and Wellbeing Board is made up of local councillors, GPs, health and social care officials and representatives of patients and the public and was set up to lead and direct work to improve the health and wellbeing of the population through the development of improved and integrated health and social care services.

7.106 The role and function of the Health and Wellbeing Board is as follows:

- to identify needs and priorities across Leicestershire, and publish and refresh the Leicester Joint Strategic Needs Assessment (JSNA) so that future commissioning/policy decisions and priorities are based on evidence

- to prepare and publish a Joint Health and Wellbeing Strategy and Action Plan (see above) on behalf of the City Council and its partner clinical commissioning group so that work is done to meet the needs identified in the JSNA in a co-ordinated, planned and measurable fashion

- to approve the Better Care Fund Plan including a pooled budget used to transform local services so people are provided with better integrated care and support together with proposals for its implementation

- to have oversight of the use of relevant public sector resources to identify opportunities for the further integration of health and social care services

Health and Wellbeing Infrastructure Needs

7.107 There is a demonstrable wide ranging brief around health and wellbeing. However, the services which cover these responsibilities within the city do not themselves have specific budgets to promote infrastructure investment and instead engage with – and influence – more infrastructure areas covered within this assessment.

7.108 For example:

- an important public health and wellbeing focus is on disease prevention, so there are a links with a range of activities such as primary and secondary healthcare but also sport and leisure facilities

- in a similar vein, health education is a significant area of engagement, with the City working with other key agencies

- in regard to open space provision, there is a vital need to ensure this is accessible and has more than just amenity value, offering genuine health opportunities particularly in hard space areas of Leicester

- connectivity of activities is vital so as to overcome social isolation

8. Utilities

What this chapter covers

8.1 In this section we examine energy (electricity and gas, with a review of energy supply and renewables); wastewater; potable water; and broadband/telecoms.

Energy Supply

8.2 The energy provision and supply position for Leicester is as follows:

Electricity	UK National Grid owns, operates and maintains the 400 kV and 275 kV transmission network, with Western Power Distribution (WPD) as distribution network operator (DNO) being responsible for local supply to Leicester's homes and businesses.
Gas	National Grid provides for the conveyance of gas, with a local operator (Cadent Gas) acting as supplier

Table 8.1: Gas and electricity supply arrangements in Leicester

Overview of energy supply

8.3 There have been a range of studies that have explored energy supply infrastructure issues, as follows:

Leicester and Leicestershire Utilities Infrastructure Capacity (UIC) Study (November 2017)

8.4 This study was commissioned as part of the evidence base for the city and county-wide Strategic Growth Plan (SGP). Although it has the primary aim of establishing the likely strategic utilities infrastructure requirements needed to support intermediate-term growth to 2031 and longer term growth to 2050, it has a considerable amount of local context including those for the City, particularly for the latter part of the Local Plan period. The study covers electricity and gas supply networks and telecommunications networks (including broadband) but not water or sewerage infrastructure.

8.5 To model the impact of growth on current utility infrastructure provision the study used local economic and development growth forecasts to predict future utility demands, mapped across the study area and then compared to the utility network provider's growth plans. Follow up contact with operators then took place to identify potential shortfalls.

8.6 In summary the study concluded that in the long term - and beyond the City - some longer term growth might have some restricted capacity due to the level of commitments in place for developments already planned. However, this lack of capacity should not at this stage be viewed as a constraint to such growth, and in any event the concerns were for areas outside Leicester (to the north and the south) that would be the priority for further investigations; these would assess the potential

time and cost implications of network capacity upgrades to support development in these areas.

8.7 In any event, the Study identifies that aside from investment to improve capacity through network reinforcements there were a number of other infrastructure investment measures to unlock the growth potential of Leicester and beyond, including:

Action	Potential initiative
Energy Consumption Reduction	To release network capacity through reducing demand and increasing efficiency; there are many opportunities focusing on retrofitting/physical improvements to buildings, services and appliances, coupled with exemplar standards for all new buildings
Smart Grids and Peak Reduction Demand	Aside from the issue of reducing overall demand is the imperative to seek reductions in demand at peak periods (the times at which the most power is withdrawn from the National Grid).This is both an issue for the network and the user, and there are smart techniques which can flatten out demand such as Automated Demand Reduction (ADR) which closes down non critical uses at peak periods
Embedded small scale generation	Small scale low carbon energy plants close to network connections that can be brought on line to boost local distribution at peak times
Battery storage	Technology is improving but capital costs are high, and the regulations need to be changed (so network operators can own these themselves, rather than relying on third parties)

Table 8.2: Leicester and Leicestershire UIC Study investment measures proposed

8.8 There are significant factors here. More generally, demand side response (DSR) is becoming an increasing factor in managing supply. Under DSR, organisations are incentivised to shift energy use from peak to off-peak times, offsetting the nation's power requirements in real time without the need for additional electricity generation. The capability of achieving this will be strengthened by the rise in capability of battery storage, with the Renewable Energy Association and All-Party Parliamentary Group on Energy Storage predicted in 2017 would rise above 8 GW by 2021, up from just over 60 MW of capacity at that time.

The Leicester & Leicestershire Local Enterprise Partnership (LLEP) Energy Infrastructure Study

8.9 The LLEP's Energy Infrastructure Study (October 2018) explores a number of issues associated with achieving future decarbonisation and proposed a number of actions aligned to the UK government's Clean Growth Strategy[40], including the energy efficiency of homes and businesses, accelerating the shift to low carbon transport and supporting clean growth. It also proposes two actions that will have implications for the energy infrastructure.

[40] UK Clean Growth Strategy 2017 (As amended 2018); This strategy sets out a comprehensive set of policies and proposals that aim to accelerate the pace of 'clean growth', i.e. deliver increased economic growth and decreased emissions.

8.10 Firstly, the study recognises an important challenge is co-ordinating the reinforcement of the electricity grid to accommodate the anticipated rollout of housing and employment growth, in so doing avoiding any obstacles to delivering such growth, whilst at the same time ensuring that reinforcements are actually required and do not become 'stranded assets' - investment that ultimately is either not needed or if needed, not utilised for a period of time. If this happens, this is a cost that is borne by existing customers, not the occupants of new development.

8.11 The current regulatory framework does not allow for DNOs such as WPD to invest ahead of need if it cannot show a benefit to the customer; what this means that the DNO is unlikely to be incentivised to undertake the investment as it involves a risk that is not within its control (i.e. it is reliant on the development industry to bring forward proposals in a timely fashion, which experience would suggest cannot be guaranteed). This is a significant factor that can lead to delays in connections.

8.12 The LLEP identified the potential for it to provide a role as facilitator between new customers (i.e. new development) and the DNO, with sharing both the risk and cost of upgrading the network[41]. There is an indirect benefit in allowing the network operator to plan for network growth with assurance, but perhaps more significantly in growth terms, a direct benefit in reducing the risk of growth being delayed.

8.13 A potential second intervention involves non-domestic high demand customers being offered flexibility in terms of connection (i.e. a lower standard of connection to avoid grid reinforcements).

Energy Supply issues by Location in the UIC

8.14 The UIC study identified key issues of demand outstripping capacity in some local authority areas by 2050; Hinckley and Bosworth (by 2034) Charnwood (by 2037) and Oadby & Wigston, but not, critically, in Leicester. Similarly, looking at primary growth locations identified in the SGP, no known capacity issues were identified before 2050, suggest there is sufficient headroom in terms of supply to way beyond the end of the Plan period.

Electricity Supply in Leicester

8.15 National Grid owns, operates and maintains the 400kV and 275kV national electricity transmission network. At a local level Western Power Distribution (WPD) are then responsible for the electricity distribution network at 132kV. The electricity supply to

[41] The LEP is doing just that in West Loughborough (Charnwood); in 2018 the LLEP prepared a business case to part fund the upfront costs to support the installation of a critical first phase of electricity infrastructure to support two critical strategic developments, a major housing scheme south west of Loughborough (West Loughborough SUE) and the Loughborough University Science and Enterprise Park (LUSEP) where WPD was unwilling to take the risk of delays in development rollout and therefore the prospects of 'stranded assets' might increase. Although such circumstances are not anticipated to arise in the City, should they do so in the future there is the potential for a similar interventions to avoid power supply being an inhibiter of development rollout

Leicester is generally supplied by the 33kV grid to local low voltage substations and thence to the end user.

8.16 Generally speaking electrical supply planning is reactive, although demand is modelled to an extent on 'natural growth' in energy demand. WPD has not advised on any specific requirements relating to load increases required within the City as a result of growth, as it is not able to analyse detailed network requirements before site specific allocations have been made.

8.17 It is not possible to assess actual upgrades in advance, although its modelling is dynamic and updated annually, and this gives an estimate of the future loads in the network and indicates where and when the network may reach capacity and whether further works, such as upgrading of a sub-station, will be required. Capacity can also be reserved for up to 12 months.

8.18 If a new substation is required, this is likely to cost in the region of £2.5 million and the cabling is likely to cost around £5 million per kilometre. This will be a commercial cost falling on the end user and not a public infrastructure cost.

Electricity infrastructure in the Infrastructure Delivery Schedule

8.19 From the above we conclude that there are no specific electricity related infrastructure requirements relating to the provision of supplying power to new growth related development in the City, as there are no known capacity issues on the wider strategic network, and that power connectivity at the local level is a contractual matters between the suppler and end user.

8.20 This will appear in the IDS as follows:

Electricity Infrastructure Provision				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
Electricity infrastructure provision	**No specific public infrastructure costs identified**			

Table 8.3: Assessment of electricity infrastructure needs within Plan period

Renewable energy in Leicester

8.21 Figures for the production of renewable energy have been obtained from the quarterly BEIS Renewable Energy Planning Database (September 2019 version). This reveals that there is a single operational large scale (>1MW) renewable energy scheme in Leicester involving Solar Photovoltaics at the National Space Centre, which produced 4MW. Off grid power generation for both renewables and non-renewable forms of energy generation is possible, but most microgenerators currently favour grid connections to enable them to export surplus power, although as battery technology improves, circumstances could change.

Charging Points for Electric Vehicles

8.22 A study for the Committee on Climate Change[42] explored the electric vehicle charging infrastructure required to 2030, taking into account factors such as increased battery range, the number and pattern of trips taken using EVs, the availability of different types of rapid chargers and their associated charging speeds and times, as well as the behavioural factors including 'range anxiety'.

8.23 The study's conclusions were as follows:

Finding	Comment
Distinction between different types of charging facilities	Two types are distinguished; long distance *en route* rapid charging and localised 'top up' charging
Future anticipated need for *en route* chargers	Rapid chargers located near the major roads network need to expand from 460 in 2016 to 1,170 by 2030
This is a relatively modest rise (2.5 times current provision when there are expected to be 27 times the numbers of EVs)	This can be explained by increases in range (with an estimated 1% of vehicles needing to charge en route) and faster charging rates leading to greater charging utilisation
A significant increase in public chargers for 'top up' charging, from 2,700 in 2016 to 27,000 by 2030	Public parking based charging in towns and local areas reflecting a continued demand for 'top up' parking despite an increase in battery size and range and reductions in range anxiety
Battery charging rates are being revolutionised	The study estimates that around 85% of chargers in 2030 will be either fast (22kW) or rapid (43+ kW)
There are uncertainties around this requirement	Most of these uncertainties are behavioural, around range anxiety and how long EV drivers are prepared to wait for a charger to become available
The total cost for charging infrastructure across the UK is estimated at £530m	This breaks down into £500m for 'top up' charging and £30m for *en route* charging
There are some geographic factors relating to distribution	For Leicester and Leicestershire, with a location in the centre of the country and the proliferation of motorways passing through the county, EV charging infrastructure needs are likely to be proportionately higher

Table 8.4: Key Findings from the 'Plugging the Gap' report for the Committee on Climate Change, January 2019

8.24 The City Council has taken a proactive role in the installation of EV charging points. In 2018, as part of its Air Quality Action Plan, it surveyed the city's residents on potential

[42] Plugging the Gap: An Assessment of Future Demand for Britain's Electric Vehicle Charging Network (January 2018)

charging points and is now running a trial installation of electric vehicle charging points on residential streets. On top of around 150 public charging points available at council and other car parks across the city, the first charging points for residential streets are being installed in summer 2019 and anticipate further installations by March 2020.

8.25 EV usage is expected to be heavily influenced by government policy. In its Road to Zero Strategy, published in July 2018, the government proposed to end the sale of new conventional petrol and diesel cars and vans by 2040; it wants almost every car and van to be zero emission by 2050, and in the lead up to these dates, wishes to see at least 50%, and as many as 70%, of new car sales and up to 40% of new van sales being ultra-low emission by 2030. The government will legislate to ensure these targets but expects this transition to be industry and consumer led.

8.26 Given the above, a significant energy infrastructure consideration is the impact on energy needs of an increasing use of EVs, particularly if the government's stated aim of proscribing the sale of non-zero emission vehicles by 2040. By that scenario, one would anticipate a significant proportion of vehicles on the road by the end of the Plan period in 2036 would be expected to be electrically powered.

8.27 In such circumstances, additional demands would be placed on the electricity grid. It is not entirely clear how much this will be, and it will depend on a range of variables. The National Grid's 2017 study of this issue[43] put forward a range of scenarios; of these the scenario with the maximum take up of EVs would, it was estimated, require an additional 46TWH of electricity in 2050 (or around 11% of the total annual electricity demand for that year). Although this sounds reasonably significant, it should also be noted that (a) overall electricity demand by 2050 is expected to be much lower than that of today's, and that (b) a proportion of that energy need will be self-generated and therefore have no net impact on the grid.

8.28 In December 2018 the government announced that all government funded home charging points for electric vehicles must use innovative 'smart' technology from July 2019, able to be remotely accessed, and capable of receiving, interpreting and reacting to a signal. With smart charging there will be reductions in peaking of electricity demands, minimising the cost of electric vehicles to the electricity system, keeping costs down for consumers by encouraging off-peak charging. The government also offers grant funding of up to £500 to install charging points at home and in the workplace.

8.29 Although recently there has been public infrastructure investment in the EV charging network we think that with improvements in the quality and extent of home charging (coupled with public charging points being seen as a commercial venture) there will be little if any public investment in such infrastructure and we have therefore not identified anything in this Assessment or in the IDS.

[43] National Grid: Future Energy Scenarios, July 2017

Gas Supply

8.30 The issue of gas supply to growth is overshadowed by the possibility (if not probability) that the use of gas for heating homes and businesses (currently robust, with the largest share of the market in heating homes) is set to fall drastically over the lifetime of the Local Plan as a consequence of the UK's need to meet legally binding climate change goals. The Committee for Climate Change's recommendations in its February 2019 report[44]' stated that to meet such goals, no new homes should be connected to the gas grid from 2025.

8.31 The government appears likely to back the Committee's recommendations, and in his 2019 Spring Statement the then Chancellor announced the creation of a Future Homes Standard to significantly enhance energy efficiency in new housing development, which would involve proscribing the use of gas boilers in residential development by 2025.

8.32 The transmission network - owned by National Grid - feeds a national distribution network countrywide via high-pressure (HP) pipelines. The distribution network then connects to the local high-pressure network (operated by Cadent) before reducing the pressure at a Pressure Reducing Installation (PRI) to distribute supply Intermediate (IP), Medium (MP) and Low pressure (LP) as required by different end-users (mainly LP for domestic users).

8.33 Below PRI level everything is a contractual matter between the distributor and the consumer. (This equates to the grid substation level on the electricity network). The UIC study found that the costs of increasing capacity of PRIs can vary greatly from £100,000 to £6m, depending on the scale of works; however, the Study also concluded that both PRIs in Leicester had spare capacity.

Gas infrastructure in the Infrastructure Delivery Schedule

8.34 From the above we conclude that there are no specific gas related infrastructure requirements relating to the provision of gas supplies to new development, as above and at PRI level there are no known capacity issues, and beneath PRI these are contractual matters between the suppler and user.

8.35 This will appear in the IDS as follows:

Gas Infrastructure Provision				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
Gas infrastructure provision	**No specific public infrastructure costs identified**			

Table 8.5: Assessment of gas infrastructure needs within Plan period

[44] 'UK housing, fit for the Future?' Committee on Climate Change, February 2019

Water Supply and Waste Water

8.36 Both potable water and sewerage are services provided by Severn Trent. The company has a general duty under section 94 (clauses 1a and 1b) of the Water Industry Act 1991:

- to provide, improve and extend such a system of public sewers (whether inside its area or elsewhere) and so to cleanse and maintain those sewers and any lateral drains which belong to or vest in the undertaker as to ensure that that area is and continues to be effectually drained; and

- to make provision for the emptying of those sewers and such further provision (whether inside its area or elsewhere) as is necessary from time to time for effectually dealing, by means of sewage disposal works or otherwise, with the contents of those sewers.

8.37 In effect, this places an absolute obligation upon Severn Trent Water to provide such additional capacity as may be required to treat additional flows and loads arising from new domestic development.

8.38 Importantly, as a business, Severn Trent is specifically funded to discharge this legal obligation through the charging mechanism, as overseen by Ofwat through the five yearly Periodic Review process. Because Severn Trent is directly funded to provide additional sewage treatment capacity to cater for new domestic development, the Company is unable to accept individual developer contributions towards increasing the capacity of a specific sewage works.

8.39 Severn Trent Water is also under a legal duty to comply with its own sewage treatment works discharge permits, issued by the Environment Agency under the Water Resources Act 1991 (as amended by the Environment Act 1995 and the Environmental Permitting Regulations of 2010). Should it be in a position of being unable to comply with a permit to discharge as a consequence of growth within the sewerage catchment, water companies are obliged to remedy the situation using their own resources.

The regulatory framework in which water and sewerage companies operate

8.40 In the water and sewerage sector, the planning process is split into 5-year "asset management periods" or AMPs. The current period is AMP 6, running from 2015-2020, and AMP 7 will run from 2020-2025. The year before each AMP starts, Ofwat sets out its methodology for that AMP's "Price Review", and water and waste water undertakers are required to submit business plans, which Ofwat reviews before setting the prices for that AMP.

8.41 The business plans must also take into account a longer 25-year water resource management plan, approved by the Environment Agency, and showing how the undertakers will ensure an efficient, sustainable secure supply of water over the 25-year planning period, and any cross water company collaboration.

8.42 Ofwat set its methodology for the 2019 Price Review in December 2017, and Severn Trent submitted its Business Plan (known as PR19) in September 2018, receiving Ofwat's approval in January 2019, one of only 3 of the 18 companies receiving sign-off at the first attempt.

8.43 Ofwat's primary focus is on regulating the prices charged to consumers and seeking to improve undertakers' performance. In AMP 7 the key focus is on environmental improvements (e.g., reducing leaks), resilience, and affordability. The concerns that there are in relation to the Review and the delivery of future water related infrastructure are that:

- Ofwat is seeking to reduce the extent to which water companies can pass their financing costs onto consumers; the companies concerned may show reluctance to borrow to finance strategic infrastructure, notwithstanding the current reduced cost of borrowing

- the government's Strategic Priorities Statement to Ofwat (to which the regulator must comply) sets no specific objectives in relation to the delivery of water and sewerage infrastructure, but instead requires Ofwat to further increase water supply resilience, through both the planning and delivery of new supply and also measures to improve water supply efficiency and reduce demand. Ofwat has interpreted this requirement as a cost assessment framework that treats demand and supply based solutions neutrally, but this does not work well in growth locations where efficiency measures and demand limitation is certain to be outstripped by a need to increase overall infrastructure to deliver that growth

- a more general geographic factor is that water companies like Severn Trent work across multiple local authorities, and whilst water companies are encouraged to work with local authorities to address specific infrastructure needs within local plans, their investment decisions tend to address needs across their entire operational level (they also collaborate with adjoining water companies), which may require local authorities promoting growth related water and sewerage infrastructure investment to pursue this on a pan authority basis

- the financial model operated by Ofwat allows water companies to recover "efficient costs" of delivery, but issues can arise where companies spend more than this to meet their obligations as the responsibility for covering these additional costs falls on their investors. To promote growth Ofwat could be encouraged to adopt a different financial model for areas viewed as growth locations; it could be asked to establish objectives to allow for the forward funding of strategic infrastructure, perhaps with a third party such as a LEP initially underwriting some/all of the costs

PR19 Business Plan and the development of the first Drainage and Wastewater Management Plan

8.44 As part of the PR19 submission document Severn Trent included a draft of its first Drainage and Wastewater Management Plan. This will cover the investments the company plan to make over the next 5 year period (2020 to 2025), as well as setting out a long term (25 year) strategy for how it is going to deliver a reliable and sustainable wastewater service.

8.45 The first full publication of Drainage and Wastewater Management Plans (DWMPs) is not scheduled until 2022/23, but Severn Trent have elected to provide a draft of its initial findings to:

- support the strategic investments it is proposing for AMP7
- demonstrate its commitment to long term, sustainable, wastewater planning
- provide an early benchmark to show support within the sector in the development of DWMPs

8.46 Severn Trent intend to produce another update on its DWMP in 2020/21 to aid early customer and stakeholder consultation and inform the next 'State of the Nation' report by the National Infrastructure Commission (NIC). It then intends to further refine its plans with latest data and with further consultation before producing a full DWMP in 2022/23 to inform its PR24 business plan submission.

8.47 The first assessment stage of a DWMP is to complete a risk-based catchment screening to identify those catchments that require further, more detailed, investigation. Each of the 1,010 'Tactical Planning Units' (into which the combined Severn Trent Catchments are subdivided) were assessed against 16 screening metrics (a combination of both performance and risk assessment measures) set out in the DWMP Framework.

8.48 In total 65% of the Company's Tactical Planning Units have been identified by the risk-based catchment screening as needing to progress to a further level of assessment in the DWMP. Of these, seven of the larger catchments are included in the PR19 Business Plan for significant investment that will help address the needs identified through the risk-based screening. However, none of these are in or adjoining Leicester and there is only one in Leicestershire[45].

Water and Sewerage Capacity issues specific to Leicester

8.49 Detailed evidence specific to Leicester can be gleaned from evidential work undertaken on behalf of Severn Trent to feed into the City Council's Water Cycle Study during 2018.

[45] This is Snarrows (North West Leicester, serving Coalville and Whitwick, where there are Combined Sewer Outflow and flooding issues)

8.50 As detailed below, Severn Trent operates a number of sewage treatment works in and around the Leicester local authority area, all discharging ultimately to the River Soar. All of the sewage treatment facilities in the Leicester local authority area operate under effluent discharge permits, as issued by the Environment Agency. These permits specify both a volumetric limit (termed 'Dry Weather Flow') and limits on specific pollutants.

8.51 The quantification of 'Dry Weather Flow' is subject to specific definitions which are laid down by the Environment Agency in the treatment works' discharge permits. The difference between the measured DWF and the permitted DWF is termed headroom, and this is a critical consideration in determining the capacity of sewage treatment works to treat waste water from proposed new development.

8.52 There are however a number of factors (in addition to new developments) that can affect the quantification of headroom such as:

- natural year on year variations in measured DWF
- assessment of headroom against data defining the volume of flows that exceed the average level against a specified percentile
- any changes in water consumption (both domestic and trade)
- closure of trade effluent dischargers (or increase in water reuse)
- assumptions around water consumption in newbuild houses

8.53 Severn Trent bases its capacity calculations on the long term average of measured flow data when assessing headroom, not annual variation. Table 8.6 sets out existing DWF permits for sewage treatment works in the City and adjoining area in which growth is anticipated taking place.

Name of Sewage Treatment Works	Current DWF Permit (m3/discharge)	Permit Revisions agreed with Environment Agency (m3/d)
Countesthorpe	1,500	
Great Glen	1,160	1,090
Oadby	4,980	4,100
Wanlip	135,000	
Whetstone	6,165	
Wigston	10,000	

Table 8.7: current capacity, STWs serving the City of Leicester

8.54 Table 8.8 then looks at the capability of existing works to accommodate additional growth as calculated by Severn Trent in 2018, with projected numbers projected against capacity. They arrived at the following conclusion (note that the dwelling numbers take into account development outside of Leicester but within the catchment area on the basis that growth in the City cannot be viewed in isolation but instead, holistically.

Name of Sewage Treatment works	Measured DWF	Volumetric Headroom	Equivalent number of new dwellings	Housing growth numbers identified
Countesthorpe	1,308	192	693	805
Great Glen	775	314	1,135	731
Oadby	3,693	406	1,468	150
Wanlip	137,056	-	-	16,805
Whetstone	4,695	1,470	5,306	494
Wigston	4,969	5,031	18,161	1,050

Table 8.8: capability of existing STWs to accommodate future growth

8.55 In addition to the above the allocation of flow from the Lubbesthorpe development remains the subject of a strategic review, with options including allocation to Whetstone, allocation to Wanlip or a dedicated treatment works.

8.56 Having looked at the allocation of development sites to sewage treatment works based on the proximity of development areas to existing catchments, Severn Trent conclude from this work that should it come to pass that if any of the treatment works in the Leicester area reaches a point whereby incoming flows exceed the volumetric permit (as appears to be occurring at Wanlip STW, although the works was compliant with its permit in 2017) there are a number of options available to Severn Trent to restore compliance. These include:

- seek an increase in the volumetric permit from the Environment Agency
- if there is a mismatch between growth locations and the availability of headroom at the works within the locality, Severn Trent could explore the possibility of local sewerage catchment transfers between works within the catchment to match supply and demand (as an example, the catchments of Oadby, Wigston and Wanlip STWs are all relatively close together and it may be feasible to transfer flows between these catchments)
- review sewage works discharge permits on a whole catchment basis to address a specific issue of a works exceeding its DWF

8.57 Turning to potable water, we have not identified any specific issues with regards with its future supply, any growth related issues.

Waste and potable water infrastructure in the Infrastructure Delivery Schedule

8.58 From the above we conclude that there are no specific waste and potable water related infrastructure requirements relating to new development, as Severn Trent is legally obligated to provide additional sewage treatment capacity to cater for new development and, although there is the potential for some capacity issues at some sewage treatment works, there are suitable mechanisms for overcoming this which should avoid this being an issue.

8.59 This will appear in the IDS as follows:

Potable and Waste Water Infrastructure Provision				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
Potable and waste water infrastructure provision	**No specific public infrastructure costs identified**			

Table 8.9: Assessment of potable and waste water infrastructure needs within Plan period

Water and sewerage – a long term perspective

8.60 A final focus is on the long term issues facing the industry, looking ahead to the end of the Local Plan period. A sense of this can be obtained from the Environment Agency's most recent 'State of the Environment' report on this issue[46].

8.61 The key challenges facing the industry include the following:

Key Challenge	Comment
Climate change is likely to have a long term impact	Climate change means the UK having hotter and drier summers. By 2040, with more than half of our summers exceeding 2003 temperatures, resulting in water shortages: by 2050, the amount of water available could be reduced by 10-15%, with some rivers seeing 50%-80% less water during the summer months
A consequence of climate change will be likely increased prevalence of severe drought conditions	Persistent drought will have significant economic and environmental consequences. The Agency estimates that the cost of an extreme drought could top £40bn
Making water resources more resilient is therefore an imperative	An investment of £21bn (roughly half the cost consequences of an extreme drought) is needed to avoid the consequences of such an event
High winter river flows have increased over the past 30 years	The consequences of this are a subsequent increase in the frequency and magnitude of flooding
A significant proportion of abstraction is unsustainable in environmental terms	Abstraction, drainage and altered water levels are major causes of damage to wetlands. In 2017, abstraction from around 28% of groundwater bodies and up to 18% of surface waters was at higher than sustainable levels. In 2016, unsustainable abstraction prevented at least 6% and possibly up to 15% of river water bodies from meeting good ecological status or potential.
UK water consumption is at unsustainable levels	Average daily water consumption in the UK is close to 150 litres; Waterwise considers that a more sustainable level of consumption should be around 100 litres
Population growth will also have a significant impact on the industry	UK's population is expected to rise from 67m now to 75 million in 2050; the additional numbers will need houses, roads, energy, food and places to work, all of which will require more water
Sufficient clean water to 100% of the population 100% of the time cannot be guaranteed	The industry, government and the regulators will need to focus their efforts on sufficient water supplies, which cannot be taken for granted

Table 8.10: Key Future Challenges facing the water and sewerage industry

[46] Environment Agency: State of the Environment: Water (May 2018)

Telecommunications – Broadband and 5G

Superfast Broadband

8.62 With broadband provision there are two main types of technology deployed:

- FTTC (Fibre to the cabinet): download speeds up to 350 mbps[47], with upload speed typically 10% of download speed

- FTTP (Fibre to the Premises): downloads speeds that can exceed 1000 mbps with upload speeds symmetrical to download

8.63 FTTC is a part-fibre technology: fibre optic cables run to a street cabinet, and then existing copper telephone wires are used to connect the cabinet to individual premises. The speed of connection decreases the further away from the cabinet the premises is based, because the signal loses strength as it travels along the copper wire. The rollout of superfast broadband in the UK has mainly been delivered using this technology.

8.64 FTTP is a broadband technology that involves fibre optic cables running directly to individual premises. Fibre optic cables use light signals to carry data, so the signals travel very fast with significantly less signal loss with distance compared to copper wires. Much higher download and upload speeds are possible.

8.65 Other variations of FTTC include **BT's Gfast** which works by extending the frequency range for broadband signals on last-mile copper networks and is installed at street cabinets already served by fibre, representing a substantial saving when compared to last-mile fibre. Originally planned to serve 10 million homes and premises by 2020, a recent scaling back has taken place to allow a focus on higher speed all fibre networks. **Virgin Media's 'Project Lightning'**, announced in February 2015, has connected 1.8 million properties, with DOCSIS 3.0 and 3.1 technology which is capable of speeds of up to 350 mbps.

8.66 **Fixed Wireless** uses specific frequencies of the radio spectrum to transmit signals through the air in a similar way to mobile phone networks, in so doing dispensing with wires. Depending on the number of users served by the wireless connection, it is capable of delivering superfast speeds; however, most wireless providers only offer limited coverage in specific areas, such as rural villages and there is no record of it being used in Leicester.

Current agreed government obligation to deliver superfast broadband

8.67 The rollout of superfast broadband in the UK has primarily been led by private companies such as Openreach and Virgin Media. Government support is focused on the

[47] Mbps – megabits a second

rollout of superfast broadband to those areas not reached by private investment. To do so the government has been providing funding to local bodies through the superfast broadband programme managed by Broadband Delivery UK (BDUK), part of the Department of Digital, Culture, Media and Sport (DCMS).

8.68 Under the superfast broadband programme local bodies draw up broadband delivery plans and procure contracts with broadband providers to build infrastructure to target areas in their locality.

8.69 **The Gigabit Broadband Voucher scheme**[48], announced by the government in March 2018 is a £67m scheme for vouchers that can be used by small businesses and local communities surrounding them to contribute to the installation cost of a gigabit-capable connection. Businesses can claim up to £2,500 against the cost of connection either individually or as part of a group project. Residents can benefit from the scheme with a voucher worth £500, also as part of a group project.

8.70 **Free or co-funded access to new development;** in February 2016 the government announced an agreement with Openreach – BT's local access network business - and the Home Builders Federation (HBF) to deliver superfast broadband connectivity to new build residential properties in the UK.

8.71 The deal sees fibre based broadband offered to all new developments either for free (for developments of 30 dwellings and over) or as part of a co-funded initiative (for developments of under 30 dwellings). As part of the agreement, Openreach has introduced an online planning tool for developers. This tells them whether properties in a given development can be connected to fibre for free, or if a contribution is needed from the developer to jointly fund the deployment of the local fibre network.

8.72 **A Universal Service Obligation for Broadband**; from 2020 (with requests for connections expected to start in late 2019) the government is introducing a UK-wide measure to deliver broadband connections to the hardest to reach premises or those with speeds below a defined threshold, thus filling the gap left by the existing superfast broadband roll-out programmes.

8.73 The USO will provide a legal right to request a broadband connection of at least 10 mbps download speed for less than £45 a month and be available to customers where those conditions do not prevail. Eligible consumers and businesses will be able to request a connection under the USO and a Universal Service Provider(s) will be required to fulfil all requests up to a cost threshold of £3,400. The USO will be funded by industry through a cost-sharing fund.

[48] Gigabit capable connection = 1 Gbps (1000 Mbps) upload or download speeds)

Current nationwide superfast broadband coverage

8.74 Recent independent modelling by Thinkbroadband has estimated the following:

- superfast broadband has reached 95.8% of coverage in the UK as of January 2019
- of this, FTTP is available to 5.47% of premises
- 76% of this delivery was achieved by purely commercial investment (e.g. BT Openreach/Virgin Media) and the remainder by the £1.6bn of public funding secured through the Broadband Delivery UK programme
- the prediction is that future public funding reinvestment, achieved through clawback and gainshare from high take-up and efficiency savings in earlier BDUK deployments will push UK coverage of superfast broadband speeds to 'at least' 98%, leaving the remaining 2% to be covered by the Universal Services Obligation

Superfast broadband in Leicester

8.75 Superfast Leicestershire (Leicestershire County Council, the district councils and BT in additional to Leicester City Council) has been responsible for the implementation of superfast broadband in Leicester City and Leicestershire. Phase 1 of implementation from June 2014 to March 2016 saw coverage increase from 83% to 92%. Phase 2 increased coverage to 97% by September 2018. Superfast broadband provision in the City is now close to complete, although there are still pockets of underprovision.

Rollout of FTTP and Leicester

8.76 With FTTC using 'last mile' copper wiring largely in place, attention has turned to the delivery of full fibre to the home or business premises – FTTP. As noted above, less than 6% of establishments are served by full fibre; the UK lags behind many other developed countries and there is widespread acknowledgement that all communities and business need to be served with the new technology as speedily as possible to secure all the economic and social benefits it will bring.

8.77 In July 2018 the government revealed its intention to ensure that the UK would enjoy full fibre broadband coverage across all of the UK by 2033. Ofcom has facilitated this by announcing plans this year to allow other operators unrestricted access to Openreach's extensive network of poles and ducting.

8.78 Progress is being made, with Openreach already deploying FTTP in 74 locations, including a number of large cities such as Birmingham, Belfast, London, and Manchester. On average it makes FTTP available to more than 20,000 new homes and businesses

every week across the UK. At present Openreach aims to reach 4 million premises by March 2021 with FTTP and there is an ambition for 15 million by around 2025. This represents around half of all premises in the UK.

8.79 The government has signalled its wish to accelerate full FTTP rollout to 2025 and now views the 2033 deadline as unambitious. However this does not represent government policy at present, and broadband operators have pushed back against this proposed new target; in essence the remaining 50% of premises that they do not intend to serve with FTTP by 2025 are far less economic and in their view would need public investment to support it, much in the same way as was necessary for FTTC rollout.

8.80 We have only anecdotal evidence of costs associated for full fibre to every premises, but the oft quoted sum is £400 each for the first 50% 'easy to reach' premises and up to £4,000 each for the remaining 50% 'harder to reach' premises.

Full Fibre broadband in the Infrastructure Assessment

8.81 The position is currently far from certain about when full fibre rollout to every premises will be achieved in Leicester and how much commercial installation costs will be. We suggest however that:

- costs per premises will be at the lower end of the spectrum – we would suggest an average £750/premises

- the 2025 aspiration for full rollout seems ambitious currently so we would suggest 50% in the first tranche of the Local Plan (2019 – 2024) at £500/premises and 50% in the second tranche (2024 – 2029) at £1000/premises

- full fibre costs after 2029 will be built into new development, if not before, and should be viewed as a development cost not a public infrastructure cost

8.82 This will appear in the IDS as follows:

Full Fibre Broadband				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
Full Fibre Broadband rollout	**£35m**	**£70m**		**£105m**
Total	**£35m**	**£70m**		**£105m**

Table 8.11: Assessment of full fibre broadband infrastructure needs within Plan period

Proportion of infrastructure need we think attributable to growth

8.83 We consider that no more than 5% of these infrastructure costs we have identified in Table 8.11 can be attributable to growth – all premises will require the installation whether they are existing properties or newbuild.

8.84 Funding we consider is likely to be a combination of service provider investment for a commercial return and – specifically for the second phase 'harder to reach' areas – public funds from government and government agencies and - possibly at least - local authorities. We think this is unlikely to be funded by developer contributions; increasingly this will be seen as a standard scheme development cost for connection, much in the same way other utility connections are.

Mobile Networks and 5G

8.85 The main strategic infrastructure investment in mobile networks will be the rollout of 5G in the UK.

8.86 5G stands for the fifth generation of mobile networks, following previous mobile generations 2G, 3G and 4G. Compared to today's networks (which primarily use 4G and 3G technology), 5G is set to be far faster and more reliable, with greater capacity and lower response times.

8.87 Unlike previous generations of mobile network, 5G is not expected to be defined by any single form of technology. It is often referred to as "the network of networks" for the way it will bind together multiple existing and future standards, including current advanced 4G networks, and will open up opportunities for a wide range of innovations, including:

- enhanced mobile broadband connectivity
- will dramatically increase mobile speeds, allowing for higher quality downloads to happen quicker. This will be an enabler for 4k streaming, VR and AR services, remote working, cloud based gaming as well as difficult to predict new services
- Massive Machine Telecommunications – increased communications from machines and sensors to each other; it is anticipated that this will rapidly overtake person to person and person to machine communications relatively soon and as such will be at the core of future developments in AI
- Ultra Reliable, Low Latency Communications, with the speed and accuracy of communications being at the core of a wide range of technologies such as driverless cars and remote/distance healthcare for patients

8.88 5G is able to deliver the following benefits:

Benefit of 5G	Comment
More information at a faster rate	Use of higher radio frequencies; as these are less well suited to carrying information over longer distances, 5G will need a network of local transmitters to boost signals, instead of standalone masts
'Slicing' of networks	Instead of being homogeneous – a common network for all needs - 5G can be divided to provide different capacity for different uses (e.g. high for an autonomous car, low for streaming a film) This will enable capacity to be managed much better; It will for instance be possible for high capacity users such as businesses to have their

	own dedicated part of the network rather than having to share with others as they do at present
Benefit of 5G	**Comment**
Much faster speeds	Whilst the prediction and reality can sometimes be at odds, 5G should be able to deliver speeds at least 10 times and possibly 100 times that of 4G
Near instantaneous response	Existing systems have a delay between command and response which inhibits the rollout of autonomous cars and remote robotics; with 5G responses are almost instantaneous
Greater network capacity	The quality of 4G connections is largely dependent on the number of other mobile device connections within the vicinity; this will be vastly reduced by 5G through its much greater headroom and the fact that it can be tailored to individual needs. Although 5G is designed for mobile networks, there is the potential for it to serve broadband customers, particularly areas proving difficult to reach by FTTP (although without a full fibre network, 5G will be limited as it does not travel as effectively as 3G or 4G

Table 8.12: The perceived benefits of 5G

8.89 5G has now been launched in the UK by the four main mobile network operators in selected cities, with other areas covered during the early 2020s, although there have been teething problems. The other side of the equation will be the marketing of 5G phones, so the real benefits of 5G are not likely to be seen for 3 - 4 years. When in full operation, however, 5G will drive many of the technological changes we have identified above.

5G in the Infrastructure Assessment

8.90 We are unable to identify a credible cost for the rollout of 5G in Leicester, so this does not figure in the Infrastructure Delivery Schedule; it is hoped to address this in future iterations of this document. Our expectations are that this will be a purely a commercial transaction, with installation costs initially borne by operators and then clawed back through user charges, although as with other previous platforms there will remain the question of patchy coverage and the willingness of operators to address this without public subsidy.

9. Social Infrastructure

What is covered

9.1 Social infrastructure is vital for the creation of sustainable and cohesive communities, to tackle disadvantage and to improve health and wellbeing. Topics covered include indoor and outdoor sports and leisure; library, community and youth facilities; open space and strategic green infrastructure; gypsy and traveller provision; and burial facilities.

Outdoor sports and leisure

9.2 This section assesses current levels of provision and likely future needs, including the growth related element of any future need

Current provision

9.3 Evidence relating to outdoor recreation facilities is provided by the City Council's Playing Pitch Strategy (2017) which included Action Plans.[49] The Strategy was considered necessary in order to inform the Local Plan but above all, to respond to the Healthy Leicester manifesto; it seeks both to support the ambitions for new and improved sports facilities but also to promote greater access and participation in sport and, more generally, physical activity.

9.4 The Strategy and Action Plans covered the following sports; football, cricket, rugby union, rugby league, hockey, tennis and bowls across the City and surrounding areas.

9.5 Despite budget reductions during the austerity years the Strategy sought to take a positive statement towards fulfilling the following:

- meeting both national and corporate targets relating to a range of health and wellbeing objectives
- more generally, contributing to healthier lifestyles
- seeking the enduring participation of children and young people in sport
- recognising the benefits of sport and recreation to better adult social care outcomes
- providing a platform for future investment in facilities, including by the national governing bodies for a range of sports

9.6 There are a range of generic considerations relating to future playing pitch infrastructure demand and supply, and some specific to the City and its surroundings:

9.7 Generic considerations include the following:

Consideration	Comment
Quality of provision is a key	Users may go elsewhere if facilities (both pitches/courts and associated facilities) are inadequate; equally, better facilities will stimulate demand, some of it possibly latent

[49] Leicester Playing Pitch Strategy and Action Plans (June 2017) Neil Allen Associates

Consideration	Comment
Improved quality will however bring in users from outside the city	Improving facilities may well have the effect of reducing opportunities for local teams/residents if demand from a wider area is stimulated
Pitch provision cannot therefore be considered in isolation	What this points to is that the quality/quantum of pitch provision cannot be considered in isolation – hence the need for the Strategy to look beyond the City
Demand for facilities is never static	Demand for facilities changes over time, with sports increasing or decreasing in popularity and therefore participation rates
Artificial Grass Pitches (AGPs) are a valuable way of expanding pitch use in the right circumstances	Although relatively expensive to provide and not suitable for all pitch based activities (and with different specifications for different sports) AGPs are a way of significantly increasing usage of sports venues

Table 9.1: Sports pitch provision: generic considerations

9.8 Considerations specific to the City include the following:

Consideration	Comment
The City's boundaries are tightly drawn, and this has consequences	The Strategy identifies considerable movement across boundaries as users seek to access the best, most affordable or appropriate sporting facilities, or those which cater to their particular needs
Authorities are collaborating on playing pitch provision, although this is not as straightforward as it might be	The fact that individual local plans are at different stages of their preparation means that it is difficult to establish a unified baseline of need going forward
The City's approach to playing pitch provision is heavily influenced by the emphasis placed on both sports participation and health and wellbeing	These are key priorities in the City, so considerable emphasis is placed on the quantity, quality and accessibility of facilities

Table 9.2: Sports pitch provision: Leicester centred considerations

9.9 We consider the key principles adopted in the strategy to be as follows:

- the focus should not be on merely noting and accepting the current status quo, it should be about promoting and facilitating participation in outdoor sports

- whilst investing in new and improved sports pitch infrastructure should be locally derived from citywide circumstances, full regard should be had to the playing pitch strategies promoted by Sport England and the discrete strategies of the individual governing bodies for the sports concerned

- quality of provision is as important as quantity

- an overriding goal should be to maximise sustainable solutions, involving 'value for money' outcomes, and the promotion of hubs where economies of scale can apply

- any new and improved investment needs to be delivered in partnership with both local, regional and national partners

- priorities for investment will be those with the greatest possible impact

9.10 Turning to individual sports, the Strategy and individual Action Plans for the sports concerned can be summarised as follows:

Sport	Current Position	Future investment priorities
Rugby League	No current provision; Leicester Storm keen to move back into the City	New venue for Leicester Storm (if required, club does not appear to have played any games since 2015)
Rugby Union	13 sites containing 19 pitches with 4 community rugby clubs running a mix of adult and youth teams. Capacity and some quality issues	Protect and enhance facilities, possible additional pitches on an existing site, possible new AGP (3G)
Tennis	117 active tennis courts on a mix of public, private and school sites. Some quality issues but currently no capacity issues	Protect and enhance facilities
Hockey	9 clubs running 19 teams on 9 full size AGPs, 3 of which can be used for competitive play, some spare capacity; population growth pitch will have limited impact	Protect and enhance facilities
Football	152 individual football pitches with a total of 360 teams, some spare capacity but also some overuse	Potential for 2 or 3 full size AGPs (3G)[50]
Cricket	13 sites with 19 pitches in the City, of varying quality. Sufficient provision to meet demand across the season but insufficient capacity at peak times. Many Leicester teams play outside city, putting pressure on these facilities	Potential 6 new pitches – can be met from new provision, bringing pitches back into use (including schools) and provision outside city. Population growth could require an additional pitch
Bowls	18 greens containing 23 rinks, with evidence of recent decline in usage	No additional demand but protect and enhance usage and seek to increase participation rates

Table 9.3: Potential future pitch needs

9.11 The 2017 Playing Pitch Strategy and Action Plans do not provide either a list of investment priorities, specific proposals, or associated costs. For the IA we need to make a number of informed assumptions. These are:

- whilst it is important to maintain and enhance quality of provision, only certain sports appear to require enhanced provision; these are rugby union, football and cricket

[50] Specific to football, Leicester City Council and local partners are currently contributing towards the production of a local football facilities plan (LFFP). The LFFP seeks to identify priority projects for football facility investment in Leicester. The emerging draft identifies a potential priority for two full sized 3G Football Turf Pitches, potential improvements to grass pitches and changing room pavilions/clubhouses, and the provision of small sided facilities across the city

- on balance cricket appears possible by revitalising unused provision, so it seems to us that modest investment to achieving this is the way forward (plus we are informed that there is a new pitch at St Oswald Road coming on stream in 2020)
- the primary investment, it would seem, is investment in new AGP pitches, perhaps 2 for football and 1 for rugby; the level of use of such facilities allows potential for future growth in need to be met across a range of sports by releasing capacity elsewhere
- we acknowledge that pitch needs are complex and ever changing, with demand not always predictable and with supply in the hands of a range of organisations of differing management standards, so it will be important to monitor future changes
- important too will be the need for Leicester City Council to work with adjoining authorities to address pitch supply and demand over a wider area

9.12 Taking all these factors into account we have arrived at the following provision in terms of outdoor sports infrastructure needs:

Sport	Investment required
Football	Provide new and improved existing 3G and grass pitches in several areas
Cricket	Enhance facilities in several locations including changing pavilions, sightscreens, practice nets and covers
Rugby Union and League	Construction of a 3G pitch and enhancement of ancillary facilities
Tennis	Upgrade many tennis courts with artificial surfaces, improve fencing and secure access gates; improved fencing and installation of remote access gates
Bowls	Improvements to greens at several locations and enhancement of changing rooms
Golf	Enhance entrance area, install land drainage to back nine holes
Athletic	Refurbish 400m track, new 3G pitch to infield area
Total estimated cost	£6.6m

Table 9.4: Proposed investments in outdoor sports facilities over the Plan period

Outdoor Sports Infrastructure Need over the Plan period

9.13 For the purposes of the Assessment we have assumed three new AGPs will be required, one in each of the 3 Plan tranches (2019 – 2024, 2025 – 2029, 2030 – 2036. Based on Sport England's Sports Facility Calculator we have assumed a total cost of £3.3m, £1.1m for each. We have not identified locations and we have not specified the sports for which they will be used, although it may be logical to look for 2 football and 1 rugby pitch.

9.14 Additionally we have assumed a similar level of total in upgrading existing facilities at a rate of £1.1m a Local Plan tranche, totalling £3.3m. This gives a total investment cost of £6.6m, which should be we think sufficient to maintain and enhance supply.

9.15 In the Infrastructure Delivery Schedule this will appear as follows:

Indoor Sports and Leisure Facilities				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
3 new AGP pitches	£1.1m	£1.1m	£1.1m	£3.3m
Pitch and facility enhancements	£1.1m	£1.1m	£1.1m	£3.3m
Total	**£2.2m**	**£2.2m**	**£2.2m**	**£6.6m**

Table 9.4: Assessment of Outdoor Sports and Leisure infrastructure needs within the Plan period

Built Sports and Leisure facilities

Background

9.16 Built sports and leisure facilities cover those public facilities operated by Leicester City Council. They cover a range of sports, the principal activities being fitness based activities including gyms; indoor court based games such as badminton; and swimming.

9.17 Such sports facilities often include an element of outdoor sports such as attached all weather football pitches, and these are covered here. For the most part outdoor sports including football, cricket, hockey and athletics are covered separately in the Outdoor Leisure section to this chapter (see above).

9.18 In addition there are private sports and leisure centres, which although not covered in the Assessment are both significant and increasing in number, offering an alternative to the public offer. The main private provision is in gym/sports centre facilities including some pools (provided by UK wide companies such as Everlast and Nuffield) but also at the city's universities, the Queen Elizabeth Diamond Jubilee Leisure Centre at De Montfort University and the Danielle Brown Sports Centre at Leicester University.

9.19 Additionally, there are both private and public leisure facilities immediately beyond the city's boundaries, such as the recently refurbished Wigston Pool and Fitness Centre. The City's officers have developed 'heat maps' which appear to show considerable cross boundary movements associated with participation in these facilities.

9.20 There are important links with other services, particularly Public Health and the promotion of healthier lifestyles, and also education, although we have observed that public use of school sports facilities is relatively limited. The Council facilities have been rebranded recently as Active Leicester Centres and will perform a greater role moving forward as local hub venues for health and wellbeing support working closely with the Public Health Integrated Lifestyle Service.

9.21 A number of strategies underpin the City's built sport and leisure facilities:

Strategy	Relevance to the Built Sports and leisure estate
Active Leicester Sport & Physical Activity 2017 - 2022	Aims to increase activity levels for an additional 20,000 residents, identifies the needs associated with an increased population and the promotion of healthy lifestyles – especially for children and young people – through a high quality, efficient and accessible network of sport and leisure facilities, with targeted action to secure investment in these
Healthy Weight for Children, Young People and Families 2018 – 2023	Seeks to create an environment where a healthy choice is the easy choice for all children, and where being physically active is built into how children play and learn lifelong habits.
Healthy Leicester. Joint Health and Wellbeing 2019 – 2024	This Strategy and associated Action Plan identify 5 themes covering Healthy Places, Healthy Lives, Healthy Aging, Healthy Start, and Healthy Minds. Through these themes the focus is on reducing negative factors that impact on residents' health, with clearly identified links with physical health and the promotion of local facilities which can help meet these needs
National curriculum in England (National Adopted Policy) Swimming and water safety (October 2018)	All schools to provide swimming instruction either in key stage 1 or key stage 2 to ensure pupils can swim competently, confidently and proficiently over a distance of at least 25 metres as part of a drive to ensure all children can swim by end of primary school

Table 9.5: Strategies underpinning the operation of the City's built sports and leisure facilities

Current public provision

9.22 There are 8 built sports and leisure facilities[51] operated by the City Council, as follows:

Centre (Year Built) (Extended)	Main provision
Aylestone Leisure Centre (1988)	6 court Main sports hall with seating for 600 people, 3G football pitch, ancillary sports hall for judo, keep-fit, gymnastics, 25m main swimming pool and 18m teaching pool, gym with cardio and resistance machines and a large free weights area, dance studio and meeting room
Braunstone Leisure Centre (2005)	Community pool and main swimming pool which can be divided into two and with seats for 300 spectators, 60 station gym, 6 court sports hall with seating for up to 400 people spectators
Cossington Street Sports Centre (1976)	30m swimming pool, sauna facilities, gym, outdoor ball court including five-a-side pitches with floodlights, 3 court sports hall with facilities for five-a-side football, badminton, table tennis and fitness classes
Evington Leisure Centre (1973 (2007))	25 metre and 18 metre swimming pools, 4 court sports hall providing badminton, basketball, indoor football and cricket nets, 45 station fitness studio with cardiovascular, resistance and functional training facilities, function room
Leicester Leys Leisure Centre (1985)	Leisure pool with wave machine, two flume rides, activity pool and a toddlers and baby pool, gym, squash courts, climbing centre, trampolining, judo and gymnastics

[51] In addition, a new cricket pitch – St Oswald Road – will open in 2020

Centre (Year Built) (Extended)	Main provision
Saffron Lane Athletics Stadium (1967)	8 Lane running track, space for field events, clubhouse and seating for 1500 spectators
New Parks Leisure Centre (1975)	Two swimming pools - a main and small pool used for public swimming and lessons, squash courts, 3G football pitch, fitness suite, function room/activity room
Spence Street Sports Centre (1980)	Swimming pool, facilities for activities including, swimming lessons and cricket, gym

Table 9.6: Leicester City Council built sports and leisure facilities

9.23 We have identified a range of investment in two phases, the first being as follows:

Priority One	
Location	**Proposed investment**
Aylestone Leisure Centre	Reconfigure reception area with fast track access control
Braunstone Leisure Centre	Extend gym from 64 to 100 stations
Evington Leisure Centre	Reconfigure/extend reception area with fast track access and new changing village
Leicester Leys Leisure Centre	Reconfigure reception area, include secure fast track access control, replace aquatic play equipment, add changing village
St Oswald Road cricket pitch	Phase 2 works (new pavilion/fencing)
Saffron Lane Athletics Stadium	Relocations/reconfigurations, new reception/fencing
Spence Street Sports Centre	Reconfigure entrance area with fast track access control, reconfigure disabled changing/back office areas
Total for Priority One (includes contingency, fees and future cost inflation)	**£10.3m**

Table 9.7: Proposed Phase One investment works, Leicester City built sports and leisure estate

9.24 Proposed Priority Two investment works are as follows:

Priority Two	
Location	**Proposed investment**
Aylestone Leisure Centre	Reconfigure small hall to spin room and adventure activity
Braunstone Leisure Centre	New external functional fitness area
Cossington Street	New external functional fitness area and refurbished office
Leicester Leys Leisure Centre	Sports Hall – convert to adventure activity facility; squash courts – convert 2 No courts to additional gym and weights training including new mezzanine floor; reconfigure climbing facility
New Parks Leisure Centre	Upgrade squash court provision transfer from Leicester Leys
Saffron Lane Athletics Stadium	Reconfigure/reform car park with disabled and bus parking
Total for Priority 2 (incudes contingency, fees and future cost inflation)	**£5.1m**

Table 9.8: Proposed Priority Two works, Leicester City built sports estate

9.25 No timeframe for delivering such investment has been identified to us so we have assumed for the purposes of this assessment that Priority One investment will take

place in Tranche 1 of the Local Plan covering its first 5 years (2019 to 2024) and Priority Two investment taking place in Tranche 2 (2025 to 2029).

9.26 We have then considered the potential for further investment in the built sports and leisure facilities estate over the Plan period. Notwithstanding the fact that we have not been able to identify any pressures to extend the number of such facilities, we think it is more likely than not that towards the end of the Plan period there will be pressures to either completely rebuild an existing facility or replace it with an entirely new facility established from scratch.

9.27 We volunteer this view in the knowledge that by the end of the Plan period the City Council's sports centres will vary in age between 31 and 63 years, with an average age of over 51 years. Although a rolling programme of refurbishment can delay the need for a replacement we consider that there is a limit to the number of times this can be done before the facilities on offer start to diminish in quality.

9.28 For the purposes of the Assessment however we have not assumed any replacement of existing facilities. Were replacement facilities be proposed in the future Sport England's Sports Facility Calculator identifies that a typical indoor sports facility (comprising a 6 court sports hall, 4 lane swimming pool, 1 rink indoor bowls facility and 1 outdoor 3G artificial football pitch) would cost in the order of £9.1m to construct.

9.29 In the Infrastructure Delivery Schedule indoor sports infrastructure needs will appear as follows:

Indoor Sports and Leisure Facilities				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
Priority One Indoor Sports Facilities Investment (£m)	10.3			10.3
Priority Two Indoor Sports Facilities Investment (3m)		5.1		5.1
Total	**10.3**	**5.1**		**15.4**

Table 9.9: Assessment of Indoor Sports and Leisure infrastructure needs within the Plan period

Libraries, Youth Services and Community Halls

9.30 We cover here the entire spread of community facilities provided in Leicester, including:

- the City's libraries, including the Central Library
- Youth facilities
- Community Halls accessible to the general public and community groups
- the grouping of a number of activities in Multi-Service Centres

Background

9.31 A wide range of community services are provided by the City Council. These operate within 6 discrete areas – the South, West, Northwest, Northeast, East and Central parts of the city and there are links to the Ward Community Engagement Team where 54 ward councillors in 21 wards have a budget for engaging local communities.

9.32 There are links with a large number of separate services such as the City's housing service, public health, the police and adult learning. The provision of library services by local authorities continues to remain a statutory service under the 1964 Public Libraries and Museums Act.

9.33 Current provision of Libraries and Community Centres for the city has recently been reviewed through the Transforming Neighbourhood Services (TNS) programme. Nine multi-service centres were identified through the programme and a larger number of stand-alone sites to ensure adequate coverage across the city. Following the review of neighbourhood buildings a number of the retained facilities have been invested in to ensure they are appropriately located and configured and that they are fit for the immediate future.

9.34 The TNS strategy has been to reduce the overall number of buildings through the development of multi-service centres hosting two or more services, for example libraries and hireable community spaces. Whilst this approach would militate against any expansion of neighbourhood facilities in the near future, it is possible that the growth of local populations and landlord decisions regarding the efficiency of older buildings may result in recommendations for the development of replacement multi-service centres facilities over the next 25 years. The changes involved reducing the number of buildings in which such services were provided, merging some activities that had been run separately into shared use premises, and involving local communities and the voluntary sector in running some operations. To achieve this outcome, it was necessary to:

- engage local communities throughout the review process
- work out which buildings were most likely to best serve future needs given their location, condition and versatility; and which did not
- ensure an effective geographic spread of facilities, using the premises rationalisation process to create as even a spread as possible within a smaller estate

- determine investment priorities, and then roll out that investment; over £2.5m was invested in total with a further £0.5m for the Central Library refurbishment

9.35 A key to this transformative strategy was the development of Multi-Services Centres (MSCs) through the selection of the most promising premises to bring 2 or more services together. Leicester's 9 MSCs are as follows:

MSC	Range of activities offered
Belgrave Neighbourhood Centre	Hall with stage and balcony seating, range of multi-purpose meeting rooms, Adult Skills and Learning Service, Neighbourhood Police Office
St Matthews Community Centre	Hall and community room, meeting rooms, sports hall, library, housing office, tenants support centre, Adult Skills and Learning Service, Youth Sessions
The BRITE Centre	Large sub-dividable hall, various rooms for community use, Library, Café, Adult Skills and Learning Service, Self Service Point
New Parks Centre	Library, Community Rooms, Training Kitchen, Adult Learning, Self Service Point
Beaumont Leys Library	Library, Community Rooms, Housing Office, Self Service Point
Hamilton Library	Library, Community Hall, Self Service Point, Adult Skills and Learning
St Barnabas Library	Library, Housing Office, Adult Skills and Learning
Highfields Library	Library, Community Room
Pork Pie Library and Community centre	Community rooms and theatre, Library, Adult Skills and Learning Service, Self Service Point

Table 9.10: Leicester's Multi-Service Centres

9.36 3 new centres were built to replace old facilities over the last 20 years: Brite Centre (New Deal Funded), New Parks Library Centre (BIG Lottery Funded) and Hamilton Library and Community Centre (s106 funded). No known replacement projects are currently identified, and there is no expected requirement for developer contributions towards projects.

9.37 In addition to the MSCs identified above, the Transforming Neighbourhood Services programme has achieved the following:

- reduced 43 buildings down to 27, securing significant efficiencies
- delivered significant gains, such as bringing the iconic Pork Pie building back into a full range of uses by merging community functions
- maintained and enhanced 16 libraries across the city plus a mobile library service
- ensuring appropriate released buildings enter into a Community Asset Transfer scheme where following a business case appraisal, leases of 5 – 25 years are being granted to appropriate community organisations

Looking to the future

9.38 The transformative changes we have listed above appear to have secured a service fit for the future, and our discussions with providers does not suggest to us any wish to expand the estate for the time being at least; the services concerned have by and large factored in growth locations into their programme of changes.

9.39 That said, we are aware that some facilities remain less than optimal in terms of their scope and condition, and we are also understand that some centres are in locations where the 'centre of gravity' in terms of community focus has recently shifted, meaning that in the long term, the geographical spread of services may need revisiting.

9.40 Libraries in particular may be subject to future shifts in focus in the future. The service is already responding to the rise of e-books and e-magazines, which are offered on a 24 hour basis, and is seeking to tackle the issue of the 'digitally excluded' – the 11% - 12% of the population unable or unwilling to use online services.

9.41 The service is also actively exploring rolling out 'self-access' (sometimes known as the Smart Library or/Open Library concept); this will allow library members to use a library card to access the buildings outside of staffed hours, to borrow, return and renew library books, meet with others as a group or make use of many other library facilities. This will expand the potential for maximising the operational time of libraries.

Future Libraries, Youth Services and Community Halls needs over the Plan period

9.42 As noted above, the service itself is currently not anticipating any new facilities, but also recognises that its built estate could benefit from improvements, and that some judicious relocations would help to improve the services provided.

9.43 Given all factors, we consider that in the 19 years to the end of the Plan period we would expect some further investment in the service to maintain the quality of provision. We therefore think it prudent to make an assumption for the Assessment of the construction of two replacement MSCs in the lifetime of the Plan – and further assume that one will be provided between 2024 – 2029 and the other in the period 2030 – 2036. We do not think it necessary to speculate which premises might be involved.

9.44 We have estimated the cost of a purpose built multi-function centre of 900m^2 at £1.9m, so the total cost of new provision would be £3.8m. This will appear in the IDS as follows:

Libraries, Youth Services and Community Hall Provision				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
2 no replacement libraries/community centres operating as MSCs		**£1.9m**	**£1.9m**	**£3.8m**
Total		**£1.9m**	**£1.9m**	**£3.8m**

Table 9.11: Assessment of Libraries, Youth Services and Community Hall infrastructure needs within the Plan period

Gypsy and Traveller Site Accommodation

Background

9.45 Future Gypsy and Traveller infrastructure need in Leicester is informed by the Leicester City and Leicestershire Gypsy, Traveller and Travelling Showpeople Accommodation Assessment (GTAA) published in May 2017[52]. This was a Leicester and Leicestershire-wide examination which had as its primary objective a robust assessment of current and future need for these groups. A partial update for the City was completed in September 2019 as an addendum report.

9.46 As well as updating previous GTAAs, the principal reason for completing the study was the publication of a revised version of Planning Policy for Traveller Sites (PPTS) in August 2015. The GTAA seeks to provide a robust and credible evidence base which can be used to aid the preparation and implementation of Local Plan policies and the provision of new Gypsy and Traveller pitches and Travelling Showpeople plots for the period up to 2036.

9.47 The examination of future need is based on an interpretation of whether those who identify themselves as Gypsies and Travellers meet the definition set out in PPTS**.**

Gypsies and Travellers in Leicester – current provision

9.48 Current provision in the city is as follows:

Permanent Sites	
Site	**Number of pitches**
Greengate Nook	6
Meynalls Gorse	21
Redhill Nook	10
Total Permanent Sites	**37**
Travelling Showpeople Yards	
Site	**Number of Pitches**
Bath Street	19
Total Travelling Showpeople Yards	**19**

Table 9.12: Gypsy, Travellers Site and Travelling Showpeople provision in the city of Leicester, as at May 2017 (Source GTAA report)

9.49 The Redhill Nook and Greengate Nook sites opened in 2015, close to doubling capacity in the city; in the same year, the Meynalls Gorse site was refurbished. The GTAA report did not identify incidences of any private sites, 'tolerated sites' – long term occupation without the benefit of planning permission - or any unauthorised developments.

[52] Produced by Opinion Research Services

Future provision

9.50 Analysis in the GTAA showed that there were 2 Gypsy or Traveller households identified in Leicester City that met the planning definition, 11 unknown households that may meet the planning definition and 24 households that do not meet the planning definition.

9.51 Based on this analysis the GTAA identifies a need for **6 additional pitches** for households that meet the planning definition. This is made up of 2 from concealed households or adults, 2 from older teenage children in need of a **pitch of their own** in the next 5 years, and 2 from new household formation based on the site demographics of existing provision. Additionally, another may be required for an as yet unidentified household. The addendum report 2019 increased the need for additional pitches to address unidentified household needs by one. **The total need for pitches up to 2036 is 7.**

9.52 There were no additional needs for plots for travelling show people that met the planning definition. There may be a need for two additional plots. This could be accommodated on the existing site. With regards to transit provision, a minimum of twelve caravan spaces (or managed equivalent) is identified.

Gypsy and Traveller Site future infrastructure need

9.53 Based on the above, we believe the GTAA report identifies future needs up to the end of the Plan period of 7 new pitches in total.

9.54 We have not had any new sites identified to us and it does not appear to us that any costings have been undertaken. However, from examining recent provision around the country the cost of provision appears to vary between £100,000 and £150,000 per new pitch.

9.55 If a midpoint of these costs is assumed we would calculate that a new 7 pitch Gypsy Site would cost in the order of £875,000. A further assumption we have made is that this would be required towards the midpoint of the Local Plan timeframe (e.g. 2025 – 2029).

9.56 In time it may be necessary to revisit this calculation – when the GTAA is updated or if and when planning definitions are amended. Any iterations will be identified in future iterations of this Assessment.

9.57 In the Infrastructure Delivery Schedule this will appear as follows:

Gypsy and Traveller Site Accommodation				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
7 pitch permanent Gypsy Site (£m)		**£0.875**		**£0.875**

Table 9.13: Assessment of Gypsies, Travellers and Travelling Showpeople infrastructure Need within the Plan period

The Funding and Delivery of Gypsy and Travellers Site Accommodation

9.58 Specific funding for Gypsy and Travellers accommodation has ceased (the former Homes and Communities Agency operated a Traveller Pitch Fund between 2011 and 2015) although the provision of affordable pitches is a category within the agency's Shared Ownership and Affordable Homes Programme.

9.59 Notwithstanding this we consider the most likely source of funding will be the City Council's capital programme**.**

Cemeteries and Crematoria

Introduction – what infrastructure is involved?

9.60 With the exception of public health funerals[53] there is no statutory duty for a local authority to cremate or bury people. Some local authorities (including a number in London) do not provide burial facilities but for social, cultural and environmental reasons many do, including Leicester, and for the purposes of this Assessment we have assumed that if new burial facilities are required within the Plan period, they are a public infrastructure cost.

9.61 The management of burial facilities is governed by the Local Authorities' Cemeteries Order 1977. Local authorities are defined as burial authorities and given the power to provide cemeteries by virtue of the Local Government Act 1972.

9.62 Around three quarters of people who die in the UK are cremated. Although around two thirds of existing crematoria are council run, new facilities are mainly private facilities, and whatever their ownership can be regarded as self-funding, with cremation fees meeting operating costs. This Assessment therefore focuses on burials only, the overwhelming majority of which take place in council run cemeteries – an arrangement we do not think is likely to change in the foreseeable future.

Burial grounds in Leicester – current position

9.63 As of 2019 the position in terms of cemeteries in Leicester is as follows:

Cemetery	Year opened	Size (Ha)	New interments possible?	Anticipated spare capacity until
Welford Road	1849	12.3	No	N/A
Belgrave	1881	2.0	No	N/A
Gilroes	1902	30.1	Yes	2030 - 35
Saffron Hill	1931	16.5	Yes	2030 - 35

Table 9.14: Cemeteries in Leicester as at 2019

9.64 The key considerations in relation to future demand and supply is as follows:

- no new cemeteries in the city have been provided in more than 80 years, and whilst some capacity remains, it is being used up steadily
- demand currently appears more or less constant at around 900 interments/year
- due consideration has to be given for separate denominational plot requirements for both the Muslim and Jewish Community
- a third of interments are in reopened graves and around 15% are for cremated remains which have significantly less space requirements than traditional graves
- this brings the net demand for new plots to around 400 interments a year
- the population of Leicester is growing, and it is also ageing
- some demand is inelastic – for instance, the Muslim and Jewish faiths do not permit cremation

[53] Where local authorities arrange to cremate or bury people who have died alone, in poverty, or are unclaimed by relatives

9.65 In response to these issues, and to anticipate that cemetery space will run out in the not too distant future, the City Council produced a cemetery strategy in 2014[54]. This identified the following:

- a vision to provide long term sustainable development solutions to the decreasing availability of burial space
- a summary of available capacity
- a proposal to create a new cemetery, including a specification and potential sites

9.66 As of 2019, current burial capacity is as follows:

Category	Grave Capacity
Adult non-denominational	3,800
Jewish	200
Muslim	3,000
Child	550
Cremation Plots	1500

Table 9.15: Current cemetery category (Gilroes and Saffron Hill Cemeteries, June 2019) Source: Leicester Bereavement Services

Site requirements

9.67 Leicester Bereavement Services has set out additional cemetery requirements, as follows:

- a single new site (rather than multiple sites, which would increase costs and be less efficient)
- Provide for 950 – 1,000 burials per annum
- Minimum 50 years of use
- able to provide multiple faith sections and natural burial options

9.68 These criteria lead to the proposal of creating a 16.5 ha cemetery site with good access/accessibility, with no adverse groundwater or topographical constraints. Bereavement Services are working towards meeting this provision and have not yet identified a suitable site (which could be outside the City). If the current rate of burials continue, then non-denominational plots will be used up by around 2029. We therefore think it is reasonable to assume that a new site needs to be brought forward within the period 2030 -2036 and would expect that it will be opened in phases.

9.69 Costs have not been identified but by benchmarking elsewhere (Charnwood, Dover[55]) we have assumed a figure of £220,000 per hectare to provide all the necessary

[54] Leicester City Council Burial Space Strategy (2014)

[55]Cemetery Development Services: Analysis of Sites for Suitability as a Potential New Cemetery (for Charnwood BC March 2017); Cemetery Development Services: Site assessment report for Dover Town's potential new cemetery development (For Dover BC September 2010)

infrastructure for a new cemetery (access, car parking, paths, landscaping, boundary treatment, reception space etc). A 6 ha first phase would therefore cost in the region of £1.32m.

9.70 Although this could potentially be partially funded from developer contributions or CIL (if introduced) we have made the assumption that this is likely to be funded from the City Council's capital programme as the principal driver is the existing population of Leicester and its changing demographics as well as associated cultural factors. In these circumstances we consider that no more than 10% of the total cost of the new facilities should be attributable to growth.

9.71 With this in mind we have programmed future investment in burial ground facilities in the City as follows:

Burial Facilities Provision				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
New burial ground Phase 1			**£1.32m**	**£1.32m**
Total			**£1.32m**	**£1.32m**

Table 9.16: Assessment of burial facilities infrastructure needs within the Plan period

10. Flood Defence and Surface Water Drainage

10.1 It has not yet proved possible to identify the precise infrastructure implications of seeking to implement the necessary flood defence and surface water drainage requirements over the Plan period. This will be addressed in the next iteration of the Infrastructure Assessment.

11. Emergency Services

Police

Background

11.1 Police services are provided by Leicestershire Police, which covers the whole of the county as well as Rutland, and is one of 43 covering England and Wales. The service is run as a single entity, meaning there are no specific services requirements, performance benchmarks or bespoke provision relating just to the City itself.

11.2 In the year ended March 2019 the force recorded 92,454 crimes, an increase of 9.7% on the previous year's figures. The details beneath this headline figure are however complex. Key data for April 2018 – March 2019 underpinning this change include:

Key Data	Recorded figure	Change since 2017 - 2018
999 Calls	150,536	8.4% increase
Online reports	7,400	280% increase
Charges/summonsed	7,624	8.8% decrease
Total Anti-Social behaviour incidents	14,323	5.2% decrease
Domestic abuse as a proportion of all crime	1.32%	23.9% increase

Table 11.1: Changes in police data Leicestershire Police, for Year ended March 2019 (Source: Leicestershire Police Force Management Statement 2019)

11.3 Such statistics are indicative of the fact that the characteristics of crime are changing – and will continue to do so. The service's Strategic Assessment for 2019/20 identified the following force priorities:

- Drugs Supply and County Lines
- Organised Acquisitive Crime
- Firearms
- Knife Crime
- Cyber Crime and Fraud
- Child Sexual Exploitation and Abuse
- Sexual Offences
- Domestic Abuse
- Modern Slavery and Human Trafficking
- Vulnerability and Exploitation
- Repeat Victims and Offenders

11.4 Each of these strategic priorities is assigned a strategic lead officer who is responsible for the creation and maintenance of a delivery plan in the format of the 4 "Ps" – Prevent, Pursue, Protect and Prepare.

11.5 In addition to local strategic priorities the Home Secretary has placed a statutory mandate known as the Strategic Policing Requirement (SPR) on all forces to ensure they make an effective contribution to national policing issues as well as satisfactorily policing

their area. The SPR covers matters such as large scale public order matters, terrorism and national civic emergencies.

The Police and Crime Commissioner for Leicester

11.6 The Police Reform and Social Responsibility Act 2011 created the role of Police and Crime Commissioner, with the first incumbents elected in 2012. The core functions of police and crime commissioners are to secure the maintenance of an efficient and effective police force within their area.

11.7 Operational policing remains the duty of the Chief Constable and the Commissioner does not get involved in operational decisions. Key duties that are the Commissioner's responsibility include:

- the creation of a Police and Crime Plan; the Plan must include the Commissioner's objectives for policing of the area, what resources will be provided to the Chief Constable and how performance will be measured. Both the Commissioner and the Chief Constable must have regard to the Police and Crime plan in exercising their duties
- the holding of the Police Fund (from which all policing of the area is financed) and raising the local policing precept from council tax. It is the Commissioner's responsibility to set the budget for the force area, which includes allocating enough money from the overall policing budget to ensure the Commissioner can discharge his or her own functions effectively
- promoting and facilitating partnership working and commissioning the services of partner agencies to ensure a joined up approach

11.8 The current Police and Crime Plan for Leicestershire covers the period 2017 – 2021. This sets out the Commissioner's priorities (reflected in the force's Strategic Assessment) and details how the £171.5m annual budget is to be spent. In addition to the funding passed to the Chief Constable the Plan sets out funding of £3.1m to commission services and £2.5m to support the capital programme.

Policing now and in the future

11.9 The following Neighbourhood Policing Teams and stations operate in the City :

Neighbourhood Policing Team (station)	No of assigned officers
Abbey (Beaumont Way)	8 (4 PCs, 4 PCSOs)
City Centre (Mansfield House)	12 (5 PCs, 7 PCSOs)
Clarendon (Mansfield House)	6 (2 PCs, 4 PCSOs)
Cultural Quarter (Mansfield House)	11 (5 PCs, 6 PCSOs)
Beaumont Leys (Beaumont Way)	9 (4 PCs, 5 PCSOs)
Belgrave North (Keyham Lane)	7 (4 PCs, 3 PCSOs)
Belgrave House (Keyham Lane)	8 (4 PCs, 4 PCSOs)
Evington (Keyham Lane)	5 (3 PCs, 2 PCSOs)
Fosse (Norfolk Street)	7 (4 PCs, 3 PCSOs)
Hinckley Road (Norfolk Street)	7 (4 PCs, 3 PCSOs)

Neighbourhood Policing Team (station)	No of assigned officers
Humberstone (Keyham Lane)	5 (2 PCs, 3 PCSOs)
New Parks (Beaumont Way)	11 (5 PCs, 6 PCSOs)
Northfields, Tailby and Morton (Keyham Lane)	5 (3 PCs, 2 PCSOs)
Riverside (Mansfield House)	7 (3 PCs, 4 PCSOs)
Rushey Mead (Keyham Lane)	6 (3 PCs, 3 PCSOs)
Spinney Hills (Keyham Lane)	8 (4 PCs, 4 PCSOs)
Stoneygate (Keyham Lane)	8 (4 PCs, 4 PCSOs)
Thurncourt (Keyham Lane)	5 (3 PCs, 2 PCSOs)
Westcotes (Beaumont Way)	10 (4 PCs, 6 PCSOs)

Table11.2: Neighbourhood Policing Team and stations in Leicester August 2019

11.10 In addition, Leicestershire Police have headquarters situated in Enderby, just off the M1 motorway at junction 21. The headquarters is not an operational police station but is home to a number of the police's departments including the Leicestershire Roads Policing Unit, the Roads and Armed Policing Team, central contact, training and the vehicle fleet.

11.11 The force also operates 3 Custody Suites in Leicester; Beaumont way (14 cells), Euston Street (36 cells) and Keyham Lane (17 cells). Individual forces are generally reliant on mutual aid from adjoining police areas when suites are under severe pressure, and indeed there is a great deal of cross force co-operation in areas such as procurement.

11.12 As with many public services Leicestershire Police have had to restructure their services in the face of reduced resources, and this has seen a reduction in police numbers by 560 officers since 2010.

11.13 This trend is now being reversed, and in the 2019 Force Management Statement the Chief Constable was able to announce an increase in numbers by 80 additional officers in 2019/20 and a further 27 during 2020/21. Since this statement the Home Office announced in July 2019 that around 20,000 new police officers would be recruited nationally, in effect restoring police numbers to around the 2010 complement. We are not yet aware as to how this announcement will precisely impact on numbers in Leicestershire, although it would be reasonable to assume there will be still further increases in operational numbers.

Infrastructure needs costs, timing and funding

11.14 The police services have regularly sought (and obtained) developer contributions towards the cost of policing services for major new developments in parts of the country; for instance, funding for a police presence was secured as part of the s106 agreement negotiated by Blaby DC for the New Lubbesthorpe development. It does not currently secure development contributions in the City.

11.15 We understand Leicestershire Police have paused any attempts to seek developer contributions to policing. We have been advised however that the force has been invited to bring forward costings for new police infrastructure by two Leicestershire authorities preparing to negotiate s106 agreements. One of the key issues is that although Neighbourhood Policing Teams have been established, it does not follow that the team will be located in the neighbourhood it serves. For instance, elsewhere in the force area, police services for Lutterworth operate out of a station in Market Harborough. We think it cannot be taken as a certainty that with major new development, a police presence will be established within the development area.

11.16 Allied to this is evidence that police services generally – and Leicestershire appears to be no exception – are adopting new working practices enabling officers to work at home, on the move and from police premises other than the one in which they are based. We think this is likely to dampen future demand for additional premises.

11.17 In discussion with police representatives no additional accommodation needs have been identified and it may be that a force that has been reorganised around new service priorities in recent years has no need to expand its estate in the foreseeable future.

11.18 We think however it may be prudent to allow for a limited amount of additional police accommodation within the Infrastructure Assessment to respond to the planned increases in police numbers and to sustain a local police presence. A new police base – either located in the CDA or in the NW quadrant of the city – could house up to 10 officers at a projected cost of £320,000. We have made the assumption that if such a facility is needed, it should be provided in the final tranche of the Local Plan timeframe – i.e. 2030 – 2036.

11.19 This will appear in the IDS as follows:

Police Service Provision				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
New police base (emergency response/enquiries etc)			**£0.32m**	**£0.32m**
Total			**£0.32m**	**£0.32m**

Table 11.3: Assessment of police infrastructure needs within Plan period

Ambulance Services

11.20 Ambulance Services for Leicester are provided by East Midlands Ambulance Service NHS Trust (EMAS), which provides emergency and urgent care, patient transport, call handling and clinical assessment services for the 4.8 million people in six counties of the East Midlands, an area covering approximately 6,425 square miles across the counties of Derbyshire, Leicestershire, Lincolnshire (including North and North East Lincolnshire), Northamptonshire, Nottinghamshire and Rutland.

11.21 EMAS employs more than 2,900 staff across the region, based at more than 60 locations, including two Emergency Operations Centres at Nottingham and Lincoln. The main staff grouping is made up of accident and emergency 999 crews, who operate a fleet in excess of 500 vehicles, including emergency ambulances, fast response cars, specialised vehicles and patient transport vehicles.

11.22 Each day the Trust receives around 2,000 calls from members of the public who have phoned 999 (or an average of once every 45 seconds). A key feature is the frontline accident and emergency (A&E) teams of community paramedics, technicians, nurse triage advisors, emergency care practitioners, community first responders and volunteer lifesavers, who provide 24 hour response to emergencies.

11.23 An Urgent Care service was launched in April 2018 with the specific aim of reducing delays on patient response and taking pressure off operational staff. Other services include a specialist Hazardous Area Response Team (HART), and there is close co-operation with the separate Air Ambulance services. Separately, TASL provide patient transfer services.

11.24 The future infrastructure requirements are bound up with the major secondary healthcare changes we highlight in Chapter 7. In the long term sharing of premises with other emergency services is a possibility (the Fire Service started sharing premises with the Police in Market Harborough in September 2019 and there are tri service bases in Nottingham and Lincoln where EMAS is a partner). For the present, whilst we can expect that demands for the service will change over time - and this will have infrastructure implications - we have not been able to identify areas of major future infrastructure investment in this service.

Fire Services

11.25 The Leicester, Leicestershire and Rutland Fire and Rescue service operates as a single entity governed by the Leicester, Leicestershire and Rutland Combined Authority. Its latest service plan is the Corporate and Integrated Risk Management Plan (IRMP) covering the period 2018 – 2021. Overall there are 20 fire stations and 574 operational staff attending over 8,000 incidents a year.

11.26 The principles on which the Fire Service operates is on the following basis:

- prevent incidents from happening if at all possible
- limit their impact when they do happen
- respond in the right way and at the right time when the service is needed

11.27 In adopting this approach, the service has to ensure that it demonstrates value for money, properly engages its workforce and keeps communities well informed. Service needs are affected by the following factors:

Factor	Effect
Fewer fires are being fought, but materials, construction techniques and building technologies have become more complex	The shocking events at Grenfell Tower bears tragic witness to this and the service, like others, is learning from the experiences
The protection of local communities is becoming even more paramount	A more complex role for the service is being developed, with new skills around flexibility in approaches to major incidents and emergencies
Austerity continues to have an effect	The service has had to adapt over the austerity years, requiring closer working with others and greater efficiencies and effectiveness
There is an increasing emphasis within the service on ICT	Staff are being exposed to rapid changes in processes, with ever greater reliance on new technology, and so have had to develop the skills to make the most of the opportunities this offers

Table 11.4: Key factors affecting Fire Service priorities

11.28 There are 4 Fire Stations serving Leicester – Central, Eastern, Southern and Western. All are whole time (24 hour) crewed.

11.29 The service has a rolling programme of operational changes and building works to respond to new demands. All these are relatively minor in scale and the current IRMP favours organic adjustment over root and branch transformations. Building work is ongoing outside Leicester (at Wigston and Lutterworth) and 5 Tactical Response Vehicles have been purchased using capital finance.

11.30 During the last 4 years the service has invested an average £0.375m a year in building works and £1.2m a year in vehicle purchase from the capital programme. Until the next iteration of the IRMP is produced we cannot be certain what future investment levels will be and how much of it would be committed within Leicester, but our assumption for the purposes of the IA is that this investment will continue and a proportion – we suggest 40% - will be invested in the City. On this basis we have made the assumption that the Fire Service will be looking to invest around £0.15m a year on building works and £0.48m on new vehicles.

11.31 This will appear in the IDS as follows:

Fire Service Provision				
Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
Building works on Leicester Fire Stations	**£0.75m**	**£0.75m**	**£1.05m**	**£2.55m**
Vehicle purchase for Leicester based appliances	**£2.4m**	**£2.4m**	**£3.4m**	**£8.2m**
Total	**£3.15m**	**£3.15m**	**£4.45m**	**£10.75m**

Table 11.5: Assessment of fire service infrastructure needs within Plan period

Proportion of infrastructure need we think attributable to growth

11.32 We consider that no more than 10% of the fire service infrastructure costs we have identified in Table 12.3 can be attributable to growth – any investment will be largely driven by changes in the service and the way it responds to modern and changing fire service needs, although we accept that there is a small underlying growth element.

11.33 We would anticipate that fire service infrastructure costs will continue to be met through the service's capital programme as they are currently. Whilst in theory the service's infrastructure needs could be supported by developer contributions, given the fact that this is a generic service covering a wide geographical area, and that we are of the view that most infrastructure needs are not attributable to growth, we think that this is an unlikely source of funding.

12. Public Realm

12.1 Public realm includes all the outdoor places in cities such as Leicester that are accessible to all. The public realm includes the everyday spaces that people move through, work beside and play in. The public realm should not be seen in isolation but within the context of its adjacent buildings, their uses and its location in a wider network of public and private space.

12.2 New development increases the demands on public realm. As well as new and larger public spaces, growth and development may increase the need for seating; require more durable surfaces such as harder pavers or more resilient grass; necessitate new or replacement trees or alternative greening techniques (e.g. water features where tree planting may not be possible).

12.3 Such requirements are in addition to the green spaces that are provided as part and parcel of new development, which are considered normal development costs.

12.4 Public realm investment opportunities are being brought forward within the context of the Transportation Assessment, which will provide the context of both need and opportunity. As the IA moves forward public realm investment proposals, costed and programmed over time, will be brought into the next iteration of this document.

12. Waste

12.1 Within Leicester the City Council is both the Waste Collection Authority, collecting household waste and a limited amount of household waste, and the Waste Disposal Authority. With the responsibility for arranging the disposal of the waste collected in the area by the Waste Collection Authority.

12.2 The City Council has commissioned a separate Waste Assessment. When this is available any local and strategic waste infrastructure investment will be added to the Infrastructure Assessment.

13. Infrastructure Needs by Service Summarised

13.1 Infrastructure needs across a range of services over the Plan period will be addressed in the final version of this Assessment.

14. Infrastructure Needs Summarised Spatially

14.1 A spatial summary of infrastructure needs will be provided in the final version if this Assessment.

15. Engagement of Key Partners

15.1 The preparation of the IA has involved a range of, where possible, face to face meetings with key personnel engaged in delivering infrastructure within the City;

15.2 The purpose of this contact has been to explore critical issues and draw further and more detailed information from providers, particularly where service plans do not run to the end of the Plan period of 2036 (which for the most part is that case).

16. Viability Considerations

16.1 Separate to the Infrastructure Assessment, the City Council has commissioned a Viability Appraisal to inform the emerging Local Plan. Specifically, the Viability Appraisal will undertake:

- a review of affordable housing policy within the City (including tenure split).
- a whole plan viability assessment to consider all other standards and policy requirements.
- a consideration of the scope for a Community Infrastructure Levy (CIL)

16.2 This version of the Infrastructure Assessment has been prepared without the benefit of the outcomes of the viability work that has been commissioned. When available the conclusions from this work will be fed into the IA, with particular reference to the ability of future development to contribute to the cost of new infrastructure either directly (through a s106 agreement) or indirectly (through CIL revenues, which can be directed more generally towards infrastructure needs).

16.3 The ability of new development to help fund new infrastructure is not certain to be a given; whatever the outcome from this work it will help shape future infrastructure funding strategies within the IA, which will be revisited once the outcomes from the Viability Appraisal are known.

17. Funding and Delivery Considerations

17.1 There are a variety of ways in which growth related infrastructure can be funded and delivered: these include

- direct investment by infrastructure providers (e.g. the City Council's capital programme, private sector investment e.g. Broadband, utility companies)
- developer contributions (s106 agreements and CIL, if adopted within the City)
- funding from public bodies – the government directly through a range of programmes, and also bodies and key partners such as the LLEP, Homes England and Sport England

17.2 The Council will continue to work with partners and funding bodies to ensure the timely delivery of infrastructure.

18. Infrastructure Definition, Funding and Delivery in the first 5 years of the Local Plan

Introduction

18.1 Particular attention needs to be given to the planning, funding and delivery of infrastructure for the Plan's first 5 years to March 31st2024 to ensure that it is secured in a timely fashion and this form a platform for future growth. Over the next 5 years, it is estimated that 3663 new dwellings can be expected to be delivered. This represents around 32% of the total overall growth expected over the plan period.

A commitment to the rigorous pursuit of timely and high quality infrastructure

18.2 To maximise the delivery of the early infrastructure the City Council will look to commit itself and the infrastructure providers operating within Leicester to the following measures:

Measure	Comment
The continuous refinement, exploration and updating of precise infrastructure needs will continue	The City Council will not halt its commitment to identify infrastructure needs for its growth strategy with either the publication of the final version of this document or the adoption of the local plan. Instead, needs will continue to be kept under review
Ongoing masterplanning work on the key growth locations will develop and refine infrastructure needs for these areas as well the means to secure their funding and delivery	Masterplanning work on these sites will need to define development principles, and such work will need to be kept under review and enhanced as appropriate in the process of these sites moving through from the planning to the implementation phase
Demands will be made of Infrastructure providers to make their case for need	The dialogue that has been established between the City Council and infrastructure providers will continue
Best use to be made of spare infrastructure capacity	The City Council will push infrastructure providers to make the maximum use of any spare infrastructure capacity in the currently the system through appropriate resource management systems
An early introduction of CIL to be considered, should viability allow	If the City Council is minded to introduce a CIL it should seek to do so at the earliest opportunity
The establishment of appropriate governance arrangements	As These will establish at the earliest opportunity to allow the direction of CIL (if introduced) s106 and other income towards infrastructure investment priorities
Bidding capability for existing and emerging infrastructure funds will be enhanced	The City Council will build capacity within the organisation and with external partners to take the maximum possible advantage of infrastructure funding particularly those which involve a competitive bidding process

Measure	Comment
Continue to promote work with Leicester & Leicestershire LEP	The City Council will continue to explore the opportunities for securing infrastructure funding through future rounds of the LEP's Growth Deal fund, and likewise, with the emerging Local Industrial Strategy
Support for innovative infrastructure solutions and funding sources	The City Council will give particular consideration to funding that is beyond the mainstream sources of funding, or more generally any measures that will reduce the overall infrastructure burden without any diminution of quality of services provided to the City's residents and its businesses
Making the best use of newly emerging technologies in relation to infrastructure provision	Finally, whilst the introduction of new technologies will never be a substitute for the provision of much needed new infrastructure to support existing and emerging communities, every opportunity should be taken to ensure such technologies play their part in keeping down costs of new provision as well as making maximum use of any existing provision

Table 18.1: The City Council's commitment in relation to the delivery of timely infrastructure in the local plan's first 5 years

19. Infrastructure definition, funding and delivery in the remainder of the Plan

19.1 In addition to the continuation of actions identified in the Plan's earlier years (see Chapter 18) attention needs to be given at an early stage to the planning, funding and delivery of infrastructure for the Plan's final 10 years from 1st April 2026. Over this period it is estimated that around 3663 new dwellings can be expected to be delivered. This represents around 32% of the total overall growth expected over the plan period.

Specific actions that can be undertaken now to promote growth

19.2 The following actions can be explored to help future proof longer infrastructure planning and delivery issues identified in the IA**:**

Longer Term Action	Comment
Encouraging infrastructure providers to think longer term than the immediate future	Progress has been made on longer term visioning in Leicestershire with the Strategic Growth Plan to 2050 infrastructure providers need to follow suit. Particular targets are expected to be: Primary Healthcare – thinking beyond the Primary Care Strategy (runs to 2025) and the NHS Long Term Plan (runs to 2029) Secondary Healthcare – thinking beyond the NHS Long Term Plan (runs to 2029) Education planning - rolling forward forecasting on an annual basis (currently runs to 2029) Water Utility Companies Asset Management Plans - emerging AMP runs to 2020 – 25 Police – Police and Crime Plan runs to 2021 Fire Service – Corporate and Integrated Risk Management Plan runs to 2021
'Future gazing'	Looking increasingly at the infrastructure implications of AI and the digital economy Climate Change Biodiversity New ways of delivering services

Table 19.1: Longer term actions around infrastructure planning and delivery

20. Monitoring and Future Proofing the Infrastructure Assessment and the Infrastructure Delivery Schedule

20.1 To take forward the principles set out in the last row in Table 20.1 we need to examine critical dependencies and how to future proof infrastructure planning and delivery over the next 17 years, the timeline of the Local Plan.

Critical dependencies

20.2 Critical dependency is a project management term to describe a task that needs to be undertaken (often within a specific time window) in order for subsequent tasks to be undertaken otherwise the project will be delayed. It has applicability to effective infrastructure planning, and it is a consideration we think should be applied to all actions involved in all proposed infrastructure investment initiatives related to its planning and delivery.

20.3 Critical dependencies will vary from situation to situation, and it is not our intention within the IA to produce a detailed checklist or handbook of what actions to take in any given circumstances; it is much more about the discipline that should be applied to all infrastructure planning including individual projects.

20.4 Table 20.1 provides a selection of Critical Dependencies and possible responses:

Issue	Dependency	Possible Action
1. Project 'insufficiently well regarded" with funders (most probably at the regional/national level) to secure funding	Raise project profile	Develop a USP; create bespoke partnership to promote credibility; demonstration of 'value added'
2. Key principles of new growth not well defined	Vision then masterplan to define expectations	City Council to take charge of the visioning/masterplanning process
3. A major initiative is 'stalled'; because developers (or provider) unwilling to take on the risk/cost of providing a specific item of infrastructure	Intervention to unlock development	City Council and its partners to assess risk/return to determine whether they forward fund; consider loan/pump priming; or seek to access available public funding source
4. Needs of various infrastructure providers unclear	Define infrastructure need to avoid undermining development quality	Active engagement of providers – involve them in visioning, masterplanning, seek 'future proofing' including any early interventions to avoid difficulties down the line
5. Clear gap identified between infrastructure funding requirements and availability of funding to deliver them	Actions to plug gap to avoid delay in development rollout	Consider access to government or other public funding; possible loan; or funding based on future receipts/developers' contributions etc
6. Can't bid for funding because project not fully developed	Instigate feasibility studies/business case	Bid for capacity funding/forward funding from own resources (possibly repayable down the line?)

Issue	Dependency	Possible Action
7. Infrastructure promoter feels that it lacks the competencies to ensure a high quality of development in a major scheme	Establish capability before either quality or deliverability threatened	Establishing partnerships may widen expertise; explore government capacity funds; consider a pooled resource with other public bodies; buy in expertise at critical points

Table 20.1: Critical dependencies and possible actions

Future Proofing Infrastructure Investment

20.5 This IA is no different from other similar studies in exploring and defining infrastructure needs in accordance with the here and now – what infrastructure *of the type we are already familiar with* is required to move people around using conventional modes of transport, to allow pupils age 2 – 19 to attend appropriate educational establishments, and to give people access to GP surgeries and secondary healthcare facilities such as hospitals and other facilities.

20.6 The reality is, however, that strategic infrastructure needs as we know them now are not certain to be the same in the future as community needs and expectations around public services and accessibility may well have changed substantially by 2036.

20.7 Societal trends that develop are driven by the interplay of a number of factors, including:

Key driver of change	Comment
Cost imperative	"We can give you what you already have/want more cheaply" [56]
Quality outlook	"This will mean we can improve on the service/good you want"
Prospect of convenience	"By doing X you don't have to put up with doing Y or Z"
Perceived opportunity	"You haven't been able to do A up until now, but by doing B you now can"
A changing society	"We are Generation E, and we don't find it acceptable what Generations C and D have had to put up with. We demand you do F so we can do G"
Diktat from above	"We are in charge, and we want you to stop doing H so we can achieve J. Accordingly, you must now do K"

Table 21.2: What drives societal changes in infrastructure provision

20.8 In addition to trends there is the issue of take-up. Table 21.3 overleaf shows the traditional S curve of technological uptake, applicable for a range of inventions, be it the printed book through to dishwashers and thence to smart phones:

[56] Always likely to be a major driver, if not the main one

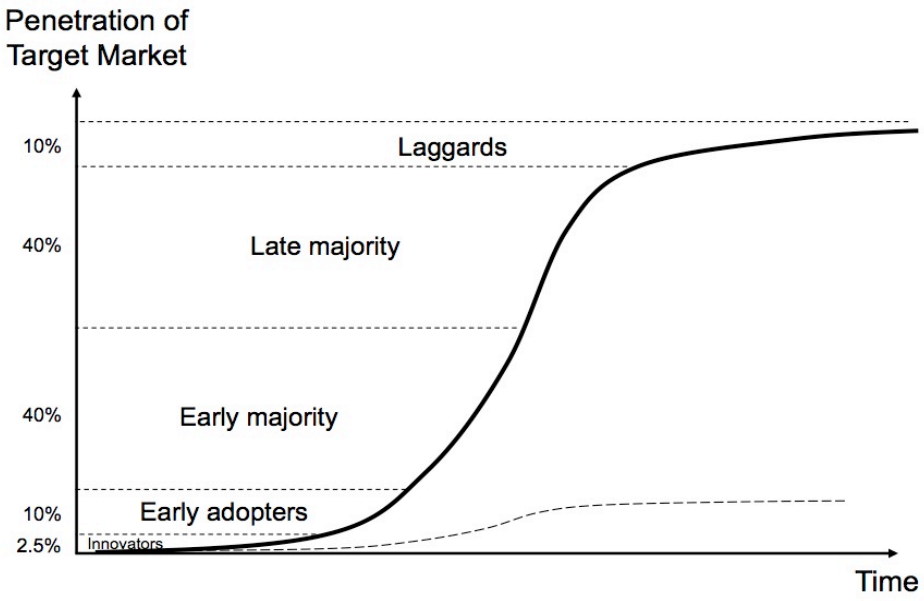

Table 20.4: The traditional S curve of new technology uptake

20.9 What is significant about the take-up of technology is not the vertical line on the graph but the horizontal one. Anecdotal evidence is that over time, this line gets shorter and shorter with each new invention, as witness by the mass penetration of the market by smart phones (66% of all adults in the UK in 2015, a mere 8 years after the launch of the first phone with an interactive screen/app download)[57]. Should this continue the pace of change speculated on in Table 21.4 will be quicker rather than slower.

20.10 Looking forward up to the year 2036 we can be certain that infrastructure needs will change over that period, even if we cannot be certain of the 'why when and how'. Even a casual speculation based on the extrapolation of emerging or potential trends suggests however that the future will be radically different than now

20.11 It is hard to be certain how we should take into account potential future trends, and it will be important not to gamble too much with the future. There are, however, some straightforward steps we can take to make sure the City Council and its partners are primed and ready to respond to a future infrastructure world: these are:

- a simple recognition that this is an issue we should at least be aware of and monitor
- establish an annual 'sense check' about what is happening against our long term investment plan, and those of our partners
- engage with relevant bodies, including the research elements of our further and higher education facilities, our high tech businesses and the Leicester and Leicestershire LEP, so we have an expanded awareness of this issue
- take any opportunity that emerges which is considered appropriate to test out innovation in the delivery of infrastructure and services

[57] Ofcom press release 6 August 2015

21. Policy Recommendations

21.1 We will cover policy recommendations in the final iteration of this assessment. Principally we expect this to relate to the potential creation of a Planning Obligations Supplementary Planning Document.

21.2 Without prejudice to our eventual recommendations as to the framing of the SPD, we consider that it will need to cover:

- consistency with the emerging Local Plan and its policies, together with any other Supplementary Planning documentation brought forward
- have due regard to the separate Viability Assessment, including the Whole Plan Viability Assessment
- identify those infrastructure areas where contributions will be sought
- identify appropriate triggers, thresholds and any unit cost formulae
- consistency with NPPF paragraphs 34, 54, 56 and 57

The Infrastructure Delivery Schedule

	Local Plan Timeframe	2019 - 2024	2025 - 2029	2030 - 2036	Total
Education					
Early Years	Early Years (Attached Nursery)	**£1.17m**	**£3.15m**	**£2.67m**	**£6.99m**
Primary (4 – 11)	Cost of additional forms of entry	**£2.57m**	**£6.87m**	**£5.87m**	**£15.31m**
Secondary (11 – 16)	Cost of additional forms of entry	**£0.37m**	**£1.07m**	**£0.85m**	**£2.29m**
11 - 18	Cost of additional forms of entry	**£0.66m**	**£1.0m**	**£1.18m**	**£2.84m**
SEND Primary	Cost of new specialist provision	**£0.71m**	**£0.71m**	**£0.84m**	**£2.26m**
SEND Secondary	Cost of new specialist provision	**£1.17m**	**£1.26m**	**£1.51m**	**£3.94m**
Total Education		**£6.65m**	**£14.06m**	**£12.92m**	**£36.63m**
Healthcare					
Healthcare	Primary Care Investment	**£60m**	**£60m**	**£30m**	**£150m**
Healthcare	Secondary Care Investment	**£350m**	**£115m**		**£465m**
Total healthcare		**£410m**	**£175m**	**£30m**	**£615m**
Social Infrastructure[58]					
	Local Plan Timeframe	**2019 - 2024**	**2025 - 2029**	**2030 - 2036**	**Total**
Outdoor Sports and Leisure					
Outdoor Sports and Leisure	3 new AGP pitches	**£1.1m**	**£1.1m**	**£1.1m**	**£3.3m**
Outdoor sports and leisure	Pitch and facility enhancements	**£1.1m**	**£1.1m**	**£1.1m**	**£3.3m**
Total Outdoor Sports and Leisure		**£2.2m**	**£2.2m**	**£2.2m**	**£6.6m**
Indoor Sports and Leisure					
Indoor Sports and Leisure	Priority One Indoor Sports Facilities Investment (£m)	**£10.3m**			**10.3**
Indoor Sports and Leisure	Priority Two Indoor Sports Facilities Investment (3m)		**£5.1m**		**£5.1m**
Total Indoor Sports and Leisure		**£10.3m**	**£5.1m**		**£15.4m**
Library and Community Facilities					
Library and Community Facilities (continued)	2 no replacement libraries/community centres operating as Multi Service Centres		**£1.9m**	**£1.9m**	**£3.8m**
Total Library and Community Facilities			**£1.9m**	**£1.9m**	**£3.8m**

[58] Not yet calculated – Open Space, Strategic Green Infrastructure

Social Infrastructure (continued)					
Gypsy and Traveller Provision					
Gypsy and Traveller provision	7 pitch permanent Gypsy Site		**£0.875m**		**£0.875m**
Total G & T provision			**£0.875m**		**£0.875m**
Burial Facilities					
Burial Facilities	New burial ground Phase 1			**£1.32m**	**£1.32m**
Total Burial Facilities				**£1.32m**	**£1.32m**
Emergency Services					
Police					
Police	New police base (emergency response/enquiries etc)			**£0.32m**	**£0.32m**
Total Police				**£0.32m**	**£0.32m**
Fire and Rescue	Works on Leicester Fire Stations	**£0.75m**	**£0.75m**	**£1.05m**	**£2.55m**
Fire and Rescue	Vehicle purchase for Leicester based appliances	**£2.4m**	**£2.4m**	**£3.4m**	**£8.2m**
Total Fire and Rescue		**£3.15m**	**£3.15m**	**£4.45m**	**£10.75m**
Ambulance Services	**No specific needs identified beyond those forming part of Secondary Healthcare changes (see above)**				
Utilities					
Broadband and 5G					
Broadband and 5G	Full Fibre Broadband rollout	**£35m**	**£70m**		**£105m**
Broadband and 5G	**No specific costs of 5G rollout identified**				
Total Full Fibre Broadband rollout		**£35m**	**£70m**		**£105m**
Flood Risk and Sustainable Drainage					
Flood Risk and Sustainable Drainage	**No figures available currently**				
Utilities					
	Local Plan Timeframe	**2019 - 2024**	**2025 - 2029**	**2030 - 2036**	**Total**
Electricity infrastructure	**No specific public infrastructure costs identified**				
Gas Infrastructure	**No specific public infrastructure costs identified**				
Potable & Waste Water	**No specific public infrastructure costs identified**				
Subtotal of infrastructure costs excluding transport		**£467.3m**	**£272.285**	**£53.11m**	**£792.695m**
Transportation infrastructure cost total					**£280.6m**
Grand Total infrastructure cost					**£1,073.295m**

Requirements within Infrastructure Delivery Schedule Attributable to growth

Infrastructure Item	Key Issue	Requirements in schedule attributable to growth
Education (all age groups)	Although in the short term there may be some spare capacity due to a short term reduction in the birth rate we feel this will be balanced over time and, therefore, all new development within the plan period will be required and that all new development will require the requisite school places	£100%
Primary healthcare	Major transformative investment to respond to the Primary Care Strategy – no detailed investment plans revealed to us, so we have made some assumptions for the IA	3% max – most investment attributable to widescale changes in provision
Secondary healthcare	Major investment identified, supported by government funding	0% - we think that none of the new investment can realistically be attributable to growth factors
Public Health	No specific infrastructure requirements – subsumed in other investment	N/A
Indoor Sports and Leisure	Investment needed in improving existing facilities	10% - investment largely to improve existing estate
Libraries and Community Facilities	Major changes to the current estate have been implemented but we believe future investment will be required to maintain quality – hence 2 new or replacement Multi Service Centres	20% - mainly investment to maintain quality but with the potential for an improved geographical spread
Outdoor Sports and Leisure	Investment needed to improve existing facilities, but we suggest 1AGP could be considered to be necessary as a result of growth	17% - 1 of 3 AGPs which collectively make up 50% of the investment we think necessary
Gypsy and Traveller Provision	New pitches identified in current strategy	Limited – possibly only 10% as provision deals largely with existing identified requirements
Burial facilities	New facility identified by service	Limited – possibly only 10% as capacity will be exhausted regardless of growth
Police	No new need identified to us, but we feel that the Police Service will need to revisit their infrastructure needs to respond to the planned increases in police numbers and to sustain a local police presence	10% - largely driven by underlying changes in the force, although there is a small growth element
Fire and Rescue	We have not identified any new requirements but consider that the service will continue to invest in its existing stations and its capital equipment	10% - largely driven by underlying changes in the force, although there is a small growth element
Ambulance	New requirements subsumed in secondary healthcare investment proposed	N/A
Waste and Potable Water, Electricity and Gas	No requirements identified; any cost will either be met by the utility company if obliged to do so, or user charge	N/A
Broadband	New investment in full fibre and 5G largely secured by deal between developers and industry, possibly with public funding support	Around 5%, a universal service obligation to provide full fibre to new development

Growth Related infrastructure needs[59] calculated as a proportion of all infrastructure investment over the Plan period

Service	Overall infrastructure cost estimate	Proportion we consider attributable to growth	Growth related infrastructure as a percentage need
Education	£33.63m	£33.63m	100%
Primary Healthcare	£150m	£4.86m	3%
Secondary Healthcare	£465m	£0m	N/A
Outdoor Sports and Leisure	£6.6m	£1.1m	17%
Indoor Sports and Leisure	£15.4m	£1.54m	10%
Burial Facilities	£1.32m	£0.13m	10%
Community Facilities	£2.2m	£0.44m	20%
Gypsy & Traveller provision	£0.875	£0.08m	10%
Police	£0.32m	£0.03m	10%
Fire and Rescue	£10.75m	£1.07m	10%
Broadband	£105m	£5.25m	5%
Total	**£792.695m**	**£48.13m**	**6%**

[59] Does not at this stage include transport infrastructure costs

The Infrastructure Funding Deficit

Introduction

1.1 In order to meet the requirements set out in the statutory Community Infrastructure Levy (CIL) Guidance (2019) – and should it determine it appropriate to introduce a CIL - the City Council, as the charging authority, must identify the total costs of infrastructure it wishes to fund in whole or in part from the levy.

1.2 To do this the authority must identify the additional infrastructure needed to support development, and the available sources of funding for it not including CIL. Should this show an aggregate infrastructure funding gap (where available resources fail to meet the cost of necessary infrastructure) then the need for the authority to charge a CIL will have been demonstrated.

1.3 The infrastructure requirements to support growth will be set out in detail in the final version of this document prepared to support the emerging Local Plan. The IA seeks to identify short, medium and long term infrastructure associated with growth to be delivered during the Plan period from the date of its preparation to the end of the Plan period (2036) in a range of different categories (including heath, education and transport).

1.4 Given that infrastructure requirements will change over time in response to a variety of factors, and that the IA is a living, regularly updated document, the Infrastructure Funding Gap will only be determined at the last possible moment.

1.5 The infrastructure funding gap analysis does not have any direct relationship with the rate at which CIL is to be set, but simply provides evidence that there is an infrastructure funding gap that CIL could help fill. The rate at which CIL is set is determined purely through financial viability analysis, set locally at a level at which development will remain viable without threat to its delivery.

1.6 It should also be recognised that there will be no attempt within the Infrastructure Funding Gap analysis either to prioritise infrastructure projects or to indicate which of them will be funded wholly or partially from the CIL when this is introduced. The governance arrangements that will be put in place by the authority to manage CIL revenues will have the responsibility for making such judgements, and the Infrastructure Funding Statements that authorities will be required to produce will reinforce this.

Appendix A: List of documents analysed to support the Infrastructure Assessment's conclusions

A: General			
Document	**Date (Latest Version)**	**Prepared For/By**	**Summary of content**
Growth and Infrastructure Assessment	April 2009	Roger Tym/URS for Leicester and Leicestershire HMA authorities	Highly detailed investigation of infrastructure need for whole of HMA
Growth & Infrastructure Assessment Leicester extract	January 2010	Roger Tym/URS for Leicester and Leicestershire HMA authorities	As above, for the City
Community Infrastructure Levy CIL Infrastructure Projects List and Funding Gap	February 2015	City Mayor by Leicester City Council	Follows on from GIA work setting out major projects that could be funded by CIL plus funding gap (the gap between funding needed and funding secured for identified infrastructure)
Leicester and Leicestershire 2050: Our Vision for Growth (the Strategic Growth Plan)	September 2018	10 organisations (Leicestershire's 7 district councils, Leicester City, Leicester County Council and The Leicester & Leicestershire LEP)	A vital document which seeks to ally growth to infrastructure investment over an extended time period to 2050, the SGP is a critical document.
Leicester & Leicestershire Strategic Infrastructure Review 2011 - 2050	In preparation	Partners as for SGP	When complete will provide a wider context to the IA in looking at longer term strategic growth and delivery issues and the cost, timing and funding of strategic infrastructure
B: Education			
Budget 2018 – 2019, draft Budget 2019 – 2020 and draft capital programme 2018 – 2019 to 2019 to 2020	November 2017	Leicester City Council (prepared by Director of Finance)	Investment in capital works including new school places in the short term
Leicester 0 – 5 Strategy 2016 - 2019	2016	Leicester City Council	Explores Early Years provision in the City
DfE: Securing Developer Contributions for Education	April 2019	DfE	Government advice to local authorities on securing developer contributions
C: Healthcare			
Leicester, Leicestershire and Rutland CCGs Operational Plan June 2018	June 2018	Leicester, Leicestershire and Rutland CCGs	Latest operational plan for 2018/19 and key changes in services to be planned for

Document	Date (Latest Version)	Prepared For/By	Summary of content
C: Healthcare (Continued)			
Better Care Together: The next steps to better care in Leicester, Leicestershire and Rutland	August 2018	The Local Sustainability and Transformation Partnership for the 3 CCGs covering the County and City (East Leicestershire and Rutland, Leicester and West Leicestershire CCGs) plus University Hospitals of Leicester NHS Trust, Leicestershire Partnership NHS Trust and East Midlands Ambulance Service	Sets out progress made on developing an integrated health system and next steps to meet future challenges
Blueprint for General Practice	February 2017	BCT partners	Delivering the NHS Forward View through GP practices
Leicester, Leicestershire and Rutland Primary Care Strategy	June 2019	The 3 CCGs	A strategy and programme for primary changes in the primary healthcare strategy including the establishment of Primary Care Networks
Department for Health	September 2019	Department for Health	Plans for a significant hospital rebuilding programme, including transformative changes to the 3 Leicester hospitals
Leicester Partnership NHS Trust Quality Strategy 2016/17 to 2018/19	July 2016	Leicestershire Partnership NHS Trust	An operational strategy for improving the health and wellbeing of the communities served by the Trust
Delivering Care at its Best: Our 5 year plan and 2016/17 priorities	July 2016	University Hospitals of Leicester NHS Trust	A strategy to provide better care and meet immediate priorities
Health and Social Care Sector Growth Plan	2017	Leicester and Leicestershire Local Enterprise Partnership (Cambridge Econometrics)	A health and social care growth and investment plan for Leicester, Leicestershire and Rutland
NHS Long Term Plan	January 2019	NHS England	The NHS 10 year plan for improved/expanded delivery of healthcare services to patients, with more integrated services, a focus on prevention and the better use of data and digital technology
Review of NHS Property and Estates (The Naylor Report)	April 2017	Department for Health	An estates strategy aimed at facilitating improved care through reinvestment in property funded through the release of surplus NHS land

Document	Date (Latest Version)	Prepared For/By	Summary of content
D: Adult Social Care			
Leicester City Council Adult Social Care Strategic Purpose and 6 Strategic Priorities		Leicester City Council	Measures to protect and empower the most vulnerable people on Leicester
Strategic Commissioning Strategy 2015-2019		Leicester City Council	A 5 year vision and a framework for the future commissioning of that deliver quality and value for money, safeguard users from abuse; and prevent, postpone and minimise the need for formal care and support through commissioning a system that promotes independence and well-being
Adult Social Care Market Position Statement 2018 - 2020		Leicester City Council	Information for providers (organisations that may wish to provide adult social care services in future), setting out priorities, information about current and future needs, and plans for future commissioning
Adult Social Care Local Account 2015-2016 (latest available)		Leicester City Council	Annual statement showing how Leicester City's Adult Social Care services have performed over 12 months, and sets out future plans
Adult Social Care Independent Living and Extra Care Commissioning Strategy 2013		Leicester City Council	Provides an overview of the state of the current market for independent living, and the level of need
Joint Mental Health Commissioning Strategy For Leicester City April 2015 – March 2019		Leicester City Council/Leicester CCG	Sets out information about the needs of people with mental health problems and plans for commissioning services to meet those needs
Joint Learning Disabilities Commissioning Strategy for Leicester City 2015-2019		Leicester City Council/Leicester CCG	Produced jointly with Leicester City Clinical Commissioning Group (CCG). Sets out information about the needs of people with learning disabilities and plans for commissioning services to meet those needs
Leicester, Leicestershire and Rutland Autism Strategy 2014 - 2019		Leicester City Council/Leicester, Leicestershire and Rutland CCGs	The needs of people with autism and the plans for commissioning services to meet these needs
The Joint Health, Social Care and Education Transitions Strategy 2019 - 2022		Leicester City Council/Leicester CCG	Jointly produced with Leicester CCG, this sets out an approach for improving the support offered to young people with additional needs as they move into adulthood
Joint Carers Strategy (2018 – 2021); recognising, valuing and supporting carers in Leicester, Leicestershire and Rutland		Leicester City Council/Leicester, Leicestershire and Rutland CCGs	Strategy supported by a range of adult social care bodies to deliver a local vision of carers

Document	Date (Latest Version)	Prepared For/By	Summary of content
D: Public Health			
Health and Wellbeing Strategy and Action Plan 2019 - 2024		Leicester City Council	Call to actions to tackle the origins of ill health in the City
E: Flood Risk Assessment			
Leicester City Council Level 2 Strategic Flood Risk Assessment Final Report	February 2012	URS for the City Council	Assesses the flood risk associated with the then Core Strategy
Leicester City Council Surface Water Management Plan	May 2012	URS for the City Council	As above, for surface water
Leicester Future Flood Risk Study	2017	Riverscape Environmental Consultancy with Arcadis	A new flood risk management strategy designed to help manage future flood risks in Leicester and improve the city[1]s natural river environment
F: Utilities – Water and Sewerage			
PR19 (Price Review Mechanism)	September 2018	Severn Trent	Planning for water and sewerage services for the future, including headline targets and investment
Serving Our Communities: Seven Trent Business Plan 2020 - 25	September 2018	Severn Trent	Sets out the company's investment plans for the Asset Management Period 2020 – 2025 (AMP7)
Final Price Control Determination 2015 – 2020 for Severn Trent	March 2014	Ofwat	Determines financial controls and performance requirements for each water company over AMP6 (2015 – 2020)
G: Utilities - Electricity			
Long Term Development Studies for the East Midlands	November 2017	Western Power Distribution	Statement providing an overview on the 132kV, 66kV and 33kV systems and the associated transforming mechanisms
Leicester & Leicestershire Utilities Infrastructure Capacity Study	November 2017	SGP Partners	The identification of the likely strategic utilities infrastructure requirements needed to support immediate term growth to 2031 and longer term growth to 2050
Energy Infrastructure Strategy	November 2018	Leicester and Leicestershire Local Enterprise Partnership	An energy strategy responding the National Industrial Strategy around the opportunities for clean growth
H: Utilities - Gas			
Long Term Development Plan	October 2018	Cadent Gas	A strategy for meeting future demand, including innovation and measures to meet long term carbon reduction
I: Utilities - Broadband			
Superfast Broadband presentation	June 2018	Superfast Leicestershire	A summary of progress made since the Leicestershire Broadband Plan 2012 and future actions/challenges

Document	Date (Latest Version)	Prepared For/By	Summary of content
J: Social Infrastructure			
Leicester Greenspace Strategy 2009 - 2015		Leicester City Council	Research into the existing quantity and quality of green spaces across the city with proposals for how our they can be improved to be safer, cleaner, and more sustainable places
Leicester Green Infrastructure Study 2015 - 2025		Leicester City Council/Natural England	Sets strategic vision for the City's green sites and the ways in which they can be created, managed and maintained> Has 4 key priorities, linked to other City objectives including economic growth, greenspace, transport, flood storage and climate change
Leicester City Council Playing Pitch Strategy Assessment Report	May 2017	Neil Allen Associates for Leicester City Council	The assessment report for the Outdoor Sports Pitch Strategy for the City For each of the sports covered, it summarises the current supply and characteristics of playing pitches; current and projected demand (and the adequacy of current provision to meet demand; and issues for the Outdoor Sports Pitch Strategy to address
Leicester City Council Playing Pitch Strategy and Action Plans	June 2017	Neil Allen Associates for Leicester City Council	Includes a series of action plans and intended to act as a basis on which to consider potential sports Investment, and a vehicle for ongoing discussion between the City Council, Sport England, Sport National Governing Bodies and sports clubs through existing governance structures already in place to support the strategic planning of sport in the City. It will also help inform decision making on planning Applications
Open Space, Sport and Recreation Study	2017	Leicester City Council	A study that provides evidence of publicly accessible open space in Leicester setting the city in the context of open space provision in the county. It also asks questions about open space provision and the requirements going forwards
Green Wedge Review July 2017	July 2017	Leicester City Council	Examines the City's 1 Green Wedges to determine their relative "strength" and provide evidence for the emerging Local Plan
Active Leicester Sport & Physical Activity 2017 - 2022	2018	Leicester City Council	Aims to increase activity levels for an additional 20,000 residents, identifies the needs associated with an increased population and the promotion of healthy lifestyles – especially for children and young people – through a high quality, efficient and accessible network of sport and leisure facilities
Healthy Weight for Children, Young People and Families 2018 – 2023		Leicester City Council	Seeks to create an environment where a healthy choice is the easy choice for all children, and where being physically active is built into how children play and learn lifelong habits

Document	Date (Latest Version)	Prepared For/By	Summary of content
J: Social Infrastructure (Continued)			
National curriculum in England (National Adopted Policy) Swimming and water safety (October 2018)			All schools to provide swimming instruction either in key stage 1 or key stage 2 to ensure pupils can swim competently, confidently and proficiently over a distance of at least 25 metres as part of a drive to ensure all children can swim by end of primary school
Leicester City and Leicestershire Gypsy, Traveller and Travelling Showpeople Accommodation Assessment	May 2017	Opinion Research Associates for Leicester and Leicestershire authorities (except Hinckley & Bosworth)	Current and future pitch provision
GTAA update	September 2019	As above	Partial update of the 2017 Study
K: Emergency Services			
East Midlands Ambulance Service Quality Improvement Plan	July 2016	East Midlands Ambulance Service NHS Trust	How the Trust will seek to improve the services it provides, including weaknesses identified by the Care Quality Commission
Force Management Statement 2018 - 2019	2019	Leicestershire Police	An annual statement by the Chief Constable of the financial resources of the force, the demand for service on the force, and a statement of the assets which the force has to meet that demand.
Police and Crime Plan 2017-2021	2017	Police and Crime Commissioner For Leicester, Leicestershire and Rutland	A plan with the aim of ensuring effective policing across Leicester, Leicestershire and Rutland, through reductions in offending/reoffending; victim/witness support; safer neighbourhoods and communities; protecting vulnerable people; and crime prevention
Corporate and Integrated Risk Management Plan (IRMP) 2018 - 2021	2018	Leicester, Leicestershire and Rutland Fire and Rescue Service	Latest service plan

Appendix 1 b

Transport Infrastructure Assessment 2020 to 2036

Edwards & Edwards Consultancy Ltd

4 Ascot Drive

Coalville

Leicestershire

LE67 4DF

DOCUMENT CONTROL

Project: 1507 Transport Infrastructure Assessment

Client: Leicester City Council
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1 Introduction

1.1.1 In 2008/2009 Roger Tym & Partners, with specialist transport input from URS, produced a Growth Infrastructure Assessment (GIA) for the Leicester and Leicestershire Housing Market Area (HMA), covering the whole city and county area in the period up to 2026. Transport formed one chapter of that GIA and considered infrastructure requirements to support growth, costs and funding, and provided some "critical friend" advice on the issues surrounding growth and transport demand.

1.1.2 In 2019 Edwards & Edwards Consultancy Ltd (EAE Consultancy), a highway and transportation consultancy, were commissioned by Leicester City Council to work with their officers to provide an initial strategic assessment of the likely transport infrastructure required to support the City Council's evolving new Local Plan. The commission included a review of the progress made since 2009 in delivering infrastructure to support the current adopted Local Plan and a review of existing evidence, studies and other technical information produced for Leicester City Council, joint commissions with adjoining local authorities, other commissions from other adjoining local authority and any relevant works by others such as land promoters / developers. This information was made available to EAE Consultancy by the City Council

1.1.3 Following EAE Consultancy's identification, and review by Leicester City Council, as to the likely transport infrastructure required to support the evolving Local Plan it is understood that this transport infrastructure requirement will now be taken forward to be modelled, along with the identified future growth, using the Leicester & Leicestershire Integrated Transport Model (LLITM). The results of this process will then be scrutinised by the City Council as part of the process of updating the evidence base.

1.1.4 This new Transport Infrastructure Assessment (TIA) builds upon previous transport work to produce a TIA that extends the time horizon to 2036 and updates the infrastructure requirements to support the planned growth.

1.1.5 This TIA covers:

- Delivery to date against the 2009 GIA Infrastructure List
- Addressing the transport challenges identified in the 2009 GIA
- Duty to Co-operate
- How much, when and where: housing and employment growth within the city
- Transport Modelling: What insight has been gained?
- The Transport Challenges in 2020
- The 2020 Policy Direction
- Key horizon years
- Can the growth of the City be supported?
- The Leicester City Vision
- What infrastructure is proposed
- What are the funding mechanisms?

1.1.6 Since 2009 the City Council, in conjunction with the neighbouring authorities, have continued to develop evidence which has led to the updated infrastructure list provided in

this TIA. A new comprehensive strategic transport model[1], covering Leicester and Leicestershire, has been developed and has been used in several transport studies supporting Local Plans and the Strategic Growth Plan (for Leicester and Leicestershire). The development of transport evidence is a continuous process and work will continue in developing and assessing this evidence. Further transport modelling, using the latest Leicester and Leicestershire Integrated Transport Model, is scheduled to begin following consultation on the draft local plan to evaluate the schemes proposed on the infrastructure list based upon the most recent expectations of growth within the City and the surrounding districts.

1.1.7 The TIA assessment addresses two time periods up to 2031 and 2031 to 2036.

1.1.8 Up to 2031 the City Council has a well-developed transport strategy that is aligned to planned growth, LLEP priorities and Government Objectives. This is articulated through Leicester's Local Transport Plan 2011 to 2026, Leicester: Great City Economic Action Plan (2016 to 2020) and particularly Theme 2 therein "Connecting Leicester" and currently the "Connected Leicester – Hubs and Spokes Plan" being developed through the Department for Transport Transforming Cities funding opportunity. The Connected Leicester – Hubs and Spokes Plan continues the Connecting Leicester initiatives, improvements to radial bus routes, supporting the Rail Station redevelopment and improving connectivity and accessibility to developments within the City including Waterside, Abbey Meadows and Ashton Green.

1.1.9 The transport strategy to 2031 and beyond is articulated in the emerging Leicester and Leicestershire Strategic Transport Priorities 2020 to 2050 and the emerging Leicester's Local Transport Plan.

1.1.10 For beyond 2031 the (non-statutory) Strategic Growth Plan (SGP) has set out a trajectory for growth up to 2050. In this period the strategy will involve significant changes to the spatial distribution of development and is dependent on significant transport investment including an Expressway to the South and East of Leicester linking the M69 to the south and the A46 in the north.

1.1.11 In highways assessments undertaken to date to support the SGP it has been assumed that this Expressway will not be delivered prior to 2031. Thus, up to 2031 the impacts of growth within the City and neighbouring districts will need to be mitigated and supported without the improved accessibility and capacity that the new Expressway could offer.

1.1.12 The emerging Leicester's Local Transport Plan will set out a transport strategy in Leicester in line for the time period for the emerging local plan. It aims to bring together the key wider objectives and challenges from other policy documents and to demonstrate how future transport policies and programmes contribute to achieving those objectives and resolving those challenges. It follows on from, LTP3, which covers the period from 2011-2026 and continues the theme of an integrated and sustainable strategy focussed on improving connectivity to and within the city giving a real choice of sustainable transport modes and looking to manage the demand for use of the private motor car. However, a new plan is needed because the situation has changed markedly in recent years. Firstly, there is an intention to build on the Transforming Cities ideas to make sure there are

[1] Now updated and revised, and renamed the Pan Regional Transport Model (PRTM)

comprehensive improvements across the whole city, and also that they continue long-term, remaining in excellent condition. Secondly, it has been decided to further investigate the potential of locally-based revenue streams such as workplace parking levy.

1.1.13 Specifically, the new LTP4 will investigate measures which will build upon the public and active travel projects such as:

- providing a fast and frequent bus service, supported by integrated ticketing, improved interchanges, improved reliability, promotion and information provision.
- Continued programme of walking and cycling schemes to improve connectivity and accessibility to and within the city and between transport modes
- To influence the way that people travel by encouraging alternatives to the car using pricing, incentives and technology
- Expanding the Transforming Cities programme
- To improve efficiency and sustainability of existing road network, using technology giving priority to buses, walking and cycling,
- Creating a comprehensive 'Hub and Spoke' plan to become a valued and effective mass transit option, enabling people from both new and existing areas of the city to quickly and easily access the facilities that they need in the city centre, as well as those in the outer areas.

1.1.14 This approach is thought to be a realistic and deliverable plan for continuing and extending the TCF programme throughout the following years, whether or not other funding opportunities arise during that time.

1.1.15 The City Council has been successful in securing Department for Transport Transforming Cities funding for 2019 and has submitted a Transforming Cities Funding Phase 2 (2020 to 2023) programme to seek further funding which will help the Council accelerate the delivery of transport infrastructure to support growth.

2 Delivery to date against the 2009 Growth Infrastructure Assessment.

2.1.1 Ten years after undertaking the 2009 Growth Infrastructure Assessment (transport chapter) Leicester City Council has made good progress in delivering on the schemes identified as required to support growth within the City (Table 1).

Table 1: GIA (2009) Infrastructure list and Additional Schemes Delivered since 2009

Local Authority	Description	Infrastructure Item	Cost	Status
Leicester City	Rail	RAIL STATION IMPROVEMENTS	£20.0m	Partially Delivered
Leicester City	All modes	CONGESTION (Quality Bus Corridors, junction improvements, ATC etc. to 2026)	£60.0m	Partially Delivered

Local Authority	Description	Infrastructure Item	Cost	Status
Leicester City	all modes	ASHTON GREEN (Infrastructure to support 3,500 dwellings)	TBC	P&R delivered. Beaumont Leys P&R being introduced and associated cycle infrastructure.
Leicester City	Bus	NEW BUS STATION	£67.0m	Haymarket Bus Station delivered
Leicester City	Bus	PARK-AND-RIDE (Enderby)	£8.8m	Delivered
Leicester City	Bus	PARK-AND-RIDE (St. Nicholas Place)	£2.0m	Delivered
Leicester City	Bus	A47 HUMBERSTONE ROAD QUALITY BUS CORRIDOR	£3.7m	Partially Delivered
Leicester City	Bus	A426 AYLESTONE ROAD QUALITY BUS CORRIDOR	£2.7m	Delivered
Leicester City	Bus	A50 QUALITY BUS CORRIDOR	£1.2m	Partially Delivered
Leicester City	Walk/Cycle	CITY CENTRE IMPROVEMENTS	£55.0m	Connecting Leicester Delivered and ongoing
Leicester City	Walk/Cycle	IMPROVED CROSSINGS OF INNER RING ROAD	£30.0m	Delivered
Leicester City	Walk/Cycle	PUBLIC REALM	£5.0m	Connecting Leicester Delivered and ongoing
Leicester City	Walk/Cycle	FILL IN SUBWAY PLUS NEW PEDESTRIAN/CYCLE CROSSING (NBQ2)	£2.0m	Delivered
Leicester City	Walk/Cycle	RIVER FOOTBRIDGE/CYCLEWAY (Abbey Meadows)	£1.5m	Delivered
Leicester City	Walk/Cycle	CANAL FOOTBRIDGE/CYCLEWAY (Abbey Meadows)	£1.0m	Delivered
Leicester City	Cycle/Road	LINK ROAD AND RIVER BRIDGE (Waterside)	£15.0m	Alternative access provisions made
Leicester City	Cycle/Road	SANVEY GATE JUNCTION IMPROVEMENTS (Waterside)	£4.5m	Delivered
Leicester City	Cycle/Road	CANAL BRIDGE (Abbey Meadows – BUSM)	£5.5m	Delivered
Leicester City	Cycle/Road	FRIDAY STREET IMPROVEMENTS (St. Johns)	£3.0m	Development stalled
Leicester City	Cycle/Road	GRANBY STREET IMPROVEMENTS (NBQ2)	£1.7m	Delivered

Local Authority	Description	Infrastructure Item	Cost	Status
Leicester City	walk/cycle	SMARTER CHOICES	£0.6m	Delivered
Leicester City	bus/walk/ cycle	CHARLES STREET IMPROVEMENTS (NBQ2)	£1.0m	Delivery subject to TCF2 proposals
Leicester City	Road	SWAIN STREET JUNCTION IMPROVEMENTS (NBQ2)	£4.0m	Delivery subject to TCF2 proposals
Leicester City	road	MELTON ROAD / TROON WAY JUNCTION IMPROVEMENTS	£0.5m	Delivered
Leicester City	not infrastructure	Reduce availability of car parking, to be achieved alongside PT improvements		Partially Delivered. (have removed some unauthorised car parks)
Blaby	Road	Strategic traffic link to A563 (Lubbesthorpe Way)	£8.9m	Delivered
Blaby	Road	Bus corridor to City via A563 including new bus lanes	£1.6m	Delivered
Charnwood	Road	Road link to A607 Melton Rd	£8.0m	Delivered
Harborough	Rail	Market Harborough - Midland Mainline Railway station off St Marys Road - Expansion of car parking to satisfy commuter demand	TBC	Delivered
HMA	Bus & Road	Park and Ride - Birstall	£5.5m	Delivered
HMA	Cycling, Walking	High quality walking and cycling networks to key destinations within reasonable distance (Hamilton District Centre, Thurmaston District Centre and Syston Town Centre, Watermead Country Park, local schools and employment areas)	TBC	Partially Delivered
Additional (City and County)	Road, Bus, Walk, Cycle	Leicester North West Major Transport Scheme Ph1 A50 County Hall Roundabout and New Parks Way Roundabout Improvements	£5m	Delivered
Additional (City)	Road, Bus, Walk, Cycling	Leicester North West Major Transport Scheme	£5.75m	Delivered

Local Authority	Description	Infrastructure Item	Cost	Status
		Ph2a: Anstey Lane/Blackbird Road, Ravensbridge Drive,		

2.1.2 Table 1 shows a very clear picture of strong delivery of transport schemes identified to support growth. Some of the schemes have not been delivered as the developments they are related to have not yet come forward.

3 Addressing the Transport Challenges identified in the 2009 GIA

3.1.1 The 2009 GIA transport chapter identified issues to be addressed to successfully deliver the infrastructure necessary to support local growth.

3.1.2 In the following paragraphs a commentary has been provided on the following issues, split into three themes:

- Theme 1: Issues related to Transport Planning
- Theme 2: Issues split by area and transport corridor
- Theme 3: Issues related to delivery

3.2 Issues related to Transport Planning

3.2.1 The 2009 GIA noted;

- Wider travel patterns focussed on the City need to be considered
- Cumulative impact and phasing need to be considered carefully.
- Current transport infrastructure planning work lacks precision in some areas
- Transport modelling evidence is fragmented and there are geographical gaps in transport modelling undertaken
- Transport modelling work within Leicester should be further developed
- SUE's may generate more out-migration to work than expected
- Securing transport links that are public rather than private transport based will clearly be a major factor in ensuring that SUE's advance the cause of sustainable travel

Progress since 2009

3.2.2 Leicestershire County Council with the support of Leicester City Council, have developed a multi-modal transport model for the whole of Leicester and Leicestershire. This model, known as LLITM[2] , has been used to gain an understanding of the potential transport implications of development across the HMA up to 2031. Section 6 of this report includes details of studies that have made use of the LLITM model to forecast future demands for travel. In the past year a newer version of the model (Pan Regional Transport Model) has

[2] Leicester and Leicestershire Integrated Transport Model. The 2014 based model is the current version

been released which includes future year scenarios in 5 years steps up to 2051. Following the consultation on the draft Local Plan, modelling work to assess the implications of growth to 2036 to determine the need for transport mitigation will be undertaken.

3.2.3 When commenting on the strategic road network, Highways Agency (HA) (now Highways England) stated in the 2009 GIA report, “The Highways Agency is aware of and is broadly comfortable with the implications of jobs and housing growth on “its” Part of the Network’’, further that the HA has confirmed that through its delivery partnership that it would not necessarily refuse development but would rather explain the implications. It would still however reserve that right to reject certain developments, particularly if safety was compromised.

3.2.4 Highways England is responsible for operating and maintaining the strategic road network (SRN) in England. In Leicester and Leicestershire, this is comprised of sections of the A46, A5, A50, and M1. There have been two schemes in the Principal Urban Area since 2009. The first was improvements on the A46 at the “Hobby Horse” roundabout to the north of Leicester and the second was improvements at the M1 Junction 21 (a “pinch point” scheme). Improvements at the A46/Anstey Lane junction supporting the Ashton Green development are due for completion Summer 2020.

3.3 Issues split by area and transport corridor

3.3.1 Although the 2009 GIA was written with respect to the whole HMA, the majority of the issues identified related to connectivity to/from the City along radial corridors. The broad location of these corridors and regions is shown in Figure 1. The following paragraphs highlight the issues identified for the corridors and the current position relating to delivery of solutions.

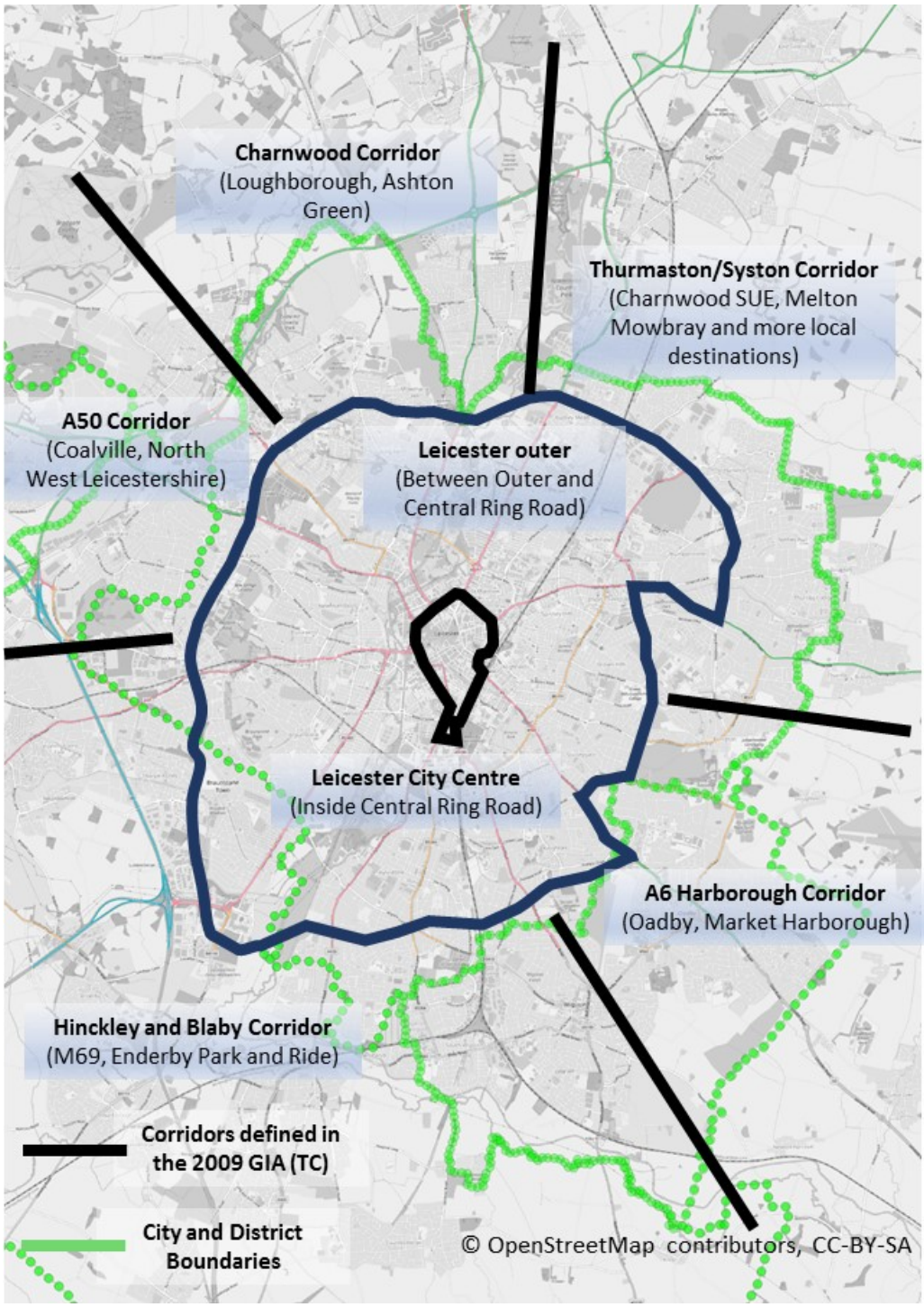

Figure 1: Corridors and Regions identified in the 2009 GIA (TC)

3.3.2 **The 2009 GIA noted that "The Charnwood Corridor (Between Loughborough and Leicester)** is strategically significant. The corridor is however already congested, and this is likely to remain. M1 improvements might increase travel demand. Birstall Park and Ride could be influential. The Birstall Park and Ride is part of a corridor solution, but an optimum location to maximise its potential and use must be decided. Ashton Green will be a major extension to the north west of the City, which could make congestion worse unless the travel impacts are mitigated".

Progress since 2009

3.3.3 The Birstall Park and Ride service was introduced in 2011. The service operates Monday to Saturday, 7am to 7pm. The service route is along the A6 and serves the National Science Space Centre on the way to the city centre. The service has significant spare capacity such that it will be able to help accommodate future trip growth in this corridor. Electric buses are to be introduced on the service during 2020/21 funded by Tranche 1 of the Department for Transport Transforming Cities Fund.

3.3.4 The Ashton Green housing development has commenced and will make a substantial contribution to the number of new homes needed in Leicester over the next 20 years. 3000 new homes are planned along with 10ha of employment land that is within five miles of Leicester city centre. Detailed design of £7.8m improvements to facilitate the increase in trips arising from the development started in 2017/18. Funding was secured from Highway England's Growth and Housing Fund for a scheme between the A46 and A563 outer ring road. Improvements are currently (2020) being made to the A46/A5630 Anstey Lane junction to support the Ashton Green development. Further highway mitigation measures include a priority signalised gate scheme along Greengate Lane (at the bridge), a traffic safety scheme, traffic calming along Ashton Green Road, highway and public transport infrastructure improvements along Beaumont Leys Lane (between A563 and Bennion Road), improvements to the Anstey Lane / Bennion Road and Anstey Lane / Krefield Way junctions. The development will be served by new walking and cycling routes and new and improved bus services.

3.3.5 **The 2009 GIA noted that "On the Thurmaston/Syston corridor**, the potential SUE near Hamilton (now the North East of Leicester SUE with permission for 4,500 houses and 13ha of employment) benefits from a range of services nearby that may help sustainable transport objectives. Traffic problems in the area are exacerbated by the presence of superstores in Thurmaston. One of the key junctions is the A46/A607 Hobbyhorse junction. An improvement scheme in 2005/06 significantly improved the capacity of this junction removing the need for grade separation at least in the medium term. There are high quality and frequent weekday daytime bus services between East Goscote and Leicester. Syston has rail services to Leicester, Nottingham and Loughborough. Enhancement of these facilities should also attract existing trips, helping to address concerns about the current traffic situation. Two key components are likely to be the need for: a) a link towards Syston to facilitate local trips; and b) a dedicated public transport link directly to the city centre.

Progress since 2009

3.3.6 The North East of Leicester SUE was approved in 2014. The substantive part of the SUE lies outside of the City within Charnwood Borough Council. A new spine road through Hamilton Park and the development linking the A563 to the A607 was approved as part of the development. Other highway improvements forming the mitigation:

- A563 Troon Way / Humberstone Lane/ Barkby Road roundabout junction pedestrian and cyclist improvements.

- Humberstone Lane / Barkbythorpe Road priority junction pedestrian and cyclist improvements
- A563 Thurmaston Lane / A6030 Victoria Road East junction improvements
- A563 Hamilton Way / Hungarton Boulevard / Maidenwell Avenue junction improvements
- Gypsy Lane / A6030 Victoria Road East junction improvements
- A6030 Victoria Road East / Tailby Avenue junction improvements

3.3.7 **The 2009 GIA noted that the A6 Harborough corridor** is a prominent corridor linking to Leicester. Primarily incorporating movements from Oadby and Wigston, but also to a lesser extent from Market Harborough. The availability of rail travel between Market Harborough and the city was noted, but it was also noted the Network Rail improvements to 'straighten the bends' would primarily benefit the longer distance travellers and not commuters between Harborough and Leicester. In 2009 a Saturday only Park and Ride service operated into Leicester from the Racecourse. The 2009 GIA noted concerns that a permanent P&R site would become a strong trip-attractor leading to additional traffic in an already congested part of the network.

Progress since 2009

3.3.8 The Market Harborough Line Speed Improvement Project is nearing completion (expected 2019/20). The benefits of the scheme will be faster trains (resulting from the line speed increase) and journey time improvement to London.

3.3.9 The Saturday only Park and Ride service was withdrawn in 2010 due to low patronage and the need to make safety improvements at the site. Safety improvements would need to be made at the site if it was again to be used for a Park and Ride service.

3.3.10 A recent study (2017/18) completed by Edwards and Edwards for Leicestershire County Council, Oadby and Wigston Borough Council, Harborough District Council investigated the cumulative effect of several different options for the location of housing on travel and transport in the East and South East sector of Leicester. The study identified that many junctions along the A6 are predicted to be stressed or severely stressed as a result of growth (of which development traffic is a relatively small proportion). At junctions between the A563 Outer Ring Road and Leicester city centre there is little opportunity for improvement. The study noted that the strategy in terms of catering for the increase in the number of predicted trips is likely to be to encourage more trips by bus through measures such as bus priority improvements, bus services improvements including vehicles, information and ticketing, demand management measures and a Park and Ride service.

3.3.11 **The 2009 GIA noted that on the Hinckley/Blaby corridor** travel demand comprises trips to and from Blaby largely within the city, together with longer distance movements to and from Hinckley. The dominant movement is between Leicester and Blaby using the A5460, which is a very busy arterial road. The Fosse Park Shopping Centre is also a very significant traffic attractor. The M69 and the M1 are in this corridor, meeting at junction 21, which is very close to Fosse Park. The M69 is used by traffic between Leicester and Hinckley (and the West Midlands and beyond). Proposals by the Highways Agency to make the M69/ M1 a free flow junction may encourage even more traffic to use the route. A Park and Ride site at Enderby was proposed. It was noted that a proposal for a new

station at Blaby would unlikely to be delivered as a commuter station between Blaby and Leicester and was not seen as a priority for Rail operators. Three schemes were proposed to support the Blaby SUE (now known as Lubbesthorpe).

Progress since 2009

3.3.12 The Meynells Gorse Park and Ride service continues to operate along the A47 corridor into Leicester, Monday to Saturday, 7am to 7pm. This service is very well used. The Enderby Park and Ride opened in 2010 operates Monday to Saturday, 7am to 7pm.

3.3.13 The A426 Quality Bus Corridor Improvement Scheme was completed in 2012/13. The scheme included introducing more lengths of bus lane and improvements at the Soar Valley Way/Lutterworth Road junction (one of the most strategic junctions on Leicester's highway network). Following completion of the scheme bus patronage has risen by some 13%.

3.3.14 The Lubbesthorpe SUE development is now being delivered. The transport assessment was completed using the Leicester and Leicestershire Integrated Transport Model (LLITM). It was recognised that the settlement containing a population forecast to be in excess of 10,000 inhabitants would generate significant highway impacts unlikely to be mitigated entirely within the confines of the existing highway boundary. The forecast routing pattern of the development includes the A563 Lubbesthorpe Way / Braunstone Way A47 Hinckley Road corridor (towards city centre), A563 New Parks Way, and A563 / A5640 area. A key issue for the city was its ability to accommodate the future patterns of movement forecast although the development is in a sustainable location in terms of access to the city and surrounding area. Developer committed mitigation in the city includes:

- Provision of a dedicated public transport service to the city centre along the A47 that will provide a viable alternative to private car use
- A563 / A47 junction improvement
- Vaughan Way / Causeway Lane junction amendment to exit radii to facilitate improved access to the A594 for public transport vehicles
- Financial contribution towards the development of Haymarket Bus Station in the city centre
- Provision of cycling infrastructure improvements
- Delivery of a robust package of travel plan measures

3.3.15 In addition to highway improvements it is important that the delivery of the development allowed for public transport penetration in tandem with bus route improvements on the surrounding highway network to encourage public transport usage from an early stage.

3.3.16 The M1 overbridge providing access from the development to the A47 into Leicester has now been delivered. The A47 Hinckley Road corridor already has several sections of bus lanes which will help encourage trips arising from the Lubbesthorpe SUE to be taken by bus.

3.3.17 The proposed Castle Acres development at Fosse Park has now been approved and is under construction. The highway mitigation has been agreed which for the City Council includes improvements to traffic signal operation at junctions in the vicinity of the

development and improved public realm in the city helping to encourage further sustainable travel choices.

3.3.18 **The 2009 GIA noted that the A50 Corridor** did not generate a substantial number of movements between Coalville and Leicester. The possibility of a park and ride site at Glenfield was noted. However, it was noted that the majority of the congestion was west of the A46. The north west of Leicester plays an important role in generating wealth as providing access routes for workers who live or work within the city centre and goods for distribution. It is important that these routes are suitable for the predicted growth and additional future traffic linked to ongoing developments in the city.

Progress since 2009

3.3.19 The Leicester North West Major Transport Project aims to improve movement and accessibility in the sector between the A50 and A6. Phase 1 of the project was completed in 2016 and involved improvement works (capacity, safety and accessibility, new cycleways) on the A50 Groby Road / Leicester Road and the A563 outer ring road (A50 County Hall roundabout, A50/New Parks Way roundabout and New Parks Way/Aikman Avenue junction). Work started (late 2018) on site on Phase 2A of the project which includes improving the Ravensbridge Drive / St. Margaret's Way (A6) junction and the Blackbird Road / Anstey Lane / Ravensbridge Drive junction. Work is now being progressed in developing schemes for Phase 3 of the project.

3.3.20 **The 2009 GIA noted that the Leicester Outer Area** (broadly between the inner and outer ring roads) comprises a large proportion of residential and employment activity in Leicester which creates a large volume of movements within the area. The area is busy with congested radials that could hamper access to the city. New development is proposed at Abbey Meadows, Waterside and the New Business Quarter.

3.3.21 At Waterside it was noted that a number of highway improvements were needed.

3.3.22 The Abbey Meadows site is further out from the centre. Again, detailed plans are in place for highway links, but cycling and walking links across the River Soar and the Grand Union Canal must be afforded top priority. Dedicated bridges will provide significant journey time-savings for users that will compare favourably with journeys made by car and public transport.

3.3.23 The New Business Quarter is heavily linked to station enhancement prospects. It also has an important role in adding a south-east focus to the city centre, as well as being a major area for regeneration. Much of the area is covered by car parking at present and the Inner Ring Road is a prominent barrier between the site and the city centre. Solutions that incorporate enhancements to the railway station and to the Inner Ring Road are essential for the successful development of the New Business Quarter. The critical locations in the transformation are recognised as being junction improvements to Swain Street and improvements to Granby Street.

3.3.24 The success of the 'Hospital Hopper' bus service was noted in relation to services that did not just serve radial movements, with the observation that key locations just outside the

city centre need to be tied in with city centre locations, like University of Leicester, De Montfort University, Leicester Royal Infirmary, Railway Station and city centre retail locations.

Progress since 2009

3.3.25 To the northwest of the city centre in Waterside there has been sustained public investment and a major council backed CPO (Compulsory Purchase Order), as a result of which around 1,000 new homes and 100,000sqft of new office space are now under contract or under construction This is out of a total estimated capacity of around 3,000-homes and 500,000sqft of office space in the whole regeneration area. Just outside the inner ring road to the west of the city centre is in its infancy in terms of regeneration and redevelopment. The Leicester North West Major Transport Scheme Phase 2A aims to help divert through traffic around the Waterside area from the A50 onto the A6. Work on this phase started in late 2018 on site improving the Ravensbridge Drive / St. Margaret's Way (A6) junction and the Blackbird Road / Anstey Lane / Ravensbridge Drive junction. Work is now being progressed in developing schemes for Phase 3 of the project. A new "super crossing" pedestrian crossing over the inner ring road connecting the Waterside area to the city centre was built in 2018.

3.3.26 The Abbey Meadows area, one mile to the north of the city centre, has seen redevelopment and regeneration has been on-going since 2009. A number of retail and business start-up developments have been built along the A6 this resulting in an increase in the number of traffic signal-controlled junctions to manage their associated traffic. The construction of two new river crossings for walking and cycling have been built to improve the connectivity between east and west communities. Plans have been submitted for further development at Leicester's Space Park to develop the former John Ellis School site off Abbey Lane. It is estimated that this could create up to 2,500 jobs (both directly and indirectly). It is anticipated that 150 businesses will be established in the first five years. It is expected that this will be completed by mid- 2020. The highway and transport network will need to be developed in this corridor to help facilitate this major redevelopment. Traffic flow along the corridor (within the outer ring road) is optimised using a SCOOT traffic management system.

3.3.27 Connecting Leicester schemes on Granby Street and a new "super crossing" from Granby Street to the rail station area were constructed in 2013/14. The London Road Cycleway Scheme has recently been completed. This scheme will improve accessibility for cyclists and pedestrians from the Mayfield roundabout to the rail station and city centre. Redevelopment of the Rail Station area including major improvements to the Rail Station and construction of a new multi storey car park is being planned. These proposals are being included in the City Council's Tranche 2 Transforming Cities Funding bid.

3.3.28 **The 2009 GIA noted that the city centre** is a hub, but with a wider strategic significance. It notes that in 2009 around 50% of the people entering the City Centre in the morning peak used public transport. However, it also noted that travel to the Highcross shopping centre was predominantly by car.

3.3.29 Public transport was widely acknowledged as a fundamental part of the city centre's infrastructure to help ensure sustainable transportation, both now and for the future

although relatively few services pass through the city centre from one side of the city to the other. Bus operations are concentrated on-street at Charles Street and in the bus stations at Haymarket and at St Margaret's. At times these were perceived as unwelcome environments that do not present a positive image of public transport. This was propagated by the congestion caused by the large number of services that layover in the city centre. The unattractiveness of this situation and the anticipated growth of bus services have brought forward the idea of a flagship bus station with around 100 stands. While this would demonstrate a commitment to public transport, there are questions on whether this will fulfil an intended role as an attractive and efficient hub to satisfy all city centre trips, as much will depend on its specific location and how it then coordinates and integrates with service provision.

3.3.30 The possibility of mass public transport using trams was being considered by the City Council. Tram Line 1 being along the A6 Oadby/and then Wigston Corridor and Line 2 on the A607 (Melton Road Corridor).

3.3.31 The GIA noted that the availability and price of car parking are key elements in managing car use with the potential for a major influence on the choice of means of transport. Car parking can absorb a large amount of development space, which decreases density and therefore can represent an inefficient use of land. Evidence based on the likely effects of different parking levels for each land use should be considered, including consideration of the relative locations of land uses and their consequent accessibility. Changes should however be based on robust evidence to ensure a sound approach that will address demand management while being sensitive to local needs and differences in accessibility. It noted that one way to increase public transport use would be to reduce the extent of city centre parking, particularly in the north of the city centre.

Progress since 2009

3.3.32 City Centre Residential dwellings increased from 6000 units in 2011 to 11,500 in 2018 (including those in construction).

3.3.33 Haymarket Bus Station development – prior to the redevelopment around 20,000 people used the bus station daily. The new flagship bus station opened in 2016, following reconstruction of the existing bus station, construction of a new concourse, bus apron and eight extra bus stands. The number of bus stops on-street (Charles Street) have been reduced. Redevelopment of the bus station has improved the public realm and transformed the area into an attractive gateway into the city centre. Making these improvements has helped to ease bus congestion and bus queuing and help to bring bus services up to the level required to meet current demands.

3.3.34 Key developments in improving bus services since 2009 has been the introduction of real time information displays at key locations and on-street on many services and the introduction of smart ticketing. Both initiatives continue to be developed and rolled out.

3.3.35 Bus gate enforcement has been and continues to be implemented on key routes in the city centre to help improve bus journey times and bus journey time reliability. This in turn is helping to improve bus services to and from the city centre and within the city centre and is complementing the radial routes improvement schemes. One such large bus corridor improvement scheme was the jointly (City and County Councils) Better Bus Area

funded (with match funding) A426 Aylestone Road Quality Bus Corridor Scheme. This scheme included new and improved bus lanes, junction improvements and new bus stop facilities including real time information signage.

3.3.36 The Connecting Leicester programme is transforming the city centre public realm to provide safe and convenient routes for pedestrians and cyclists to connect origin and destinations within and to and from the city centre. The programme also facilitates improvements to public transport. It has included the re-design of Humberstone Gate East, the introduction of bus gate enforcement on Charles Street, Causeway Lane, Abbey Street and Belvoir Street. In 2014 the Belgrave Flyover was removed to improve connections between the Golden Mile and the city centre and to create a more attractive area / gateway for cyclists, pedestrians and other road users.

3.3.37 The Connecting Leicester programme is now into its second phase. A key scheme is the Mansfield Street Link Road and Improvement Scheme. The aim of the scheme is to improve bus reliability and reduce journey times for buses leaving the city centre by providing a new link road between Belgrave Gate and Mansfield Street. The new link road will provide a much quicker route out of the city centre for buses leaving the Haymarket Bus Station and will also provide a new pedestrian route between the two bus stations (Haymarket and St Margaret's).

3.3.38 Car parking on-street in the city centre has been improved through clearer parking areas and a much-simplified pricing structure. The Council owned Newarke Street multi storey car park has been refurbished and a new ANPR system recently (early 2019) introduced. Influencing the amount and price of public car parking space available in the city centre continues to be a challenge as much of it is owned by the private sector.

3.3.39 Planning Policy through the NPPF (National Planning Policy Framework) and its associated PPG (Planning Policy Guidance) requires local planning authorities to have a pragmatic market led approach to provision of car parking in town centres and to allow for the efficient use of land, allowing land owners to use their spare car parking capacity to support city centre uses. This leads to difficulties in controlling the number and location of surface level car parks in the City Centre.

3.4 Issues related to delivery.

3.4.1 The 2009 GIA (Figure 2) noted several areas that would assist in the successful delivery of transport infrastructure.

Chief amongst delivery considerations is the need to work strategically, and in a coordinated manner, with stakeholders. Clear implementation and delivery targets must be set and accord with policy, and scheme progress and delivery will need to be monitored. More detailed transport assessment will be necessary.

It is essential to assess the traffic impact of the potential development locations in more detail once the public consultation feedback has steered the draft core strategies. The County and City Councils have recently commissioned a County transport model to predict future base traffic flows on all strategic and other relevant routes throughout the County and City. This should provide the foundation for testing various options of strategic development locations to predict the cumulative traffic impact of development on the highway network.

It is necessary to establish in more detail when particular enabling infrastructure is required, what impacts and requirements it will address (for example the predicted shift from car to public transport to minimise congestion) and the mechanisms required to support and fund it.

It will be important for the framework to maintain a 'holding list' where scheme funding is being developed. This should be reviewed each year as part of the Annual Monitoring Review (AMR) and thereby enable projects and schemes to be tracked for both funding and deliverability. Desired modal shift targets would also be helpful. One way of achieving the desired modal shift will be "Smart Choices" work: costs here should not be ignored. Finally, there is a need to establish priorities.

Figure 2: Extract from the Transport Chapter of the 2009 Growth Infrastructure Assessment

3.4.2 Since 2009 the City Council has successfully delivered infrastructure that was identified on this list. It has also delivered infrastructure to support complementary policies such as health, air quality and carbon reductions. Through this process many of the suggestions from the 2009 document have been adopted.

3.4.3 The City and County Council have a strong track record of partnership working in a co-ordinated manner to develop and deliver strategies. This has led to the delivery of Park and Ride, Major Transport Schemes, bus corridor schemes, Real Time Bus Information and Smart Ticketing (Bus) as well as strategies and plans such as the Leicester and Leicestershire Rail Strategy, the emerging Strategic Transport Priorities document and the Strategic Growth Plan. The credibility of the partnership working is also recognised by wider organisations, including the Department for Transport, Midlands Connect, the Leicester and Leicestershire Local Enterprise Partnership, the Strategic Planning Group (SPG) and the Leicester, Leicestershire and Rutland Road Safety Partnership.

3.4.4 Leicester City Council has specifically worked with the County Council and neighbouring local planning authorities to undertake studies (including those using the Leicester and Leicestershire Integrated Transport Model) that assess the transport impact of growth in and around the City.

3.4.5 At Waterside a Transport Mitigation Assessment was produced to direct the Developers and Highways Development Control of the Transport Mitigation needs of development within this area.

3.4.6 The predictability of a steady stream of significant funding for transport infrastructure has and continues to be a significant issue for Local Authorities. However, the City Council has a strong track recording in bidding for and a securing a range of capital and revenue funds to invest in transport infrastructure and services.

3.4.7 The introduction and operation of the City Council's Network Management Plan has provided the basis for managing the local road network to keeping traffic moving whilst delivering large infrastructure schemes on key links in the network.

3.4.8 To support the City's infrastructure (capital programme) the revenue funded Behavioural Change programme (Smarter Choices) has been an important element that has complemented the delivery of new infrastructure. This has been actively promoted since 2011 with around £6m invested in activities to promote behavioural change to date. A further £1.4m has been committed up to 2020 with funds from sources such as LSTF, Access Fund, British Cycling Partnership, the Joint Air Quality Unit, developer contributions and the Parking Improvement Action Plan.

4 Duty to Cooperate

4.1.1 It is recognised that there will be impact from the city's development onto Leicestershire County Council's highway network in just the same way as development planned in adjacent districts will also impact upon the City Council's networks. Leicester City Council is required by the NPPF to work with neighbouring authorities on strategic matters that cross administrative boundaries (paragraph 24, NPPF). Therefore, the council have already commenced, and will continue to meet with the relevant planning authorities and Leicestershire County Council, to ensure that the priorities are properly co-ordinated and reflected in each Local Plans. The council will be discussing emerging development options, the possible impact on the highway networks and the potential for joint working to assess the transport impacts and potential mitigation. This work will need to be informed by:

- the scale and agreed distribution of any city housing needs which are agreed to be met by adjacent authorities
- anticipated traffic impacts and associated mitigation plans for emerging development proposals in the County area
- the work being taken forward by the two highway authorities in respect of the planned Strategic Transport Priorities document, Transforming Cities Fund bids and new Local Transport Plans together with Midlands Connect programme progression
- agreed timescales and trajectories in respect of both development delivery and the likely implementation of relevant Infrastructure

4.1.2 Following full transport modelling of the emerging Local Plan proposals with the above transport matters, the City Council intends to seek formal agreement as part of the 'Statement of Common Ground' process with all relevant parties which will support the submission of the Local Plan to the Government for scrutiny and approval.'

5 How Much, When and Where: Housing and Employment Growth within the City

5.1 Housing Growth

5.1.1 The planning authority has provided provisional figures related to the quanta and phasing of housing development. This is shown in Table 2 with the sectors shown in Figure 3.

Table 2: Provisional Figures of estimated housing growth by sector of the City

Sector of Leicester City	Committed	5years 2020-2024	5years 2025-2029	7 years 2030-2036	Total	Proportion
Centre	7,716	722	2,179	2,138	12,755	56%
NE	290	-	121	245	656	3%
SE	-	-	75	162	237	1%
S	200	17	31	193	441	2%
W	95	-	-	215	310	1%
NW	3,423	-	44	2,315	5,782	25%
Windfall	-	750	750	1,050	2,550	11%
Total	**11,724**	**1,489**	**3,200**	**6,318**	**22,731**	**100%**
Cumulative	**11,724**	**13,213**	**16,413**	**22,731**		
17 Year Housing Requirement	29,104					
Shortfall	*17,380*	*15,891*	*12,691*	*6,373*		

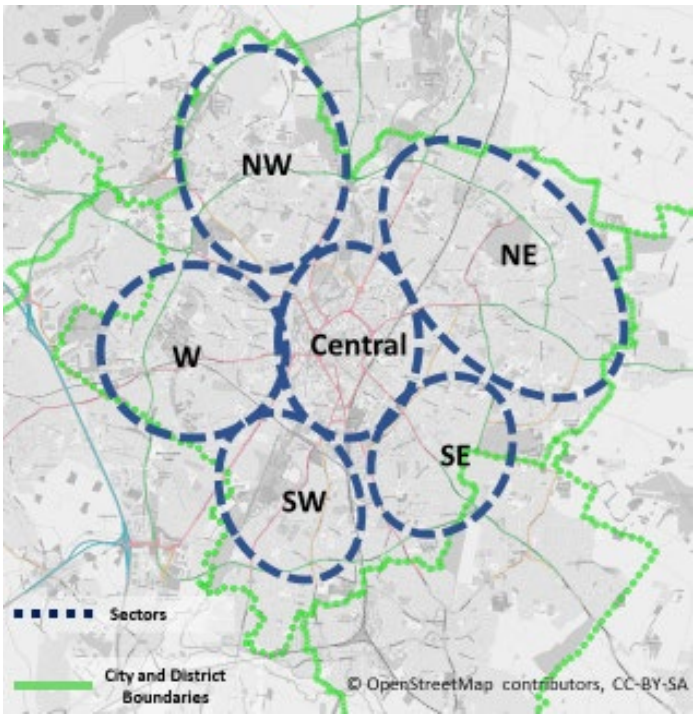

Figure 3: Leicester City split into 6 Sections

5.1.2 The proposed strategy shows a strong preference for growth within the centre and in the North West of the City. However, the growth in the city is highly constrained due to tight boundaries and the unavailability of land suitable for development which limits the options in delivering new housing.

5.1.3 Details of any shortfall in the planned delivery of housing with respect to the Objectively Assessed Need were not available during the production of this report. When undertaking the proposed modelling of the impact of the growth it will be necessary to ensure that this unmet need is included. It is therefore proposed any shortfall within the City (ie unmet need that is delivered by a neighbouring authority) will likely only occur during the latter part of the plan period where there is greater uncertainty in phasing and delivery. It is therefore proposed, for **the purposes of a transport modelling assessment only,** that any shortfall will be located on the Eastern and Southern border of Leicester[3], and it is assumed that they will be delivered in the period 2031 to 2036.

5.2 Employment Growth

5.2.1 Table 3 shows the level of employment land that is planned within the city for both the small and strategic sites

- **B1 Office space** is planned to grow, mainly within the City Centre and to a lesser extent, within the strategic sites located on the periphery of the City, (ie as ancillary to other industrial development).
- **B2 industrial land** is expected to see some decline, as the remaining sites within the City Centre (and former Strategic Regeneration Area) are regenerated (leading to a reduction in industrial uses as housing and office employment take their place). However, given the one-off nature for each area, of this major regeneration, the future trends are not expected to replicate the level of loss experienced to date. The strategic sites will again increase the provision of industrial land.
- **B8 warehouse land** will decline in the City Centre, however the strategic sites will provide potential for significant additional space and the net level of floorspace will expand. It is noted that this is only intended to provide for local warehousing needs. All Strategic sized Warehousing (over 90,000sqm in size), which is the main source of demand in the HMA, is expected to be provided outside the City's boundaries.
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Table 3: Changes in the provision of employment land

Site ref	Address	Size (ha)
New strategic employment sites		
Site 702	Western Park Golf Course	20.5 ha
Site 464	Beaumont Park	8.8 ha
Site 579	East of Ashton Green	4.9 ha
Small sites		
Site 687	Eastern part of Thurcaston Road/Hadrian Road open space	2.7ha
Site 1040	Mountain Road (existing 2006 CLLP Employment Proposal)	2.1 ha
Existing Ashton Green consent		
n/a	East of Samworth's Bradgate Bakery	5ha
Total		**44 ha**

[3] Reflecting the proposed directions of growth in the Strategic Growth Plan

5.2.2 Table 4 shows the potential impact on jobs highlighting the large net increase[4] in office jobs. Although a low or negative jobs growth in manufacturing is forecast, this, is not expected to be translated in the real world into declines in floorspace, as severely as those shown in Table 4, as owners tend to retain landholdings; and use for alternatives, such as storage, or subletting.

Table 4: Estimate change in jobs

	Floorspace (total m2)	jobs/sqm	Jobs
B1 Office	133,007	0.085	11,306
B2 Industry	-26,076	0.038	-991
B8 Warehousing	113,903	0.010	1,139
			11,454

5.2.3 There are two major implications from this pattern of employment

- The concentration of office jobs mainly in the centre, (plus some in the non-strategic locations), will mean that traditional measures to encourage sustainable travel on the corridors will remain appropriate.
- The increase in employment on the strategic sites on the periphery of the city will however lead to a change in travel patterns in these areas and potentially result in greater orbital movements, or movements that bypass, or travel through, the city centre. Measures to support out of town travel hubs (eg Park and Ride at Beaumont Leys) or higher quality orbital bus movements linked to smart ticketing that allows easier transfer between bus services will become more critical.

5.2.4 Strategic transport assessments on the strategic development sites are currently underway with results expected in early 2020. These studies will highlight the potential impact of each of the individual sites and potential local mitigation.

5.2.5 Transport modelling will also be required to determine the cumulative impact of these developments.

6 Transport Modelling: What insight has been gained?

6.1.1 The 2009 GIA highlighted the issues with the lack of evidence to support decision making. It highlighted the need for a transport model and by implication, transport studies to help plan for transport that would support and mitigate the impacts of development. Since then the City Council has worked extensively with Leicestershire County Council to rectify this, and to ensure that the City Council makes the most appropriate use of transport models and evidence.

6.1.2 The development of a transport evidence base is a continuous process. The following summary provides an overview of the steps that have been undertaken and the insights that have been gained as modelling work has been undertaken.

6.1.3 In 2010 a study using the PTOLEMY[5] land use and transport model was used to look at:

[4] Based upon Homes and Community Agency Employment Density Guide 2015
[5] Impact of Housing Growth in the Leicester Principal Urban Area compendium report. WSP, WYG, ACS Associates, July 2010

- issues within Leicester City relating to travel patterns, modal share and congestion that arise from the proposed housing growth under a 'Most Likely' transport intervention scenario; and
- the impact of additional packages of mitigation measures, with an assessment (at a strategic level) of the ability of these measures to resolve the issues that they were set out to address.

6.1.4 This study included Regional Spatial Strategy planned levels of growth to 2026, which for Leicester City amounted to 1280 dwellings per annum in the City between 2016 and 2026, and reported that:

- The traffic and environmental impacts (benefits) of additional conventional interventions (park-and-ride plus additional City Centre peripheral parking constraints) are significant for the Leicester Unitary Authority relative to the 2026 Core Scenario (in which the interventions were not included)
- The impact of the test involving widespread intensive application of Smarter Choices measures (on top of further conventional measures to the bus corridors) produces a much more significant change relative to the 2026 core scenario

6.1.5 A further study by White Young Green into options for bus infrastructure improvements on radial corridors in and out of the City and provides the first evidence within the City of the benefits of behavioural change as a mechanism for increasing the use of sustainable modes.

6.1.6 Since 2011 modelling has been used to quantify the benefits to support the funding bids for several high value schemes including those in Table 5 below:

Table 5: Use of Modelling to Support Funding Bids

Year	Scheme	Description	Total Value
2011	Smarter Choices Behavioural Change programme LSTF 1 (2011 to 2015)	Supporting the successful bid to the Local Sustainable Transport Fund (LSTF)	£4.4M
2012	A426 Quality Bus Corridor	Supporting the successful bid to the Better Bus Area Fund	£5.0M
2012	Haymarket Bus Station	Supporting the successful bid to the Better Bus Area Fund	£13.75M
2015	Smarter Choices Behavioural Change programme LSTF 2	Supporting the successful bid to the Local Sustainable Transport Fund (LSTF)	£1.3M
2015	LNWMTP Phase 1	Phase 1: A50/County Hall Roundabout and A50/A563 junctions	£7.7M
2016	Smarter Choices Behavioural Change programme	Supporting the successful bid to the Access Fund	£3.2M
2017	Putney Road	Supporting the successful bid to National Productivity Investment Fund (NPIF)	£4.9M
2018	LNWMTP Phase 2	Supporting the successful bid for 2 junctions on Anstey Lane	£4.3M

6.1.7 In 2015 a study[6] by Jacobs into travel in the Leicester Principal Urban Area and a study by the Strategic Planning Group (SPG) was completed. This noted that based upon the existing patterns of growth that the transport impacts to 2031 could be mitigated. The report suggested that one of the biggest challenges was likely to be within the City where a consequence of high population growth in the centre could see increased travel including a demand for longer trips to work and services outside the centre. The main impacts noted were increased congestion on the radial and orbital corridors (primarily in the centre, north, west and south west of the City) potentially leading to the displacement of traffic onto less appropriate or desirable routes The report recommended that further work should be undertaken to confirm the extent to which the impacts of planned growth can successfully be mitigated, including as necessary through land use strategies that seek to minimise the outflow of City residents to jobs elsewhere in the HMA and through strategies to increase opportunities for non-car sustainable travel on the primary orbital and radial routes.

6.1.8 This report led to two studies being undertaken in 2016 by EAE Consultancy looking at the impact from strategic development that could occur in the North, East, South or West and the centre of the city.

6.1.9 The first study[7] looked at the multimodal accessibility to jobs and the second[8] looked at the highways impact. This found that:

- Car travel provides the access for the greatest number of jobs.
- Development to the North and West of the City benefit from good connectivity and accessibility using the existing highways infrastructure. Access to Development to the East are more difficult due to more limited orbital connectivity in that side of the City.
- Cycling could provide the greatest sustainable opportunity for accessing new developments. In particular for development in the centre of Leicester, cycling provides better accessibility due to not being restricted by routes or timetables.
- Public Transport provides good accessibility to the centre of Leicester. However, services would need to be enhanced to support new developments in the West, North and East of the city. It would also be important to ensure that providing cross city and orbital movements in order to link population, jobs, and services across the city.
- The Outer Ring Road, the A46 and the Great Central Rail may form barriers to walkers and cyclists unless appropriate interventions can be delivered.

6.1.10 The second study highlighted the potential increase in traffic on the corridors in the sector of the City in which development was delivered as well as highlighting the increased risk of less desirable routing through the existing settlements on the borders of Leicester. Development in the centre primarily impacted the central ring road and corridors to the North, West and South West of the City.

6.1.11 The City Council have also been cooperating and undertaking joint studies with the neighbouring authorities:

[6] '2015 SGP testing to 2031' and the report to the SGP board on 16 July 2015
[7] Accessibility to jobs and homes, 08 Accessibility to jobs and workers v4.pdf
[8] Highways Congestion and Potential Impacts from Possible Future Developments 11 Congestion and Development Impact 2031 v6 summary.pdf

6.1.12 **O&W, Harborough and South of Leicester[9]** . Known as the 'South East of Leicester Transport Study (SELTS)'. This study considered additional growth to the East and South of Leicester and the impact that this could have on the transport network (including within the City). The primary recommendations relating to Leicester City Highways from this study were:

- **A6 (Kibworth to Leicester Railway Station):** It is recommended that a route study is commissioned to help develop a strategy. This will ensure the A6 corridor operates as efficiently and effectively as possible and to accommodate the predicted growth in traffic generally to 2031 as well as from the developments under consideration in this study. This study should take account of, and possibly influence, the Local Highway Authorities' transport policy measures for the city centre and key radial routes, such as a city centre low emission zone and cycling "super highways", which may impact/influence traffic levels on the A6. The study could also investigate bus measures such as park and ride and express bus services, "quiet roads" cycle routes and junction improvements mitigation measures.
- **A5199:** It is recommended that consideration is given to creating a cycling expressway to help accommodate growth in traffic.
- **A6 to Gartree Road link:** The scheme would likely provide a benefit to drivers undertaking orbital movements linking the Fosse Park industrial/commercial areas and the M1 junction with the PUA area to the East of the City. The results also show that traffic from Oadby and Wigston would potentially make use of the scheme using Brabazon Road to access the A6 rather than using the B582 through New Street in Oadby. Results from the modelling exercise show that it would not be appropriate to remove the (County) highways improvement lines. Further evaluation, including with the full Eastern District Distributor Road (EDDR) concept, would be valuable in determining whether an appropriate junction on the A6 could be developed, and whether accessibility to the East of Leicester PUA could be improved

6.1.13 **Blaby: Development on Land North of the A47[10]** . This study commissioned by Blaby District Council looked at the highways impact of an additional site that would come forward and ensure the housing delivery trajectory of the district given the slow start at Lubbesthorpe. The overall level of development to 2031 would remain the same, but the study aimed to look at what additional mitigation would be required to support the full delivery of Lubbesthorpe together with this additional development. The report notes that several mitigation measures would likely be required outside of the City and proposed a number of junction improvements on the A47 inside the City, including on the A47/A563 junction.

6.1.14 **Charnwood: Local Plan Study[11]** : The purpose of this study was to investigate the impacts of high and low growth options to 2036 within the district and to test the effectiveness of various mitigation scenarios. The study included growth on the edge of the city ranging from 1,000 (option 3) to 3,900 (option 7) dwellings. For the low growth options the results showed that the impact could be mitigated without including interventions within Leicester itself. However, for the high growth scenario the modelling showed that even with mitigation on junctions within the City there could be increases in delay and congestion. Junctions at which improvements were assumed were:

[9] https://www.oadby-wigston.gov.uk/pages/new_local_plan_evidence_base
[10] https://www.blaby.gov.uk/media/2513/site-allocation-options-highways-and-transport-evidence-strategic-assessment.pdf
[11] https://www.charnwood.gov.uk/pages/transport_assessment

- Bennion Road/Beaumont Leys Lane
- A50/A563
- A50/Gynsill Lane
- Anstey Lane/Blackbird Road
- Anstey Lane/A563
- Red Hill Circle

6.1.15 Beyond 2031 the evidence regarding how transport improvements within the city can support and help mitigate the impact of planned growth is less developed than that up to 2031. The Strategic Growth Plan proposes very significant growth on the Eastern and Southern borders of the Leicester PUA for a large proportion of the HMA's need in the period 2031 to 2050. Growth on this scale to 2050 relies primarily on the delivery (at some stage) of an expressway[12] to the east of Leicester linking the A6 in the North with the M1 in the South to provide the strategic access. An initial assessment of 2036 and 2050 highlighted the potential impacts of growth with no further mitigation and the need to improve sustainable accessibility from the new development in the South and East of the PUA to the central cultural, retail, service and employment hub of Leicester City.

6.1.16 Further work is now planned to assess the impact of growth, and to test the measures proposed to mitigate the transport impacts from this growth, both from within the city, and that of the neighbouring authorities. Work will also be undertaken to review the impact of Leicester City Council's potential strategic development sites (Western Golf Course, Ashton Green Phase 3, Beaumont Park) in order to identify appropriate transport and highway mitigation.

6.1.17 In addition, we are looking at further work, including:

6.1.18 SELTS phase 3 - Both Oadby and Wigston Borough Council and Harborough District Council have recently adopted new Local Plans running to 2031, both of which propose strategic growth within or near to the southern and eastern Leicester Urban Area. Along with the City's proposed Local Plan growth, it is likely to have an impact on this area. The growth proposed through the above local plans is expected to have significant overlapping, "cross-boundary" cumulative transport impacts on the southern and eastern Leicester Urban Area. These cross-boundary impacts will need to be addressed in conjunction with planned growth in order to maintain a 'fit-for-purpose' highway network capable of supporting this growth. A "South East Leicestershire Transport Strategy" (or "SELTS") is therefore proposed, which will investigate the impact of growth identified across the area of interest and set out the evidence base for transport mitigation.

6.1.19 Further cross-boundary growth - Charnwood Borough Council are preparing their next Local Plan to 2036 and it is likely that their proposed growth will have an impact within or near to the northern and north west / north east on the highway network of the Leicester Urban Area. Blaby District Council are expected to start reviewing their current Local Plan, and again, new growth could possibly impact the southern and western Leicester Urban Area highway network. This is due to demand for key journeys on corridors towards and from Leicester city, including the orbital routes. To understand what the cross- boundary

[12] Proposed as part of the Midlands Connect initiative

impacts are, further work will need to investigate the impact of growth and ensure that planned growth can be accommodated on the highway network.

6.1.20 In summary, the modelling work to date has demonstrated that one of the biggest challenges facing the city is to ensure that the city remains an attractive place to live and work. It is thus essential that the City Centre and the key employment, retail, service and cultural destinations throughout the city remain accessible to residents of the City and residents who will live on existing and new developments just outside the city. The modelling has not identified any show-stoppers, but has highlighted the need to pursue increased levels of sustainable travel (walk, cycle and bus) to ensure that congestion, pollution and carbon emissions are minimised and that people can travel to, from and around the city. In the period upto 2031 this would likely be focused on the North, West and South West of the City and the PUA, whilst beyond 2031 the focus would likely change to align with areas of growth in the East and South of the PUA in line with the direction proposed in the SGP.

7 The Transport Challenges in 2020

7.1 Short to medium term challenges (2020 to 2031)

7.1.1 The City currently experiences congestion on the road network during the morning and evening peaks with average speeds of less than 15mph recorded on many of the primary routes. Particular areas identified include:

- the Northern and Western sections of the outer and Central Ring Roads:
- Key junctions and sections on the radial routes (primarily in the Northern, Western and Central areas of the City and the A6 London Road).

7.1.2 With an average trip length in the City of only 5km and around 25% of all car journeys under 2km, walking and cycling provides a potentially attractive choice for a large proportion of the population who either make shorter journeys or do not have access to a car[13]. The Connecting Leicester Programme has greatly enhanced the walking and cycling infrastructure within the City Centre which are linked to the National Cycle Routes network and cross the city. There is also a substantial Pedestrian Priority Zone in the city centre. Supercrossings have breached the Central Ring Road near the Rail Station and on Vaughan Way linking to Waterside. The TCF Tranche 1 schemes have provided initial infrastructure to extend the Connecting Leicester Programme and to link into Neighbourhoods outside the City Centre.

7.1.3 There is a dense urban and interurban predominantly commercial bus network in Leicester along with three subsidised park and ride services which are located close to the strategic road network. Accessibility levels to the City Centre and the vast majority of employment, health and education sites is high but congestion is a significant barrier to improving patronage. Bus services are limited in the evenings and weekends and orbital services are weak. The bus fleet is improving due to various factors including the Clean Air Zone initiatives for buses and ticketing improvements that are being delivered incrementally. The new Haymarket Bus Station performs well but the much older St Margaret's Bus

[13] car ownership levels in Leicester are low. The 2011 Census records Leicester as ranked in the bottom 10% of authorities for car ownership with only 63% of households owning a car

Station does not provide an effective and welcoming travel experience and operationally it does not function well as an integrated transport interchange.

7.1.4 North-South rail connections to London, Nottingham, Derby and Sheffield are good through the Midland Mainline services. Existing East West rail services are relatively poor. However, work though Midlands Connect has focussed on providing additional services to Birmingham and a new direct service linking Leicester to Coventry. Leicester Rail Station has received little investment in recent years compared with other comparable stations, in the East Midlands region, and last received a major overhaul in 1974. It is very poor compared with others of a similar size in terms of:

- transport integration
- passenger experience
- quality of internal station infrastructure
- quality of public realm

7.1.5 Levels of air pollution continue to exceed EU target levels in some parts of the city, albeit that the general trend across the city as a whole has seen a significant improvement over recent years. The Council has been directed by Government to achieve EU target levels in the shortest possible time and the Transforming Cities Fund (TCF) programme provides a significant opportunity to help achieve this alongside coordinated measures under discussion with the Government's Joint Air Quality Unit (JAQU).

7.1.6 Leicester City has declared a climate emergency. Central to this is the future of transport and how this can be made as sustainable as possible

7.1.7 In the period to 2031 the objective is to address these challenges and support growth which will be delivered primarily in the North, West and Centre of the City.

7.1.8 Below is a current summary on the different modes, air quality and carbon:

Road:

- Heavily trafficked ring/orbital roads exceed Rees Jeffrey's MRN benchmark of 20,000 AADT
- Poor journey time reliability affecting commuters and business productivity/investment
- Inability to increase highway capacity without adversely affecting other modes (walking, cycling, public transport) and ultimately without significant property demolition

Walking & Cycling:

- Cycling currently only 2% modal share despite 14% pa increases (2008-17)
- Initial investment in Connecting Leicester cycle links predominantly in the city centre.
- Unattractive/weak cycling links for 155,000 people within 10 minute ride of city centre employment/retail/leisure/sports/university
- Insufficient cycling links targeting major employment zones outside city centre
- Inadequate secure cycle parking provision around transport hubs and strategic locations (approximately 700 thefts pa at bus/rail hubs)

- Opportunity to deliver high quality, “Go Dutch” infrastructure and programmes and realise DfT’s “Propensity to Cycle” tool prediction of approximately 26% modal share in areas with appropriate investment.
- Opportunity to deliver infrastructure/programmes to realise LCWIP “Walkability Tool” targets (Leicester is trialling the tool)

Bus:

- Falling city patronage 28% reduction 2008-17 (7% reduction 2013-17)
- Bus patronage of 76 trips/head of population per annum (2015/16) is approximately 50% of that of the best performing comparable cities (Nottingham (149); Brighton (160))
- 13% increase in patronage on Arriva services on A426 following comprehensive corridor bus lane/priority scheme.
- Relatively compact city with over half a million people within 30 min bus journey to city centre
- User Satisfaction ratings (rated very and fairly satisfied in Autumn 18 Passenger Focus Survey)
    - Punctuality and reliability 72%, (top Authority 81%)
    - Value for Money 62%, (top authority 81%)
    - Journey time 83%, (top authority 92%)
- Recorded overall bus punctuality of 79% compared to 89% in Nottingham in 2017/8
- Congestion leading to declining punctuality, increasing journey times and operational costs
- Cost of bus travel
    - More than double rate of inflation since 2006
    - Three times rate of inflation for shorter inner-city journeys
    - Highlighted as key issue for accessing facilities for young persons aged 16+
    - 25% fare premium for interchange between operators, leading to significant financial costs to access growing number of peripheral employment sites
- Fleet wide bus emissions and investment commitments up to 2020 but no firm commitments to investment in ultra-low emission buses
- Very low bus usage to non-central employment, health and educational locations. Inefficient/unattractive interchange between bus/rail hubs and between various bus operators.
- Low quality of waiting infrastructure, particularly real time information at stops on key bus routes.
- Three underutilised park and ride sites.
- Park and ride sites only located to the North, West and South West of the conurbation. Difficult and time consuming to access from the congested north west M1/A50 corridor. No provision for the East and South East sector.
- St Margaret’s Bus Station provides poor transport hub experience/modal interchange. It is underutilised with less than a quarter of the departures of the nearby Haymarket Bus Station in 2017/18.

Rail:

- Major growth in Leicester Rail Station patronage experienced – 4.8m (2012) to 5.4m (2017)

- An additional 3.3 million rail passengers per year (61% increase) by 2045 is forecast
- Rail mode share between Leicester and Coventry is less than 1%.
- Poor station interchange with bus/cycle/taxi/pedestrian modes and poor gateway to city centre. The station suffers from a congested gateline at peak periods
- Midlands Connect strategic road and rail transport proposals aim to support long term growth
- Proposed HS2 link (classic compatible and /or shuttle) to Leicester Rail Station

Air Quality & Health:

- 80% of nitrogen dioxide in Leicester City is produced by road transport
- Three Government mandated CAZ intervention areas in Leicester
- Expected to meet or exceed targets by 2022
- High inactivity levels in Leicester- 33% (UK average 26%)

Carbon Emissions:

- Declared a Climate Change Emergency in February 2019
- Current target of halving city-wide levels of CO2 from 1990 levels by 2025
- Opportunities through Connecting Leicester to increase walking and cycling trips
- Opportunities to convert Taxi fleet to ULEV, move to electrify the bus fleet and encourage the take up of Low and Zero emission vehicles

7.2 Longer Term Challenges (beyond 2031)

7.2.1 Beyond 2031 the challenges in deciding where to locate the growth will be due to a potentially new paradigm as space available within the City for development becomes more limited and the need for housing to be located outside of the City and in the adjacent districts increases The direction of growth, as set out in the Strategic Growth Plan, is likely to come from the South and East of the City, and the period 2031 to 2036 it thus likely to be a transition period for the City (and the districts of Leicestershire).

7.2.2 Districts to the North and West of the City have historically looked to develop on the border of the City to create a Principal Urban Area (PUA) that consists of the City plus adjacent neighbourhoods. The borough of Oadby and Wigston to the South is also part of the PUA. The Strategic Growth Plan aspires to move the centre of gravity of development to the East and the South of the City following the route of the proposed A46 Expressway.

7.2.3 The main challenge will be to ensure that the City can continue to grow and flourish such that connectivity is maintained between all areas of the city, and in particular to ensure that the City Centre remains accessible in order to retain the business, retail and cultural centre of the city.

7.2.4 Development to the East and South of the City will provide particular challenges to the City as these areas are currently less well connected and accessible. It will be strategically important that essential transport infrastructure is planned in conjunction with the housing growth to ensure that people and goods can get into and out of the City from the East.

8 The 2020 Policy Direction

8.1.1 The Transport Challenges are currently addressed through guidance and direction from National policy and adopted and emerging sub-regional and local policy

8.1.2 The National Planning Policy Framework (updated 2018) and accompanying National Planning Policy Guidance (NPPG) set out the policy and guidance related to the development of a Transport Infrastructure Assessment.

8.1.3 National transport policy has focussed on encouraging more sustainable travel with the priorities to support growth, improve air quality, reduce carbon emissions and improve health and well-being.

8.1.4 Regional level policy documents developed by Midlands Engine and Midlands Connect support investment in rail connectivity and productivity growth through investment in key economic sectors.

8.1.5 At the sub-regional level the Leicester and Leicestershire Enterprise Partnership Strategic Economic Plan and emerging Local Industrial Strategy highlight investment in strategic road and rail and local sustainable transport infrastructure to support city growth. Key sectors are supported alongside Enterprise Zones. The emerging thinking also highlights the need to develop a healthy workforce

8.1.6 The City and County Councils have developed a rail strategy which underlines the need for strategic rail investment and notes the need for better integration and improvement at Leicester Rail Station. A Strategic Transport Priorities document is in development which also supports strategic proposals to improve accessibility around and connecting to Leicester.

8.1.7 The City Council has developed an Economic Action Plan that prioritises sustainable connecting transport investment, including on key growth corridors and bus pinch points. Investment in walking and cycling is strongly supported, drawing on the Cycle Action Plan. It also promotes regeneration of inner-city areas and development of land for new commercial offices, including at the rail station. The development of the Enterprise Zone and related Space Park is promoted. The need to support the vitality of the city centre through 'Connecting Leicester' transport and public realm schemes is prioritised.

8.1.8 The Leicester Local Transport Plan 4 will replace LTP 3 and is likely to build on the commitment to invest in sustainable public transport, acknowledging the challenges facing a growing city and the need to tackle unacceptable levels of congestion. The work conducted as part of the TCF programme will help inform this in so much that it focusses on the promotion of public and sustainable transport. Furthermore, work to establish a Bus Strategy/Bus Partnership is underway and will also help to take forward thinking on the emerging LTP. The council is also committed to consult on a Workplace Parking Levy and this will be seen in the context of the LTP and sustainability of the TCF programme.

8.1.9 The adopted City Development Plan identifies priority areas for development including regeneration on former industrial sites in and around the city centre and sustainable urban extensions. Providing connecting infrastructure and promoting sustainable transport options are promoted.

8.1.10 Leicester currently only exceeds the EU Air Quality objective levels for nitrogen dioxide (NO2). Particular concentrations occur where there are large volumes of traffic along major radial routes into and out of the city centre and the two ring roads. Leicester's Air Quality Action Plan (AQAP) 2015-2026 sets out the City Council's ambitions by 2026 to improve air quality to reach the EU threshold. A series of priority interventions focussed on sustainable transport and clean transport modes are intended to bring levels of pollution below EU target levels.

8.1.11 Between 2015 and 2018 the AQAP has contributed to a fall in maximum NO2 levels from 60ug/m3 to below 50ug/m3. However, this has not prevented the council being "Directed" by the Secretary of State for the Environment to meet all EU air quality objectives in the shortest possible time.

8.1.12 A series of priority interventions focussed on sustainable transport and clean transport modes are proposed to bring levels of pollution below EU target levels. The council is preparing a Local Air Quality Plan following being Directed by central Government. This will include reference to complementary measures being proposed in the TCF programme (e.g. bus priority and cycling and walking measures affecting the inner and outer ring roads) as well as carrying forward and developing schemes in the adopted AQAP, including a Clean Air Zone for buses and taxis and a transport behaviour change programme.

8.1.13 The government are currently considering adopting World Health Organisation (WHO) air quality limits on particulate matter of 2.5 microns (PM2.5) which would mean Leicester would need to monitor and implement measures to reach this target. In 2020 there will be an extensive monitoring exercise undertaken to identify in detail the challenges. These challenges when known will need appropriate measures to resolve

8.1.14 Leicester City Council and Leicestershire County Council have both declared a climate emergency. Central to this is the future of transport and how this can be made as sustainable as possible. The City Council is undertaking a Leicester's Climate Emergency Conversation until February 2020. Proposals, including sustainable transport related actions, have been outlined explaining how Leicester can be a carbon neutral and climate-adapted city, by reducing use of the private car, supporting bus travel and promoting healthier lifestyles through cycling and walking.

8.1.15 The Leicester and Leicestershire Strategic Growth Plan has been developed by the city, county and district councils to identify strategic housing and employment growth locations. The city is seen as a major growth location, with a focus on the north and west of the city to 2036 and a focus on the south and east to 2050. The plan highlights the need to provide essential transport infrastructure linking to these growth areas.

8.1.16 Greater detail of local policies is contained in Appendix A

8.1.17 This TIA proposes infrastructure that addresses the transport needs up to 2036 and will specifically address the cumulative need for transport investment.

9 Key Horizon Years

9.1.1 For strategic transport modelling, the horizon years are governed to a large extent by the forecast years that are included within the transport model. Until recently this meant that we operated in 5-year steps from 2016 to 2031. With the release of Leicester and Leicestershire Integrated Transport Model version 6 this is now extended to 2036 and 5-year steps to 2051.

9.1.2 NPPF (para 22) states that Strategic Plans should look out to a minimum 15 years following adoptions. Assuming adoption in 2021 this would be 2036. The Local Plan horizon year is 2036.

9.1.3 Most of the assessments undertaken by the Council have focussed on 2031 as this was as far into the future that the tools would allow to forecast and until recently it was the horizon year of the Local Plans of neighbouring authorities. Neighbouring authorities are now developing and adopting Local Plans extending out to 2036. The following list provides the current status of neighbouring authorities Local Plans:

- Oadby & Wigston adopted on 16 April 2019 (2036)
- Harborough adopted 30 April 2019 (2031)
- Charnwood draft Local Plan consultation document (2036)
- Hinckley and Bosworth developing options for new Local Plan (2036)
- Blaby adopted DPD February 2019 (2029)
- North West Leicestershire starting the review (currently 2031)
- Melton adopted 10 October 2018 (2036)

9.1.4 The approach with the transport assessment is to focus modelling the future but this is challenging noting the many uncertainties, not least due to the different future years in the neighbouring authorities adopted Local Plans. These uncertainties get magnified as we move beyond the period around 2029 and 2031.

9.1.5 Key Years:

- **2031**: This is the year to which the majority of the transport studies have been undertaken. 2031 is the year for which the most reliable and robust forecasting assumptions, such as population, employment and housing growth, are available.
- **2036:** There is more limited modelling that has been undertaken and there is greater uncertainty regarding the future housing strategy within the HMA, particularly as this could be the first steps into moving in the direction of the Strategic Growth Plan.
- **Beyond 2036**: This is beyond the period covered in the Local Plan. However, it is important to note that the City Council will continue to develop a transport strategy that aligns with the emerging planning policy

10 Can the Growth of the City be supported?

10.1.1 Evidence that has been presented in this TIA so far shows that growth can be supported through appropriate transport improvements and that no “show-stoppers” in transport terms have been identified.

10.1.2 The evidence does predict that congestion and delays are likely to increase but with appropriate measures the impact can be minimised.

10.1.3 Up to 2031 the evidence is very strong, and the City has a demonstratable track record of delivering the infrastructure that has been identified. Beyond 2031 there is greater uncertainty about the location of growth and the impact of the move towards greater growth in the South and East of the City as proposed in the Strategic Growth Plan.

11 The Leicester City Vision

11.1.1 In 2019 the City's vision outlined in the Transforming Cities work was to transform Central Leicestershire into Britain's most sustainable and prosperous place to live and work. To achieve this, the strategy was to address the known transport challenges identified previously and to deliver a step change in public and sustainable transport provision in the City Centre and connecting to the North West /South West sectors of the city. This is where major employment hubs are located, and large-scale housing/employment urban extensions are underway or planned. Beyond 2031 this will extend to the East and the South in-line with the ambitions of the Strategic Growth Plan

11.1.2 To deliver the strategy the city intends to focus on providing high quality public transport, cycling and walking corridors on key radial routes; fully integrated and connected city centre transport hubs; new and enhanced electric park and ride and orbital services; and making journeys easier and quicker through use of coordinated smart ticketing and quality legible travel information. Figure 4 shows this vision supporting growth up to 2031

11.1.3 Figure 5 extends this to 2036 with further emphasis on the South and East of the City.

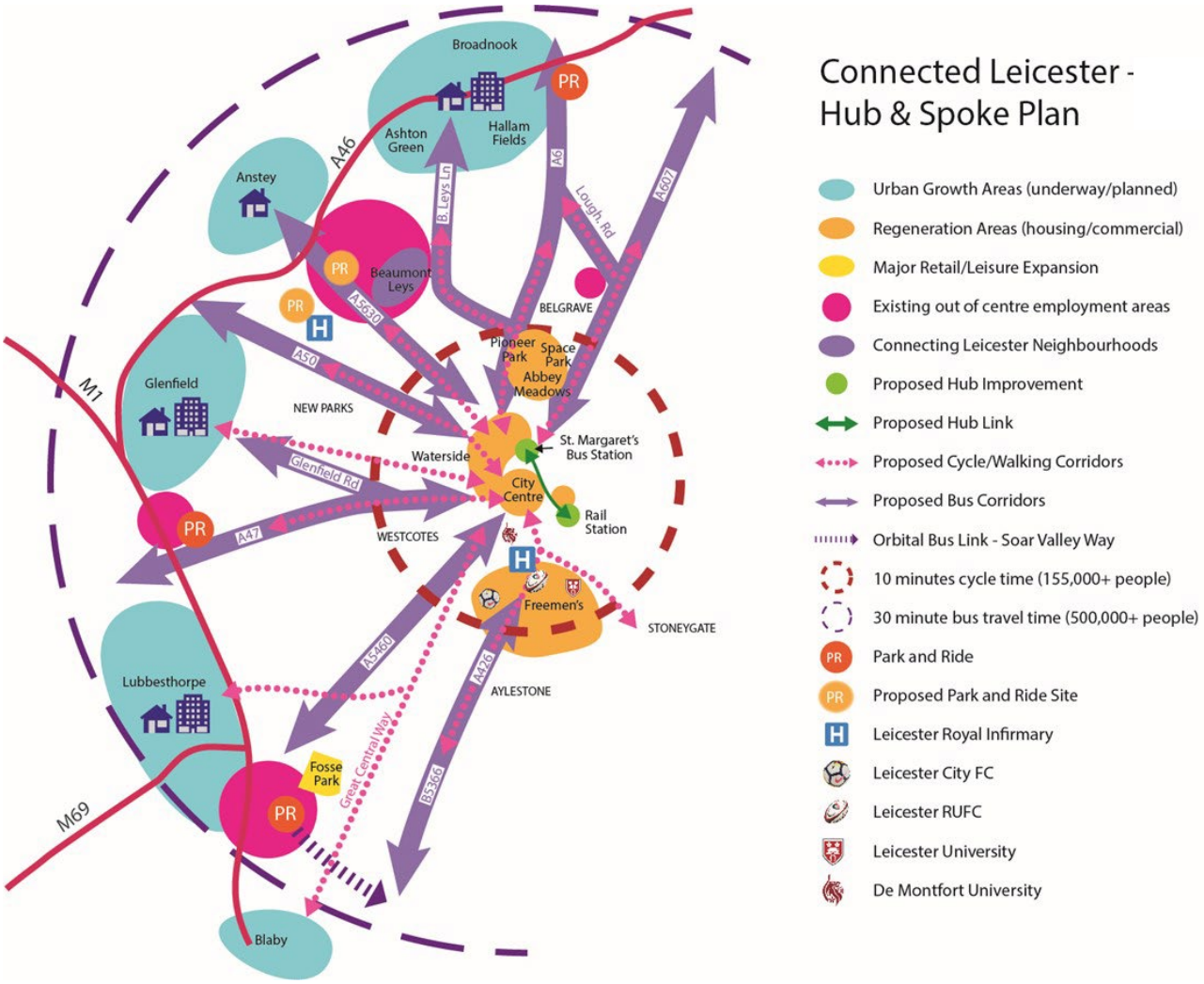

Figure 4: Hub and Spoke Plan to 2031

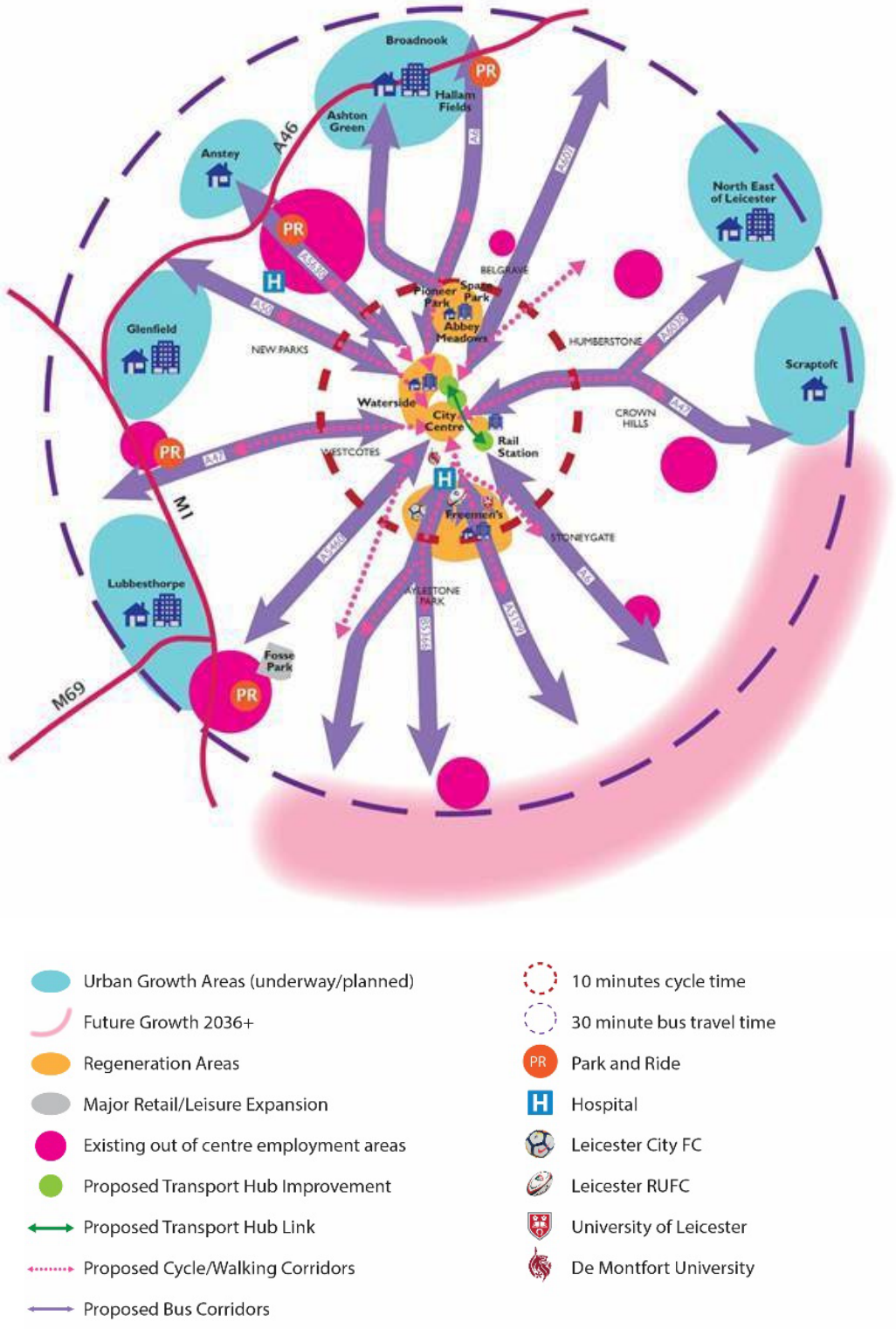

Figure 5 Hub and Spoke to 2036

11.1.4 Up to 2031 this has proposed interventions to support growth linked to four themes which forms the basis for the Council's Transforming Cities Strategy.

Theme 1 City Centre Hubs and links: Supporting connectivity to the hubs and accessibility between the hubs in the City centre in order to encourage sustainable travel into and within the City.

Theme 2: Park and Ride Hubs and Links: Providing infrastructure to reduce the need to rely on cars to access the City, and to further increase the sustainability and reduce pollution from the bus services

Theme 3: Green Growth Corridors: The theme Builds on the Connecting Leicester programme in order to provide walking and cycling infrastructure on the Corridors that link growth in the North, West and Centre of the City to jobs and services. In addition the theme aims to Provide a step change in bus services to corridors that support growth in the North, West and Centre of the City.

Theme 4: City Connectivity: The use of technology to optimise the transport network through monitoring and control, and through the use of information to deliver smart ticketing and passenger information

11.1.5 In the period 2031 to 2036 there will be a transition to include schemes to the East of the City, which would then link up with the SGP proposals of delivering growth on the East and South of the City. This will result in the continuation of the Connecting Leicester hub and spoke proposal to the corridors on the east of the City.

11.1.6 These four themes will be backed by behavioural change measures, potentially demand management such as Workplace Parking Levy, Partnership with bus operators and an emerging Urban Traffic Control policy to favour optimising conditions for transporting people rather than moving cars.

11.2 Behavioural Change Programme

11.2.1 In addition to the infrastructure (capital programme) the Council's revenue funded Behavioural Change programme has been an important element that has complemented the delivery of new infrastructure. The Council has been actively promoting this change since 2011 and have invested £6m in behavioural change to date, with a further £1.4m committed up to 2020 with funds that have successfully invested from LSTF, Access Fund, British Cycling Partnership, the Joint Air Quality Unit, developer contributions and the Parking Improvement Action Plan

11.2.2 The Council is seeking £3.5m to the behavioural change programme from the Joint Air Quality Unit up to 2023. Consequently, the behaviour change activities within the City will complement the Transforming Cities Fund capital investment across all themes and help to ensure that targets to change travel behaviour are achieved. A well-planned, targeted Behavioural Change Programme is essential if the full potential of infrastructure improvements and other measures is to be realised. Beyond 2023 alternative sources of funding will be identified including potentially through a Workplace Parking Levy should it be brought forward.

11.3 Workplace Parking Levy

11.3.1 The City Mayor has indicated his commitment to consult on a Workplace Parking Levy for introduction post 2023. This could encourage the use of sustainable modes for commuting within the city in order to reduce congestion, improve air quality and reduce greenhouse gas emissions.

11.4 Partnership with Public Transport Operators

11.4.1 The City Council is actively working with public transport partners to maximise the benefits that will accrue from the investment proposed in the Transforming Cities Fund.

11.4.2 Following consultation between the various bus operators, it has been agreed that the best approach will be to develop a formal Bus Partnership under current legislation, with clear deliverables, responsibilities and targets. A memorandum of understanding with all operators and the City Council has now been signed, outlining the scope of this proposed four-year partnership. This sets out a joint approach to achieve a 10% increase in passenger numbers on the TCF corridors over this period and a 5% increase across the core Leicester network. First and Arriva are fully supportive of the TCF bid and have indicated an in-principle commitment to match funding, confirming that around £11m in low emission buses and smartcard equipment would be brought forward to complement the interventions proposed in the bid.

11.4.3 Abellio the new operator of the East Midlands Trains franchise recognises the importance that Leicester Railway station has in delivering on their franchise commitments and have included £4.3m of improvements to the rail station as part of their letter of support for the TCF bid. Abellio are a key partner and are working closely with the City Council on the TCF project and the regeneration of the railway station in association with Network Rail.

11.5 Urban Traffic Control (UTC) Policy

11.5.1 Historically, Leicester and Leicestershire Area Traffic Control (ATC) has sought to manage traffic flows and minimise delay in the traffic network. In recent years, however, the challenge has increasingly become one of managing queues and congestion, particularly at peak times. Notwithstanding the associated air quality challenges, it is clear that the limited road space simply cannot accommodate unconstrained growth in the use of private cars. Sustainable transport modes must therefore be prioritised. This can be delivered in several ways including: reallocation of road space in favour of sustainable modes; increased traffic regulation and enforcement; parking controls; and, through smart traffic management and control systems and strategies. The latter area is most relevant to ATC.

11.5.2 The allocation of the limited road space will be influenced by wider environmental, health and economic regeneration policy objectives but ATC's primary objective remains the efficient and effective management of the network. However, going forward the emphasis will change. The control strategies will increasingly focus on maximising the number of people travelling through the network, not simply the number of vehicles. Primarily this will mean prioritising buses over cars, helping to improve the quality and reliability of public transport by maximising the speed and reliability of bus journeys. There is, however, no

"one size fits all" solution. In areas where walking and cycling are the primary focus, ATC control strategies will be tailored accordingly. In other areas, traffic control strategies may seek to improve air quality. In delivering this plan, ATC network management strategies will be developed to maximise the benefits of individual schemes, the wider network and the city as a whole.

11.5.3 Going forward, ATC will also play a pro-active and supportive role in the wider "smart cities" agenda. Working with partners, the aim is to help travellers make better-informed, healthy and reliable multi-modal transport decisions.

12 What Infrastructure is Proposed

12.1.1 A number of projects have been identified for potential implementation through the plan period and others are under active consideration. The draft Local Transport Plan, due to be published for consultation in Summer 2020, will provide more detail as options are reviewed. Table 6 outlines schemes that are currently committed and fully funded. Table 7 outlines schemes that have largely been developed as part of the Transforming Cities programme and would be expected to be delivered over the period to 2031. Table 8 indicates where we might expect the TCF programme concepts to be rolled out in the period post 2031. Table 9 provides a summary of funding likely to be required

12.1.2 A number of other transport programmes and initiatives are subject to active consideration beyond those listed. In particular the council is consulting on a Workplace Parking Levy (WPL) with the aim of introducing this in 2023. If introduced this would bring significant funding sources to implement a range of sustainable transport schemes, likely to be focussed on buses and sustainable transport more generally. The potential for mass transit solutions for the city are likely to be considered in this context. At this stage a flexible bus based approach is favoured over a fixed tram based solution based on the physical layout and street constraints in Leicester and also the cost of developing and running such a system when compared with buses. The expansion of the bus network and smart ticketing measures, developed in close cooperation with the bus operators, is expected to form part of the consideration of options for WPL.

12.1.3 The Council is also in the final stages of considering options with the Government's Joint Air Quality Unit for measures to achieve compliance with EU air quality targets in the shortest possible time. The final business case for this is expected in the Spring and currently options include the introduction of a charging zone for the city centre focussed on buses and taxis and associated support for conversion of these to low emission vehicles.

12.1.4 The Council will continue to support the introduction of low emission/electric vehicles into the city as part of its air quality plans. It is expected that this will continue to be in the form of rolling out charging infrastructure, support for fleet replacement and incentivisation for conversion of taxis and buses. The council is already taking forward electrification of its park and ride services as part of the TCF programme.

12.1.5 The development of emerging technologies is also being considered by the council including enhanced smart signalling to favour public transport. Demand responsive transport is already being trialled in the city as part of the Arriva Click service and its viability and effectiveness will be kept under review. More progressive technologies, for instance including autonomous vehicles, will also be kept under review for their potential application in the city.

Table 6: Committed and Fully Funded Infrastructure to Support Growth

Item	Description	Supports growth in the following areas of the City	Mode	Cost £M
Putney Road	Opening of the Putney Road to access Saffron Lane	Centre and South of the City	Walk Cycle All	£4.9M
LNW Ph2a	Improvements to Anstey Lane/Blackbird Road, Ravensbridge Drive, and Ravensbridge Drive/A6 Junction	Waterside and North West of City,	Walk Cycle All	£4.3M
NPIF bus lanes	Additional bus lanes on key corridors	All city	Bus	£2.8M
NPIF St Margaret's Bus Station	New Access onto A594	Primarily developments to North, NW and NE	Bus	
York Road, Bonner Road, Grange Road and Magazine crossing	Transforming Cities Fund Tranche 1 (part of walk and cycle)	Centre	Walk Cycle	£8.6M
Lancaster Road Victoria Park/Queens Road junction		Centre	Walk Cycle	
Belgrave Road, Abbey Park Road, Central Ring		Centre	Walk Cycle	
Secure Cycle Storage at central transport hub		all	Walk Cycle	
Bike Share Scheme (500 bikes plus 40 dock stations)		All	Walk Cycle	
Infrastructure to Support Electric P&R buses at Birstall	Transforming Cities Fund Tranche 1 (electric bus)	North	Bus	£0.4M
London Road	ERDF funded improvements	Centre and South	Walk Cycle	£6.6M
Pocklington's Walk, Horsefair Street, Market Place South		Centre and South	Walk Cycle	£4.5M
Electric Vehicle Infrastructure: Dedicated taxi charge Lamp column charging (trial) Electric Vehicle Charging Points	Electric Vehicle Charging Infrastructure	Centre South +West	Taxi Car	£0.7M
Sub Total				**£32.8M**

Table 7: Proposed Infrastructure to Support Growth to 2031

Item	Mode	Estimated Cost
City Centre Hubs and Links: Supporting connectivity to the hubs and accessibility between the hubs in the City centre in order to encourage sustainable travel into and within the City. • Refurbishment and capacity enhancements at railway station to provide a high-quality rail gateway to Leicester • Improved bus and taxi facilities at the railway station • Refurbishments of bus station into an integrated sustainable transport hub • Improved walking/cycling facilities at the City Centre hubs • High quality walking and cycling routes linking the hubs • Enhanced bus service linking the City Centre hubs	Rail Bus Walk Cycle Car	£83.6M
Park and Ride Hubs and Links Providing infrastructure to reduce the need to rely on cars to access the City, and to further increase the sustainability and reduce pollution from the bus services • Electrification of P&R Services • New P&R site/interchange in North of City • New P&R site/interchange on A6 near A563 • Bus Priority measures to support Enderby Park and Ride service	All	£14.4M
Demonstration Bus Corridor Providing step change in bus services to corridors that support growth in the North, West and Centre of the City (including the Meynells Gorse and Birstall Park and Ride). The improvements will also benefit walking and cycling trips • Providing High Quality Bus Corridors with additional walking and cycling improvements • Primarily focused on North and West of the City and linkages to the City Centre	Bus Walk Cycle	£47.4M
Green Growth Corridors Building on the Connecting Leicester programme in order to provide walking and cycling infrastructure on the Corridors that link growth in the North, West and Centre of the City to jobs and services. • Prioritising walking and cycling measures with additional bus measures • Primarily focused on South West and North West of the City and linkages to the City Centre.	Walk Cycle Bus	£39.3M

Item	Mode	Estimated Cost
City Connectivity The use of technology to optimise the transport network through monitoring and control, and through the use of information to deliver smart ticketing and passenger information • Digital Technology • Networked Information	Bus	£14M
Small Schemes Related to pinch-points, safety, air quality, electric charging, that are identified thorough the planning and regulatory processes	Bus Taxi All	£22M
Sub-total		**£220.7M**

Table 8: Proposed Infrastructure to support growth for delivery post 2031

Item	Mode	Estimated Cost
Corridor Improvements Highway Infrastructure Improvements on Eastern and Southern Corridors to support accessibility to City Centre. Subject to further studies	All	£33M
New Park and Ride Sites New Park and Ride sites for the South and East of the City. Subject to further studies	Bus	£14M
Electric Vehicle Infrastructure Subject to the requirements of Air Quality and decarbonisation of transport	Car/Taxi//bus	TBD
Railway Station Improvements Further enhancements to support services to access HS2 and increase passenger station capacity	Rail	TBD
Sub Total		**£47M**

Table 9: Summary of funding required

Schemes	Estimated Cost
Schemes: fully funded and committed	£32.8M
Schemes: for delivery by 2031	£220.7M
Schemes: for delivery post 2031 (schemes under development)	£47.0M
TOTAL	£300.5M

13 What are the Funding Mechanisms?

13.1.1 Funding for transport projects supporting growth will come from developer contributions, the city council's capital programme and from external sources. Mitigating the impact of individual developments remains the responsibility of each of the individual developments.

13.1.2 Government funds are linked to National, Regional and Local Objectives and Leicester City Council is fully aligned with the requirements to support growth and inclusivity whilst reducing the impact on Climate change and health. These funds are generally allocated on a competitive basis with bidders providing the most compelling Business Cases awarded funding.

13.1.3 The City Council has been very successful in securing external resources to help fund priority transport projects. Funding has been secured from various Department for Transport opportunities such as the Better Bus Area Fund, National Productivity Investment Fund, Major Transport Scheme funding and Transforming Cities Funding. The Council has also secured European funding and match funding from the private sector. Since 2011 the total external funding secured has exceeded £105 million.

13.1.4 Recent significant funding awards and ongoing bids include:

- Carbon Emissions: In 2018 Leicester City Council won nearly £6.2M of European funds to implement measures to reduce Carbon emissions,
- Air Quality: and in 2019/2020 is working with the Joint Air Quality Unit (JAQU) within the DfT to develop a programme to ensure that the Air Quality within the City meets EU limits by 2022.
- Supporting Growth: The Transforming Cities Programme in 2019 has provided the City Council with the opportunity to develop an ambitious programme that is designed to support growth within the city centre. A decision for an award of a second tranche of funding to support delivery up to 2023 is expected in February/March 2020

13.1.5 The long-term nature of both the emerging Strategic Transport Priorities document and Leicester's emerging Local Transport Plan allow the Council to plan to secure the necessary resources for project delivery.

13.1.6 The following funding sources are likely to be available for transport project delivery:

National:

- Department for Transport - National Productivity Funds, Major Schemes Funding, Transforming Cities Fund, Clean Bus Technology Fund, Bus retrofit engine grant to deliver Ultra Low Emission Buses and future funding opportunities
- Rail Investment Strategy
- DEFRA – Air Quality grants
- Homes England - Housing Investment Fund

Regional

- Midlands Connect Funds

Local

- City Council Capital Programme (including prudential borrowing)
- Local Growth Funds, Growing Places Fund, business rates
- Section 106 developer funds
- Parking including enforcement fees and fines
- Income from a Workplace Parking Levy (should a scheme be introduced)
- Revenue from schemes such as Bus Lane Enforcement penalties is reinvested into highways improvements including provision for public transport

14 Conclusions

14.1.1 In 2009 the transport chapter of the Growth Infrastructure Assessment undertaken by Roger Tym & Partners and URS collated transport evidence from a number of existing transport studies and data sources in order to produce a list of the infrastructure required to support the local plan. The majority of the schemes identified in this assessment have now been delivered along with a number of additional schemes. The 2009 assessment also highlighted three areas to be taken forward when developing evidence to support the next Local Plan:

- Issues related to transport planning,
- Issues related to each corridor and
- Issues related to delivery.

14.1.2 In this report we have highlighted how evidence to address these areas has been continuously developed by Leicester City Council. This includes helping to develop a new version of the Leicester & Leicestershire Integrated Transport Modelling (LLITM) and actively participating in cross border studies such as the Strategic Growth Plan (SGP). As such this report demonstrates how this evidence base has been used to identify the requirements of new transport infrastructure to support the new local plan.

14.1.3 The Report divides the predicted need for the delivery of key infrastructure into three categories: Infrastructure that is Committed and Fully Funded, Infrastructure that is required by 2031, and infrastructure required after 2031.

14.1.4 The evidence shows that up to 2031, even though traffic levels and congestion will increase, transport is not expected to form a barrier to the delivery of the Local Plan. The biggest challenge will be to ensure that the City remains an attractive place to live and work and that the City Centre and key destinations remain accessible to residents of the City, as well as those who will increasingly live outside the City borders. The measures in the infrastructure plan aim to minimise the increase in car traffic and to deliver measures that maximise the potential for travel by all sustainable modes for travel to, from and within the City.

14.1.5 Beyond 2031 there will be less land within the City available for delivering new houses, and the Strategic Growth Plan, to the year 2050, proposes allocating a large proportion of the County's growth on a new orbital corridor (The A46 Expressway) on the Eastern and Southern periphery of the City. This could result in the housing, to support the City growth, being allocated to land controlled by Neighbouring Districts. The period beyond 2031 will therefore likely require further interventions in the East and South of the City. The City Highways Authority will continue working with the neighbouring highways authorities and

planning authorities in order to ensure that these new areas of growth are accessible and connected to the City. Transport studies are already underway with districts in the South (SELTS), and will be augmented by studies with the remainder of the districts around the city

14.1.6 Cross boundary working with neighbouring authorities will continue to be an important part of the development of the transport evidence base.

14.1.7 A Modelling Brief is now in preparation in order to assess the measures proposed in order to quantify the impact of the measures with the most up-to-date local plan assumptions.

14.1.8 Funding to deliver schemes will continue to largely rely on National, Regional and Local funds which are now largely awarded based upon competitive bids. The City Council has been very successful, to date, in securing funds and would expect to continue to do so in the future. This success can be seen in the level of schemes that have already been delivered, and those that are fully committed and funded that will support growth, improve air quality and decarbonise transport.

Appendix A. Local Plans and Policies

Our policies are linked to delivering growth that recognises the importance of health, inclusivity, sustainability, clean air, greenhouse gas emissions.

A summary of the key policy documents are listed below:

- Climate Emergency
  - https://www.leicester.gov.uk/your-council/policies-plans-and-strategies/environment-and-sustainability/climate-emergency/
- National Planning Policy Framework (Feb 2019)
  - https://www.gov.uk/government/publications/national-planning-policy-framework--2
- National Planning Policy Guidance
  - https://www.gov.uk/government/collections/planning-practice-guidance
- Leicester & Leicestershire Strategic Economic Plan (SEP) –
  - http://www.llep.org.uk/strategies-and-plans/our-strategic-economic-plan-sep/
- Leicester and Leicestershire Local Industrial Strategy
  - https://www.llep.org.uk/strategies-and-plans/industrial-strategy/our-local-industrial-strategy/
- Midlands Connect: Our Routes to Growth
  - https://www.midlandsconnect.uk/publications/our-routes-to-growth-july-2018/
- Leicester & Leicestershire Rail Strategy
  - https://slcrail.com/wp-content/uploads/2018/12/Leicester-and-Leicestershire-Rail-Strategy-Final-approved-Feb-2017.pdf
- Leicester and Leicestershire Strategic Growth Plan
  - https://www.llstrategicgrowthplan.org.uk/download/pdf_document/final_plan_docs/Strategic-Growth-Plan-September-2018-Final-for-governance.pdf
- Leicester Economic Action Plan. –
  - https://www.leicester.gov.uk/media/57817/economic-action-plan-2016-2020.pdf
- Leicester Adopted core strategy and emerging Local Plan –
  - https://www.leicester.gov.uk/media/179023/core-strategy-adopted-july-2014.pdf
- Leicester's Local Transport Plan (LTP3) 2011 - 2026 –
  - http://www.leicester.gov.uk/your-council/policies-plans-and-strategies/transport-and-streets
- Leicester's emerging Local Transport Plan (LTP4)
- Leicester's Air Quality Action Plan (2015 to 2025) –
  - https://consultations.leicester.gov.uk/city-development-and-neighbourhoods/air_quality/consult_view
- Environmental Policy –
  - https://www.leicester.gov.uk/your-council/policies-plans-and-strategies/environment-and-waste/environmental-policy
- Emerging Leicester City Emerging Bus Strategy
- Emerging Air quality policies related to Joint Air Quality Unit (JAQU)
- Leicestershire LTP (to 2026):

    - https://www.leicestershire.gov.uk/roads-and-travel/road-maintenance/local-transport-plan
- Leicesteshire Prospectus for Growth:
    - https://www.leicestershire.gov.uk/sites/default/files/field/pdf/2019/2/18/prospectus-for-growth-low-resolution2019.pdf

A summary of the following policies and plan are included below

- NPPF/NPPG
- National Transport Policy including Transforming Cities Fund
- Midlands Connect/ HS2/ Leicester and Leicestershire Rail Strategy:
- Strategic Growth Plan
- Economic Action Plan
- LTP3
- AQAP plus JAQU
- Cycle City Action Plan
- Sustainability Action Plan
- Emerging Urban Traffic Control Plan

NPPF and NPPG

The National Planning Policy Framework (NPPF updated 2018) and accompanying National Planning Policy Guidance (NPPG) set out the policy and guidance related to the development of a Transport Infrastructure Assessment.

The strategic policies related to transport are set out in NPPF paragraphs 20, 21 and 22.

> 20) Strategic Policies should set out an overall strategy for the pattern, scale and quality of development and make sufficient provision for:
>
> b. Infrastructure for transport, etc.
>
> 21) Plans should make explicitly which policies are strategic policies These should be limited to those necessary to address the strategic priorities of the area (and any relevant cross-boundary issues), to provide a clear starting point for any non-strategic policies that are needed. Strategic policies should not extend to detailed matters that are more appropriately dealt with through neighbourhood plans or other non-strategic policies
>
> 22) Strategic policies should look ahead over a minimum 15 year period from adoption, to anticipate and respond to long-term requirements and opportunities, such as those arising from major improvements in infrastructure

Figure 6: Extract from NPPF (2018)

This TIA addresses the transport needs up to 2036 and will specifically address the cumulative and 'additive' need for transport investment.

The NPPF also highlights the importance in promoting sustainable transport in paragraphs 102 to 107.

The need to develop a robust evidence base is set out in the NPPG 'Transport Evidence Bases in Plan Making and Decision Taking'. Paragraphs 001 to 011 dated 10/10/2104 and paragraph 012 dated 13/3/2015.

National Transport Policy

The DfT Circular 02/2013 'The Strategic Road Network and the Delivery of Sustainable Development' relates to the Strategic Road Network (SRN) and sets-out how Highways England (HE), previously the Highways Agency, will engage with the planning system. It also gives details on how Highways Agency will fulfil its remit to be a delivery partner for sustainable economic growth whilst maintaining, managing and operating a safe and efficient strategic road network. With Reference to plan making the document makes reference to

- Interaction with the Strategic Road Network
- Location of Development
- Promoting Sustainable Transport Solutions through Local Plans
- Capacity Enhancements
- Development Orders and Neighbourhood Planning

This document highlights the need to plan for sustainable development that minimises the need for enhancements to the SRN. However, it notes that the Local Plan provides the most appropriate opportunity to identify improvements to the SRN. Paragraph 18 notes

> Capacity enhancements and infrastructure required to deliver strategic growth *should be identified at the Local Plan stage, which provides the best opportunity to consider development aspirations alongside the associated strategic infrastructure needs. Enhancements should not normally be considered as fresh proposals at the planning application stage.*

In October 2012 the Department for Transport (DfT) published a policy document, Improving Local Transport which was updated in May 2015. This highlighted the issue that '55% of car journeys are under 5 miles - many of these could be walked or made by bike or public transport. Making these ways of travel more attractive alternatives encourages people to leave the car at home. This reduces their carbon footprint and helps the UK reach its climate change goals'. Albeit this document was withdrawn on 29 March 2018, the factual basis for its observations remains good.

The Department for Transport's Door to Door Strategy (2013) - a strategy for improving sustainable transport integration set out a vision – "Our vision is for an inclusive, integrated and innovative transport system that works for everyone, and where making door-to-door journeys by sustainable means is an attractive and convenient option." See Core Documents List (CD/C4). Again, whilst this document was withdrawn in March 2018, the key areas set resound with existing priorities that underpin the Scheme. Two of four key areas for implementation through the strategy are to:

- increase choice through better connectivity and efficiency on transport; and
- make it easier to change between different modes of transport during a journey.

Transforming Cities Fund

The Government announced, as part of the Autumn Budget 2017, the creation of the £1.7bn Transforming Cities Fund (TCF), with the aim of driving up productivity and spread prosperity through investment in public and sustainable transport in some of the largest English city regions. The Fund is focused on intra-city connectivity, making it quicker and easier for people to get around – and access jobs in – some of England's biggest cities.

On 28th September 2018 the Council were informed by the Department for Transport (DfT) that their bid for the Transforming Cities Fund (TCF) had been shortlisted to progress to the co-development stage. During this stage, the DfT will work collaboratively with Leicester City Council to develop packages of proposals to maximise the impact of this funding.

The TCF provides a unique opportunity to deliver key objectives related to growth a prosperity in the period 2019 to 2023. Leicester City Council objectives identified in the bid are:

- To improve journey times and journey time reliability for bus services.
- To improve connectivity between major city centre public transport hubs
- To provide high quality ('Go Dutch') standard segregated cycle routes
- To positively impact on economic growth and job creation in Central Leicestershire including the city centre, strategic regeneration areas, and the urban expansion area
- To facilitate increased GVA in Central Leicestershire, the city centre & strategic regeneration areas
- To improve air quality and reduction in carbon emissions

Midlands Connect/ HS2/ Leicester and Leicestershire Rail Strategy:

Midlands Connect is a transport partnership that includes local authorities, Highways England, Network Rail and Central Government, set up to support the Midlands Engine intentions to improve productivity, drive economic growth, create jobs and improve the quality of life across the region. The aim of Midlands Connect is to enhance connectivity within, to and from the Midlands by developing, as a public/private partnership, the strongest possible case for strategic transport investment to maximise growth for the Midlands. The delivery of High Speed 2 (HS2) will place the Midlands at the centre of a new national high-speed rail network. It will provide much needed rail capacity and enhanced connectivity between Britain's major cities and as the first region to benefit from HS2, effective plans to make the most of it need to be in place across the Midlands.

Given the economic importance therefore of effective rail connectivity, HS2 and the longer term planning approach now being adopted, Leicester and Leicestershire is looking to develop a rail strategy that will help local authorities seek to maximise rail's ability to support economic and housing growth. The City Council will seek to engage with and influence the rail industry in planning services, including development of HS2 and opportunities around employment in the construction of this major piece of rail which would affect Leicestershire's current infrastructure system.

The Midlands Connect Strategy endorses a number of key rail projects in Leicester & Leicestershire, including the Midland Mainline upgrade and electrification, and improved rail services between Leicester, Coventry and Birmingham. Key road proposals include

improving the A5, M42/A42 and A46 to expressway standard, including a new road to the south and east of Leicester linking into the M69 to the west. The government has announced its intention to cancel the proposed electrification of the Midland Mainline north of Kettering; however, arguments in favour of its reinstatement continue to be made.

Strategic Growth Plan

The consultation draft of the Strategic Growth Plan focuses on the period beyond 2031 and that in this period provision for growth will be made in strategic locations supported by infrastructure promoted through Midlands Connect:

> *Our analysis has demonstrated that, through our existing and emerging Local Plans, and planning permissions, we can make provision for the amount of new homes and jobs we need in the period up to 2031. This will be achieved through a mixture of major strategic sites already identified in Local Plans (about 40%) and smaller scale growth on non-strategic sites (about 60%). The Draft Strategic Growth Plan, therefore, does not need to focus on this time period. Beyond 2031, we propose to make provision for more of our growth in strategic locations. To do this, we need new strategic infrastructure which will open up sites for development. The Midlands Connect Strategy lays the foundations for this.*
>
> *Analysis for the Midlands Connect strategy has shown that by investing in road and rail schemes in Leicester & Leicestershire, congestion can be reduced on other parts of the regional and national network. The strategy, therefore, proposes major improvements to road and rail facilities throughout the area. We have considered how these road and rail improvements could support strategic development in Leicester & Leicestershire. We have concluded that there may be major opportunities for strategic development in locations that relate well to areas of housing need and economic opportunity. It makes great practical and financial sense to maximise the benefits that are offered by these schemes*

Figure 7: Extract from Strategic Growth Plan (Consultation Draft) Jan 2018

The SGP further notes that the delivery of the A46 Expressway is absolutely critical to its strategy.

One piece of infrastructure is absolutely critical to our draft strategy - the 'expressway' proposal for the A46. This is included in the Midlands Connect Strategy and proposes a new road extending from a new or improved junction on the M69, and continuing to the south and east of Leicester, with a new junction on the M1 (J20a). The new road would re-join the existing A46 near Syston. Improvements to the railway lines and services between Leicester, Coventry and Birmingham are also proposed

Together with the proposals to create an expressway along the A5 - also proposed in the Midlands Connect Strategy - the combination of new and improved roads and railways in this area creates the opportunity for major development along a corridor extending from the M69 to the north-eastern fringes of Leicester. The proposed new road is of national and regional significance but it also provides the opportunity for strategic development in Leicester & Leicestershire. We estimate that this corridor has the potential to accommodate about 40,000 new homes and additional new jobs

Figure 8: Extract from Strategic Growth Plan (Consultation Draft) Jan 2018

Leicester as 'our central City' and the SGP notes that the building of the A46 Expressway would need to be accompanied by measures to increase the capacity on the radial routes and improve public transport

Leicester has a pivotal role to play in the draft strategy. We propose that it should develop its role as the 'central city' supporting the market towns and rural areas around it. More jobs, leisure, arts, culture and entertainment facilities would be provided within the City Centre. The strategic regeneration area along the Waterside will develop as a mixed-use area, extending the economic opportunities available within the centre of the City, but balancing new jobs with the need for new homes.

The population of the urban area, in and around Leicester City, is about 650,000 and increasing rapidly. We are working collaboratively to accommodate all of the homes that the City needs in places that are well-connected to it. The A46 Growth Corridor is critical to the future success of Leicester & Leicestershire because it would allow the City to grow in such a way that we can make full use of existing services and infrastructure. We could also provide more homes close to jobs in the City Centre and other employment centres, and relieve development pressures in other parts of the surrounding authorities.

Given the scale of development on the fringes of Leicester, proposals to build the A46 Expressway would need to be accompanied by measures to increase capacity on the radial roads and improve public transport.

Figure 9: Extract from Strategic Growth Plan (Consultation Draft) Jan 2018

Leicester: Great City Economic Action Plan – 2016-2020

The adopted plan sets out the Council's strategy for investment in the City's economy up until 2020. Within the 5 themes in the Plan two of the themes have actions related to transport:

Theme 1: Great Places

- Action GP5: Establish plans for regeneration of the railway station area that includes office, residential, hotel and leisure uses.
- Action GP7: Ensure that improvements to our streets as part of the Connecting Leicester scheme (outlined in the next section) contribute to the creation of high quality public realm in the city centre
- Action GP10: Provide enabling highway and green infrastructure for the initial phase of residential development at Ashton Green, support delivery of initial phases of residential development and the proposed village centre, and enable new employment development.

Theme 2: Connecting Leicester

- Action CL1: Implementation of the joint City and County Council and LLEP sponsored Rail Strategy through influencing (and potentially directly supporting) the infrastructure, development and franchising plans of the DfT, Network Rail, Midlands Connect, and rail operators. Improvement of the Midland Mainline, high quality connections to HS2 and better links to Coventry, Birmingham and Manchester are key priorities to be delivered over the longer term
- Action CL2: Work with the County Council, as part of the proposed Combined Authority to develop a Strategic Transport Plan by 2017 to identify the priorities for highways and other transport infrastructure to support economic growth.
- Action CL3: Deliver the next phases of major transport infrastructure as part of the Leicester North West Major Transport Programme. This will provide the necessary infrastructure for more effective transport connections on the A50 corridor in the vicinity of the Waterside regeneration area by car, public transport, walking and cycling.
- Action CL4: Work closely with bus operators and users to establish priorities to deliver higher quality public transport and sustained growth in patronage. This will include a phased Bus 'Pinch Points' programme to improve punctuality, together with a review of opportunities to further improve real time information and smart ticketing. Bus operators will be encouraged to further improve and replace their fleets to meet Air Quality Targets by 2017 as part of the proposed Low Emission Zone.
- Action CL5: Deliver a phased programme of cycling and walking infrastructure improvements and mass participation events with the aim of sustaining growth in active travel to promote efficient transport options and healthy living. The focus will continue to be extending pedestrian and cycle friendly zones in the city centre, and extending segregated cycle routes on arterial routes to local neighbourhoods.
- Action CL6: Roll out a programme of phased signage and information enhancements for pedestrians, cyclists and motorists as part of our Legible Leicester Initiative. Initial priorities will include a network of information boards and signs to aid navigation in the city centre to be delivered early in 2017.
- Action CL7: In addition to the above, other actions to meet targets by 2020 are set out in our Air Quality Action Plan and Sustainability Action Plan to meet our carbon reduction targets

Local Transport Plan - LTP3

The successful delivery of the adopted Local Transport Plan (LTP3) will, amongst other things, enable more rapid progress in delivering attractive alternatives to car travel, the transport network being almost at capacity during peak periods. This growth needs to be accommodated whilst also:

- Keeping congestion under control and improving accessibility for all, but particularly for deprived groups to support prosperity;
- Encouraging more people to walk, cycle and use public transport, thus reducing carbon emissions;
- Providing a transport system that facilitates a safer and healthier way of life.

Locally this translates into many more walking and/or cycling journeys in and around the city and more bus use for longer journeys, particularly into the city centre.

Leicester's Air Quality Work and Plans

Leicester currently only exceeds the EU Air Quality objective levels for nitrogen dioxide (NO2) since monitoring started in the 1990's. The EU objective for NO2 is 40ug/m3, in 2014 Leicester had areas of the city recording of up to 60ug/m3. These were predominantly areas where there are large volumes of traffic particularly along major radial routes into and out of the city centre and the two ring roads.

Leicester's Air Quality Action Plan (AQAP) 2015-2026 sets out the City Council's ambitions by 2026 to improve air quality to reach the EU threshold. The Transforming Cities programme will aim to directly support five of these ambitions namely:

- To substantially improve people's health and reduce premature deaths by improving air quality.
- To Introduce a Low Emission Zone for the most polluting vehicles in the City Centre
- To deliver Phase II of our "Connecting Leicester" initiative in the city centre to extend pedestrianisation and remove vehicles from where they are not required.
    - To double the number of people cycling daily to 52,000 by 2023
    - For all land use planning decisions to minimise the need for travel by polluting vehicles

Between 2015 and 2018 the AQAP has contributed to a fall in maximum NO2 levels from 60ug/m3 to below 50ug/m3. However, this has not prevented the council being "Directed" by the Secretary of State for the Environment to meet all EU air quality objectives in the shortest possible time. The Minister requires an Outline Business Case before the 1st November 2019. This business case will include measures to be implemented by the city council through Joint Air Quality funding and referencing transforming cities initiative contributions to meet the requirement of meeting air quality objectives in the shortest possible time.

Leicester Cycle City Action Plan 2015-24 (CCAP)

The Leicester Cycle City Action Plan 2015-24 (CCAP) sets out the Council's cycling ambitions and the 11 actions are presented to encourage and develop a cycling culture in the city. The TIA will aim to support three of these ambitions:

- Deliver a 10% modal share of traffic cycling to the city centre and double everyday cycling numbers by 2018 then again by 2024

- Develop an infrastructure network of high capacity, quality cycle tracks along main road corridors
- Create a plan for strategic cycling infrastructure and address missing links, pinch-points and safer cycling within neighbourhoods

Sustainability Action Plan 2016-2019 (SAP)

Leicester's Sustainability Action Plan 2016-2019 (SAP), sets out the Council's sustainability ambitions and has the following aims to:

- Reducing carbon emissions
- Improving air quality
- Encouraging greener, healthier lifestyles
- Improving green spaces and wildlife
- Raising environmental awareness

The SAP was launched in 2016 and updated in 2017. It identifies the priorities for 2019 and actions that have been committed to take by 2019. The TIA will directly support and build upon the following actions listed below

- Action 8.3: (18/19): Continue to provide sustainability advice to all new major developments
- Action 8.6: (TBC): Secure a flagship sustainable development at Western Park, that the developer meets commitments to create an energy-efficient, low carbon scheme which includes community facilities.
- Action 9.1 (18/19): Make improvements to 12 more streets in the city centre through Phase 2 of the Connecting Leicester programme, including the reconstruction of pedestrianised areas and widening of footpaths to allow joint use footway and cycleways
- Action 9.2 (18/19): Complete Legible Leicester and upgrade the cycling and pedestrian signage across the city centre
- Action 9.5 (18/19): Increase the amount of secure workplace, residential and city centre cycle parking
- Action 11.3 (18/19): Work towards installing 500 electric vehicle charging points in public areas across the city
- Action 12.1 (18/19): Increase bus patronage to 27.5 million and continue to run the Bus User Panel to give passengers an opportunityto influence decisions
- Action 12.2 (18/19): Increase the take up of the Park and Ride scheme through a programme of promotional activities, to reduce congestion and harmful emissions
- Action 12.4 (18/19): Investigate the potential for introducing a cycle hire scheme in the city
- Action 12.5 (2018) Increase the number of walking trips in the city from approximately 105,000 to 115,000

Emerging Bus Strategy

Bus travel within a dense urban area such as Leicester has excellent potential to address the following objectives:

- Facilitating sustainable housing and employment growth
- Relieving congestion and improving productivity
- Improving air borne pollution

- Improving equitable accessibility to employment, health, education and other opportunities

However, bus usage has fallen by 28% over the past 10 years, with the main reasons considered to be down to the 'generalised' cost of bus travel significantly rising in comparison to car travel. Bus fares have risen much faster than the cost of car travel (including parking), bus journey times have risen as congestion increases and non-centralised employment and housing growth has taken place.

The current bus strategy as set out in the Local Transport Plan (LTP3) is in the process of being overhauled to focus on joint delivery through partnership working. A formal Bus Alliance is under discussion with operators. This is likely to focus broadly on the delivery of new capital projects – financed by TCF – aimed at improving:

- interchange and connectivity across the City Centre
- regional connectivity from beyond the conurbation to the City Centre via better park and ride facilities
- orbital bus connectivity
- radial bus journey times and reliability along key growth corridors to the North West of Leicester.

This could be matched by complementary network, ticketing and fleet improvements by the commercial operators.

In addition a range of ongoing activity and one-off project work funded by existing individual funding bids, covering the following areas will reinforce this alliance:

- Traffic management measures to assist bus times and reliability, including the red routes and bus lane/gate enforcement
- Integrated real time and printed information co-ordinated across all operators.
- Integrated and concessionary smart ticketing
- Improved waiting facilities – bus stations, park and ride sites and bus shelters
- Grant assistance to improve bus emissions standards
- Subsidised services, including park and ride, to improve accessibility.
- Highways schemes funded by the National Productivity Investment Fund to improve bus operation at a series of 'pinch points' across Leicester,

Urban Traffic Control (UTC) Policy

Leicester and Leicestershire Area Traffic Control (ATC) currently seeks to maximise the number of vehicles using the network, particularly during peak periods. While historically this was an appropriate methodology for maximising the efficient use of the network, this is clearly no longer the case for the reasons set out in this document i.e. that it is not possible to accommodate the increasing demand to travel by permitting unconstrained growth in use of private cars and that sustainable modes must be prioritised.

This, therefore, requires a change in the methodology used by ATC to ensure that it is the number of people using the network that is maximised, not the number of vehicles. This primarily, but not exclusively means prioritising buses over cars. It will also require crossing movements by pedestrians and cyclists to be prioritised in at least some locations. As part of the work to introduce the schemes set out in this document a detailed ATC policy will be developed to ensure that the benefits of the measures to be introduced will be maximised.

Appendix 1 c

Leicester City Council

Whole Plan Viability Assessment

(including CIL)

December 2019

Planning & Development

Important Notice

HDH Planning & Development Ltd has prepared this report for the sole use of Leicester City Council in accordance with the instructions under which our services were performed. No other warranty, expressed or implied, is made as to the professional advice included in this report or any other services provided by us. This report may not be relied upon by any other party without the prior and express written agreement of HDH Planning & Development Ltd.

Some of the conclusions and recommendations contained in this report are based upon information provided by others (including the Council and consultees) and upon the assumption that all relevant information has been provided by those parties from whom it has been requested. Information obtained from third parties has not been independently verified by HDH Planning & Development Ltd, unless otherwise stated in the report. The conclusions and recommendations contained in this report are concerned with policy requirement, guidance and regulations which may be subject to change. They reflect a Chartered Surveyor's perspective and do not reflect or constitute legal advice and the Council should seek legal advice before implementing any of the recommendations.

No part of this report constitutes a valuation and the report should not be relied on in that regard.

Certain statements made in the report may constitute estimates, projections or other forward-looking statements and even though they are based on reasonable assumptions as of the date of the report, such forward looking statements by their nature involve risks and uncertainties that could cause actual results to differ materially from the results predicted. HDH Planning & Development Ltd specifically does not guarantee or warrant any estimate or projections contained in this report.

HDH Planning & Development Ltd

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1. Introduction

Scope

1.1 Leicester City Council (LCC / the Council) is preparing the new Local Plan for the period to 2036. The emerging Local Plan will set out the future spatial strategy for the City and will include sites for allocation. This Viability Assessment has been commissioned to inform the further development of the Plan. HDH Planning & Development Ltd has been appointed to advise LCC in connection with several matters:

a. Review of affordable housing policy.

b. Whole plan viability to consider all other standards and policy requirements, including developer contributions.

c. To consider the scope for Community Infrastructure Levy (CIL).

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 set out in the emerging Plan and also in relation to the potential development sites to be allocated. This will allow LCC to further engage with stakeholders, to ensure that the new Plan is effective.

1.3 A consultation event was held on 24th July 2019. Representatives of the main developers, development site landowners, 'call for site' landowners, their agents, planning agents, consultants working in Leicester, housing providers and neighbouring councils were invited.

1.4 In the 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 and the updated PPG (as at October 2019).

1.5 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. It is inevitable that the Council's requirements will render some sites unviable. The question for this report is not whether some development site or other would be rendered unviable, it is whether the delivery of the overall Plan is likely to be threatened.

Report Structure

1.6 This report follows the following format:

Chapter 2 The reasons for and the approach to viability testing, including a review of the requirements of the 2019 NPPF, the CIL Regulations and the updated (May 2019) PPG.

Chapter 3 The methodology used.

Chapter 4 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 areas.

Chapter 5 An assessment of the non-residential market.

Chapter 6 An assessment of the cost 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 Conclusions in relation to the deliverability of development, including consideration of CIL.

HDH Planning & Development Ltd (HDH)

1.7 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 testing.

c. Housing Market Assessments.

1.8 The findings contained in this report are based upon information from various sources including that provided by LCC 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.

1.9 No part of this report constitutes a valuation and the report should not be relied on in that regard.

Compliance

1.10 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*.

1.11 *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 LCC 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 specification under which this project is undertaken is included as **Appendix 1** of this report.

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.

i. This assessment incudes 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 LCC. 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.

Metric or imperial

1.12 The property industry uses both imperial and metric data – often working out costings in metric (£/m^2) 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	=	3.28ft (3' and 3.37")	1ft	=	0.30m
1m^2	=	10.76 sqft	1sqft	=	0.0929m^2
1ha	=	2.471acres	1acre	=	0.405ha

1.13 A useful broad rule of thumb to convert m^2 to sqft is simply to add a final zero.

2. Viability Testing

2.1 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.

2019 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 plan-making 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 in this study (see below). This Viability Assessment will be the reference point for any viability assessments submitted through the Development Management process.

2.5 The effectiveness of plans was important under the 2012 NPPF, but a greater emphasis is put on deliverability in the 2019 NPPF. The following, updated, definition is provided:

> ***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

2.6 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 period[32]; 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

2.7 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

2.8 The 2019 NPPF does not include technical guidance on undertaking viability work. This is included within the PPG, the viability sections of which were rewritten in July 2018 and then updated again in May and September 2019.

Planning Practice Guidance

2.9 The viability sections of the PPG (Chapter 10) have been completely rewritten. 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...

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

> *... ensure policy compliance and optimal public benefits through economic cycles...*
>
> *10-009-20190509*
>
> *and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.*
>
> *10-009-20190509*

2.11 The purpose of viability testing is now to ensure that '*maximum benefits in the public interest*' have been secured. This is a notable change in emphasis.

2.12 The core requirement to consider viability links to paragraph 56 of the 2019 NPPF:

> *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.*
>
> *23b-005-20190315*

2.13 The updated PPG includes 4 main sections:

Section 1 - Viability and plan making

2.14 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*

2.15 This study takes a proportionate approach, building on LCC'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*

2.16 Consultation has formed an important 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*

2.17 A range of levels of affordable housing 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*

2.18 The site selection process is underway (as at September 2019) and just over 80 sites have been selected for allocation. These form the basis of the modelling, although some further sites have also been modelled at higher densities.

2.19 Outside this study the Council has commissioned a separate viability assessment of three potential Strategic Sites. These will be tested individually and LCC will specifically engage with the promoters of the potential Strategic Sites in the Plan.

2.20 At this stage the modelling is based on the sites in the SHELAA database, which is the full list of sites that are under consideration (including all those that have been submitted by interested parties).

> *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*

2.21 This study is based on typologies[1] that have been developed by having regard to the potential sites identified through the emerging Plan. A number of options are being explored so different scenarios (for example around density) are considered.

> *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.*

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

> *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*

2.23 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

2.24 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

2.25 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...*
>
> *... 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*

2.26 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, LCC 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*

2.27 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 though consideration of capitalised rents as well as sales.

2.28 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*

2.29 All these costs are taken into account.

2.30 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*

2.31 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*

2.32 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*

2.33 This report has applied this methodology to establish the EUV.

2.34 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*

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

Section 4 - Accountability

2.36 This is a new section in the PPG. It sets out new requirements on reporting. These are covered outside this report.

2.37 In line with 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

2.38 LCC published a CIL Draft Charging Schedule in 2015. This was subject to independent examination, however the Council decided not to adopt CIL. The CIL Regulations are broad, so it is necessary to have regard to them and the CIL Guidance (within the PPG) when undertaking a plan-wide viability assessment. I

2.39 The CIL Regulations came into effect in April 2010 and have been subject to several subsequent amendments[2] (the CIL Guidance, within the PPG was also updated on 1st

[2] **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

September 2019). 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.

> *(1) In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between—*
>
> *(a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*
>
> *(b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*
>
> *(2) In setting rates …*

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

2.41 On preparing the evidence base on economic viability, the Guidance says:

> *A charging authority should be able to explain how their proposed levy rate or rates will contribute towards new infrastructure to support development across their area. Charging authorities will need to summarise their viability assessment. Viability assessments should be proportionate, simple, transparent and publicly available in accordance with the viability guidance. Viability assessments can be prepared jointly for the purposes of both plan making and preparing charging schedules. This evidence should be presented in a document (separate from the charging schedule) that shows the potential effects of the proposed levy rate or rates on the viability of development across the authority's area. Where the levy is introduced after a plan has been made, it may be appropriate for a local authority to supplement plan viability evidence with assessments of recent economic and development trends, and through working with developers (e.g. through local developer forums), rather than by procuring new evidence.*
>
> *PPG 25-019-20190901*

2.42 This study has drawn on the existing available evidence. In due course, this study will form one part of the evidence that LCC will use if the decision is made to pursue CIL further. The Council would also need consider other 'existing available evidence', the comments of stakeholders and wider priorities.

2.43 From April 2015, councils were restricted in relation to pooling S106 contributions from more than five developments[3]. These 'pooling' restrictions were lifted from 1st September 2019.. 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

Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th February 2014, Coming into force 24th February 2014.* **S1 2015 No. 836** The Community Infrastructure Levy (Amendment) Regulations 2015. *Made 20th March 2015*. **SI 2019 No. 966** The Community Infrastructure Levy (Amendment) (England) Regulations 2019. Made - 22nd May 2019. **2019 No. 1103** The Community Infrastructure Levy (Amendment) (No. 2) Regulations 2019 *Made 9th July 2019. Coming into Force 1st September 2019*.

[3] CIL Regulations 123(3)

c. fairly and reasonably related in scale and kind to the development.

2.44 A local authority which wishes to introduce CIL must set out in a Charging Schedule the types of development to be charged (and any exceptions) and the rates of charge to be applied. CIL, once introduced, is mandatory on all developments within the categories and areas where the Levy applies. This is unlike other policy requirements to provide affordable housing or to build to a particular environmental standard over which there can be negotiations (subject to PPG paragraphs 10-007 and 10-008) where applicants can make a case for policies to be flexed. This means that CIL must not prejudice the viability of most sites.

Wider Changes Impacting on Viability

2.45 There have been a number of changes at a national level since LCC's existing viability work.

2.46 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.*

2.47 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.*

2.48 There are no 'designated rural areas' in the Council area so a threshold of 10 units is assumed.

Low Cost Home Ownership

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

2.50 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 ownership[4], 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:*

[4] Footnote 29 of the 2018 NPPF clarifies as '*As part of the overall affordable housing contribution from the site*'.

> *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; or*
>
> *d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.*
>
> *Paragraph 64, 2019 NPPF*

2.51 This is assumed to apply.

Affordable Housing

2.52 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.

2.53 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.

Environmental Standards

2.54 The Government confirmed within the *Fixing the foundations productivity report*[5] its intention not to proceed with the zero carbon buildings policy, which was initially announced in 2007.

> *… repeat its successful target from the previous Parliament to reduce net regulation on housebuilders. The government does not intend to proceed with the zero carbon Allowable Solutions carbon offsetting scheme, or the proposed 2016 increase in on-site energy efficiency standards, but will keep energy efficiency standards under review, recognising that existing measures to increase energy efficiency of new buildings should be allowed time to become established*

2.55 There was no uplift to Part L of the Building Regulations during 2016, and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings were to be dropped, including the Allowable Solutions programme.

[5] https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation

2.56 The position has now changed and, as this note was being completed (early October 2019), the Government launched a Consultation on 'The Future Homes Standard'[6]. This is linked to achieving 'net zero' greenhouse gas emissions by 2050. This policy area is considered in Chapter 8 below.

Biodiversity

2.57 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'.

2.58 At this stage no 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 pre-development. They 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.

2.59 Improvements on-site are encouraged, but in the rare circumstances where they are not possible, developers will need to pay a levy for habitat creation or improvement elsewhere.

2.60 The costs of this type of intervention are modest and will be achieved through the use of more mixed planting plans, that use more locally appropriate native plants. To a large extent the costs of grass seeds and plantings will be unchanged. More thought and care will however go into the planning of the landscaping.

2.61 The costs of biodiversity net gain are considered later in this report.

Viability Guidance

2.62 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[7] that support the methodology used. This study follows the *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF

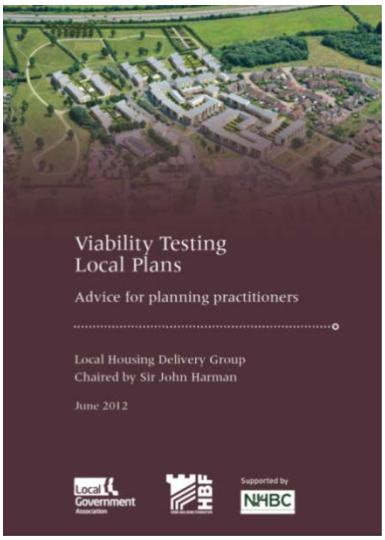
[6] https://www.gov.uk/government/consultations/the-future-homes-standard-changes-to-part-l-and-part-f-of-the-building-regulations-for-new-dwellings?utm_source=7711646e-e9bf-4b38-ab4f-9ef9a8133f14&utm_medium=email&utm_campaign=govuk-notifications&utm_content=immediate

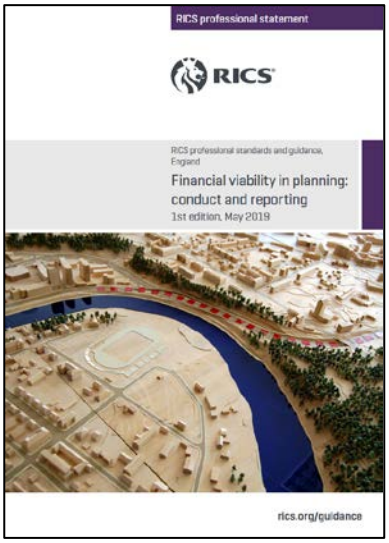
[7] Barnet: APP/Q5300/ A/07/2043798/NWF, Bristol: APP/P0119/ A/08/2069226, Beckenham: APP/G5180/ A/08/2084559, Bishops Cleeve; APP/G1630/A/11/2146206 Burgess Farm: APP/U4230/A/11/2157433, CLAY FARM: APP/Q0505/A/09/2103599/NWF, Woodstock: APP/D3125/ A/09/2104658, Shinfield APP/X0360/ A/12/2179141, Oxenholme 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

– Sir John Harman) June 2012[8] (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.*

2.63 The planning appeal decisions, and the HCA good practice publication[9] 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. 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 testing. Additionally, the Planning Advisory Service (PAS) provides viability guidance and manuals for local authorities.





2.64 There is considerable 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.

> *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)*

[8] 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).

[9] *Good Practice Guide*. Homes and Communities Agency (July 2009).

2.65 The Harman Guidance advocates an approach based on Threshold Land Value (Threshold Land Value is equivalent to Benchmark Land Value as referred to in the updated PPG):

> *Consideration of an appropriate **Threshold Land Value** needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful 'sense check' on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model.*
>
> *We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values (noting the exceptions below).*
>
> *Viability Testing in Local Plans – Advice for planning practitioners. (June 2012)*

2.66 The 2012 RICS Guidance dismisses a Threshold Land Value approach as follows:

> *Threshold land value. A term developed by the Homes and Communities Agency (HCA) being essentially a land value at or above that which it is assumed a landowner would be prepared to sell. It is not a recognised valuation definition or approach.*

2.67 As set out in Chapter 1 above, *Financial viability in planning*, *RICS guidance note, 1st edition* (GN 94/2012) is not consistent with 2019 NPPF and updated PPG so is subject to a full review to reflect the changes in the 2019 NPPF and the updated PPG. Relatively little weight is given to this RICS Guidance in this regard at this stage.

2.68 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.

2.69 In September 2019 the 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 the consultation event on 24th July 2019. 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

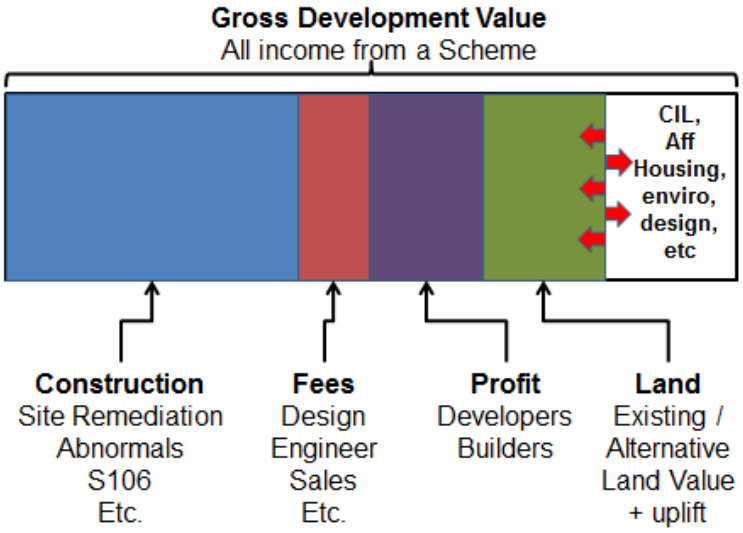
Cost of creating the asset, including a profit margin
(Construction + fees + finance charges)

=

RESIDUAL VALUE

3.2 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).

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 LCC'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 the PPG.

Limitations of viability testing in the context of the NPPF

3.7 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.

3.8 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

3.9 The phrase *landowner premium* is new in the updated PPG. Under the 2012 NPPF, the phrase *competitive return* was used. This is at the core of a viability assessment. The 2012 RICS Guidance includes 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.*

3.10 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

3.11 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)[10] and the case is sometimes held up as a firm precedent, however as confirmed in the Oxenholme Road Appeal (October 2013)[11] 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)[12], which has subsequently been confirmed by the High Court[13]. This also notes the importance of comparable data. 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.

3.12 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

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

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

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

[13] 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)

assessment process. Viability is an important factor in the plan-making process, but it is one of many factors.

Existing Available Evidence

3.13 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 LCC has been reviewed. This falls into three broad types.

3.14 Firstly, is that which has been prepared earlier in the plan-making process and to inform the setting of CIL. These studies were subject to consultation and include:

a. *LCC CIL Viability Study, Update* (HDH, December 2014).

b. *SHLAA Viability review* (HDH, December 2014).

c. *Leicestershire and Rutland CIL Viability Stud*y (HDH March 2013).

3.15 Secondly, is that which LCC holds, in the form of development appraisals[14] 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 and the levels of CIL – it is important to note that these figures are the figures submitted by developers for discussion at the start of the viability process.

[14] 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.

	A	B	C	D	E	F	G	H
Date	Mar-19	Apr-19	Feb-19	Jan-19	Dec-19	Jul-18	May-18	Jul-18
Units	About 150 Flats - 100% PRS	About 200 flats	About 30 Student Flats	About 80 Flats	Abouut 200 flats and 450 student beds	About 200 flats	About 20 Flats	About 125 flats and 2 Shops
Affordable Units								
Affordable %								
Area (Ha)	0.16	0.488	0.0274		0.87	0.158		
GIA	11534	26466	1458	7317		4765		4421
NIA	8494		922		Student 15,343. Flats			
Other uses			Retail £185pa/m2 @9%			Retail, nursery, resturant. £17.50ps/m2, 7.5%		Retail £118pa/m2 , 8%
Residential Value					Based on Rent			£3,347
Affordable Value	Not stated	Not stated	Not stated	Not stated	Not stated	Not stated	Not stated	Not stated
Student Value			£160/week / 48		Cluster £128.07/week x44,			
PRS / Student Management	25% Rent		15%		Studio £150/week x 51	20%		
PRS / Student Yield	5%		6%		PRS 25% / Student	6.50%	8.73%	
Construction				BCIS Proposed	PRS 5% / Student	BCIS Median Student		BCIS Lower Q
Site Costs						10%		5%
All In Construction	£1,877	1386.82	£1485 (conversion)		In Fees. PRS £1636.61/m2, Studemt, £1,779.42/m2			
Abnormal					£2,374,000			
Fees	10%	4.98% + specialist	10%			10%	7.50%	10%
Sales	0.8% + 0.25%		1.50%			3% GDV	1%	3%
Interest	5.50%	5.57%	7%			6.5% (all in)	6.50%	6.50%
Finanace Fees		1%						
Developers Return	12.64% Calcualted	3.39% Calcualted	20% GDV Target 16.96% Calcualted		11.16% Calcualted 17.5% Target	20% Target	10.15% Calcualted	20% Target, 11.70% Calculated
Contingency	2%				2%	5%	5%	3%
EUV								
EUV/ha								
Benchmark Land								
BLV/ha								
Acquisition Price / Developers EUV	£700,000	£3,500,000	£500,000		£771,000	£900,000	£350,000	£772,000
	£4,375,000	£7,172,131	£18,248,175		£771,000	£5,696,203		£10,786,000

Source: Review of appraisals submitted through Development Management.

3.16 It is important to note that whilst all of the appraisals that have been reviewed were submitted after the publication of the 2018 NPPF (being when the viability sections were changed) and the updated PPG, none of them follow the EUV Plus approach that the updated PPG sets out. Further, all are essentially fresh appraisals, prepared from first principles by the developer. None of them follow paragraph PPG10-008-20190509 of the PPG that says:

> *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.*

3.17 Thirdly, LCC also holds evidence of what is being collected from developers under the s106 regime. This is being collected outside this study[15].

Stakeholder Engagement

3.18 The PPG and the CIL Guidance require stakeholder engagement. The preparation of this viability assessment includes specific consultation and engagement with the industry. A consultation event was held on the 24th July 2019. Residential and non-residential developers (including housing associations), landowners, planning professionals and neighbouring authorities were invited. **Appendix 2** includes the presentation given. **Appendix 3** includes a summary of notes taken.

3.19 The event was divided into three parts:

a) A recap of viability testing in the context of the 2019 NPPF and updated PPG.

b) The main assumptions for the viability assessments were set out including development values, development costs, land prices, developers' and landowners' returns.

c) The consultants and consultees talked through the main points.

3.20 The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate.

3.21 The main points from the consultation event and subsequent comments received were:

a) The development assumptions used for specialist older people's development may be too high.

b) That the general approach (EUV Plus) was appropriate.

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[15] 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*

c) Broadly the assumptions are 'not far off'.

d) A range of specific comments on points of detail were also made.

3.22 Following the event, copies of the presentation and an early iteration of this study were circulated to all those invited, and the attendees were asked to make any further representations by email. Four written responses were received in addition to the comments made at the event.

3.23 The consultation process has been carried out fully in accordance with the requirements of the updated PPG, the Harman Guidance and the RICS Guidance

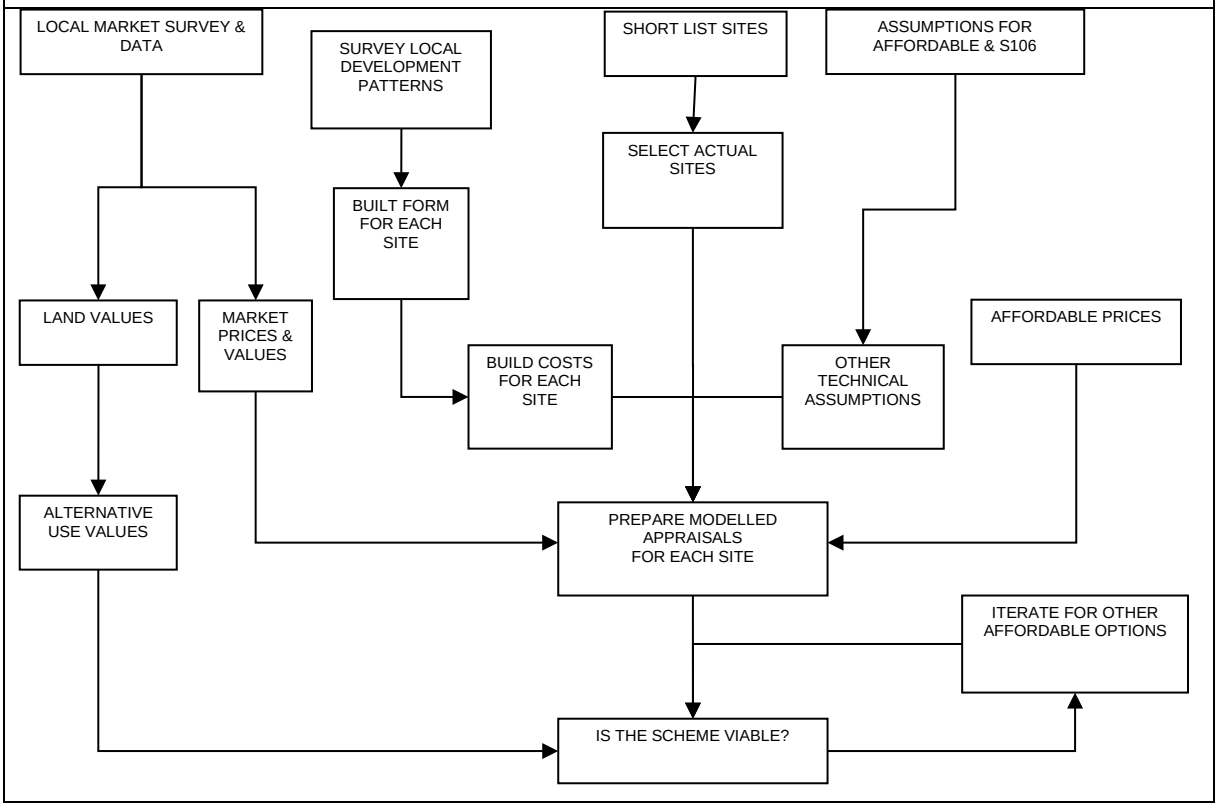
Viability Process

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

3.25 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 sites 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 LCC area over the plan-period.

3.26 In addition to modelling a range of representative sites, the three potential Strategic Sites are being considered by the Council outside this report.

Figure 3.1 Viability Methodology



Source: HDH 2019

3.27 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 in turn 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, could the scheme be judged to be viable. The amount of margin is a difficult subject and is discussed and the approach taken in this study is set out in the later parts of Chapter 6 below.

3.28 The appraisals are based on existing and emerging policy options as summarised in Chapter 8 below. The emerging Plan is still developing, so the policies used in this assessment may be subject to changes. 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 those further or different requirements.

3.29 A bespoke viability testing model designed and developed by HDH specifically for area wide viability testing as required by the 2019 NPPF and CIL Regulations[16] is used. 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 LCC in assessing the deliverability of the Local Plan and to assist the Council in considering CIL.

Additional Profit

3.30 To assess whether or not a contribution to CIL can be made, a calculation needs to be undertaken to establish the Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land (alternative land value plus uplift), developed the site and sold the units (including providing any affordable housing that is required). The approach to calculating additional profit is to complete the appraisal using the same base cost and price figures and other financial assumptions as used to establish the Residual Value, except for the current rates of CIL. Instead of calculating the Residual Value, the cost of the land (the Benchmark Land Value as EUV+) is incorporated into the cost side of the appraisal to show the resulting profit (or loss).

3.31 The amount by which the resulting profit exceeds the target level of profit, represents the additional profit, and provides a measure of the scope for contributing to CIL without impairing development viability. CIL contributions can be paid out of this additional profit. The following formula was used:

Gross Development Value
(The combined value of the complete development
including x% affordable housing)

LESS

Cost of creating the asset, including a profit margin
(land* + construction + fees + finance charges + developers' profit)
including mitigation measures, and affordable housing commuted sums

=

Additional Profit
* Where 'land' is the Benchmark Land Value.

Development Types

3.32 The modelling in this study was based on the types of development most likely to come forward on the sites within the Plan. The modelling is set out in Chapter 9.

[16] 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).

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.

Leicester's Residential Market

4.2 Leicester is a significant regional city at the heart of the East Midlands. As a Local Authority it has tightly drawn boundaries, as a result the City's influence extends over the neighbouring districts' housing markets. Leicester expanded with industrialisation in the 18th and 19th Centuries. This was enabled by the construction of the Grand Union Canal and then the railway networks. Whilst the City became a centre for the textile industry, the manufacturing base was wide ranging from shoe making to heavy industry. Much of the City's housing dates from this period and is characterised by relatively small terraced housing.

4.3 In the 1930s, by some measures, Leicester was the second richest city in Europe[17]. It subsequently became a destination for European refugees during and following the Second World War. The second half of the 20th Century saw the building of very significant new housing estates (both private and Council housing) and the City saw further in-migration from across the world.

4.4 Like many English cities, Leicester has seen a decline in manufacturing which has resulted in a mixed housing market. The Council's various regeneration initiatives have reinvigorated the housing market however some areas remain challenging.

a. Leicester has excellent transport links with direct trains to Central London.

b. Whilst the M1 does not actually pass through the City it passes very close to the west proving north/south links and connections via the M69 to Birmingham. Various trunk roads radiate from the City as well.

c. The redevelopment of the Highcross shopping centre, with major national brands as well as a large cinema and numerous food outlets, has reinvigorated the centre of the City, confirming it as a shopping and leisure destination.

d. The University of Leicester (about 17,000 students) and De Montfort University, (previously called Leicester Polytechnic (about 23,000 students)) have a major impact on the housing market. Not only has specialist student housing been a significant

[17] William, David (13 October 2010). UK Cities: A Look at Life and Major Cities in England, Scotland, Wales and Northern Ireland. New Africa Press. p.127. ISBN 9987160212

element of development, the large student population has an impact on the wider private rental market.

e. There has been a notable amount of Private Rented Housing being promoted through the planning system over the last year or so.

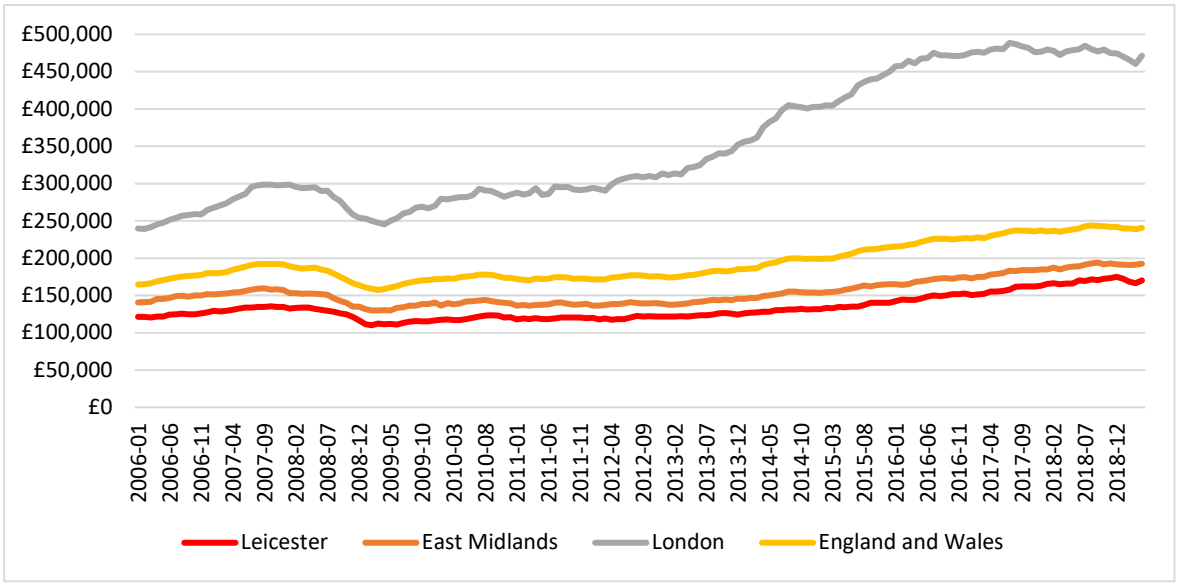
4.5 Overall the market is perceived to be strong and it is a desirable place to develop housing. Having said this, there is no doubt that some areas remain challenging and the relatively low house prices in some areas do lead to some areas seeing relatively little development coming forward.

National Trends and the relationship with the wider area

4.6 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'.

4.7 Average house prices across England and Wales have recovered to their pre-recession peak, this is strongly influenced by London.

Figure 4.1 Average House Prices (£)



Source: Land Registry (July 2019)

4.8 Prices in Leicester are now about 26% above their October 2008 peak which is in line with the increase in England and Wales (about 25%) of the 2008 peak and a little more than the increase seen in the East Midlands (22%). The increase in London over the same period is very much more at 58%.

4.9 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 took off 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.).

4.10 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. 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.

4.11 It is important to note that, at the time of this report, the housing market is still actively supported by the Government through products and initiatives such as Help-to-Buy. In addition, the historically low Bank of England's base rates, since the recession, have contributed to the wider economic recovery, including a rise in house prices.

4.12 There is a degree of uncertainty in the housing market as reported by the RICS. The May 2019 RICS UK Residential Market Survey said:

> *The May 2019 RICS UK Residential Market Survey results point to a slightly more stable picture coming through over the month. Indeed, new buyer enquiries held steady, while the negative trend in agreed sales, new instructions and prices diminished to a certain degree. Having said that, near term expectations are still a little downbeat, although sentiment on the twelve month outlook for both sales and prices still signals a modest recovery further out.*
>
> *At the national level, new buyer enquiries were virtually unchanged when compared to the April results. This marks the first report since July 2018 in which survey participants did not cite a decline in buyer demand.*

4.13 When ranked across England and Wales, the average house price for LCC is 264th (out of 348) at about £194,444[18]. To set this in context, the Council at the middle of the rank (174 – Herefordshire), has an average price of £264,989. LCC's median price is lower than the mean at £172,000[19].

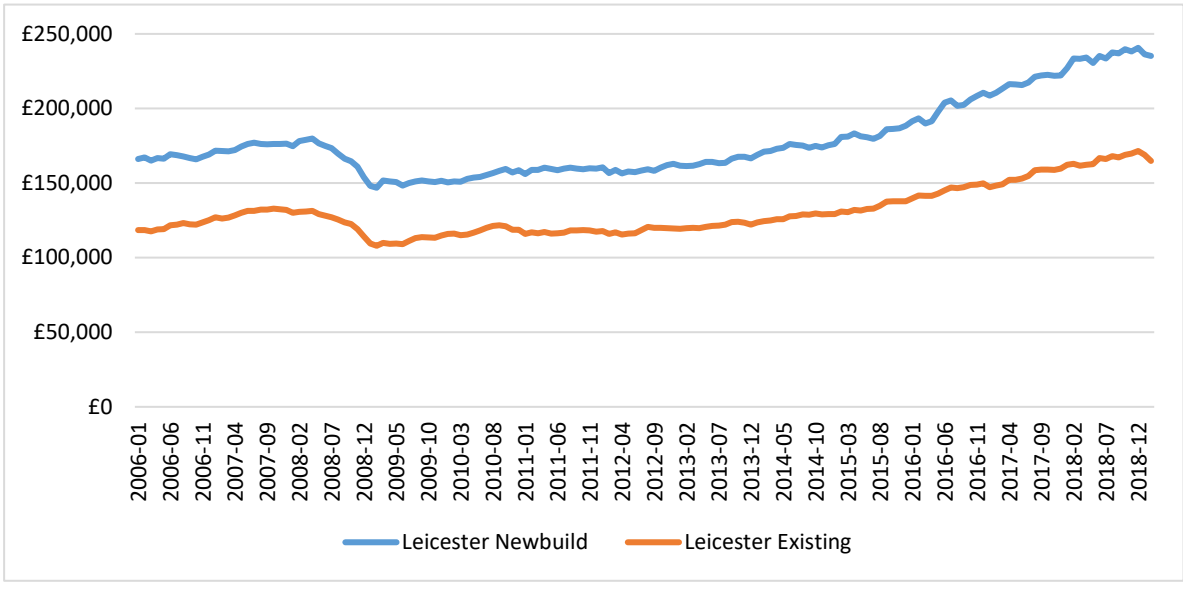
4.14 The figure above shows that prices in the LCC area have seen a significant recovery since the bottom of the market in mid-2009. A characteristic of the data is that the values of newbuild homes have increased faster than that for existing homes. The Land Registry shows that the

[18] Mean house prices for administrative geographies: HPSSA dataset 12 (Release 28th March 2019).

[19] Median house prices for administrative geographies: HPSSA dataset 9 (Release 28th March 2019)

average price paid for newbuild homes in Leicester (£235,248) is about £70,000 or 45% higher than the average price paid for existing homes (£164,813).

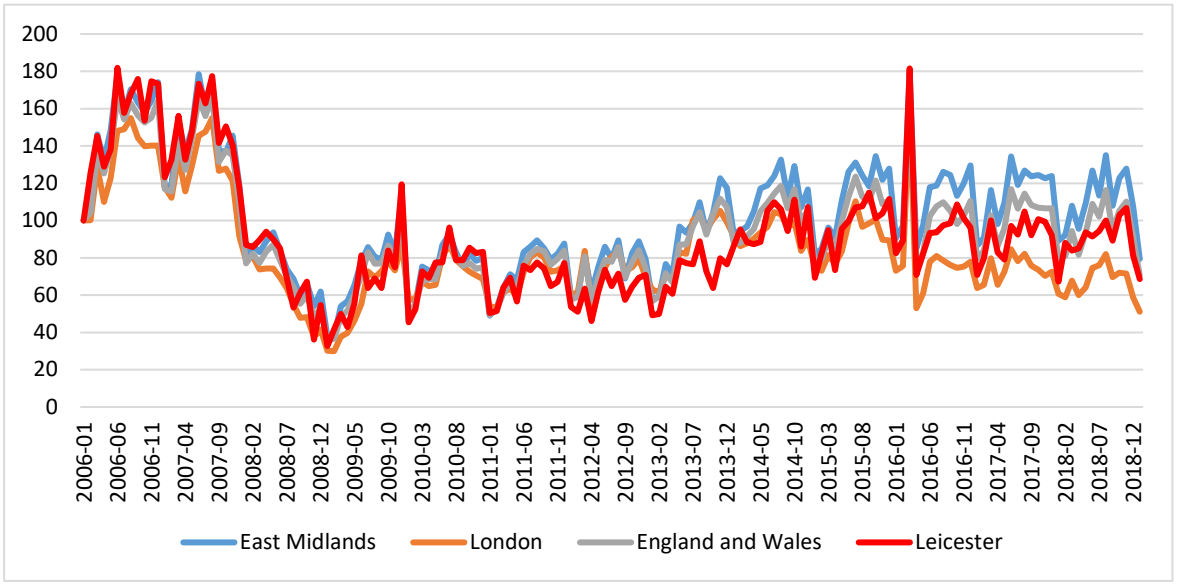
Figure 4.2 Change in House Prices. Existing v Newbuild – LLC



Source: Land Registry (July 2019)

4.15 The rate of sales (i.e. sales per month) in the LCC area is a little greater than the wider country, underlining the fact that the local market is an active market.

Figure 4.3 Sales per Quarter – Indexed to January 2006



Source: Land Registry (July 2019)

4.16 This report is being completed after the United Kingdom voted to leave 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 exit are

underway but not concluded, so the future of trade with the EU and wider world are not yet known.

4.17 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. 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[20].

[20] No 383, May 2019.

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/801759/PU797_Forecast_for_the_UK_Economy_May_2019_covers.pdf

Table 4.1 Consolidated House Price Forecasts

	House price inflation (annual average, %)							Output gap (% of GDP)						
	2019	2020	2021	2022	2023			2019		2020	2021	2022	2023	
City forecasters														
Bloomberg Economics	-	-	-	-	-	May	*	0.1	May	-0.1	0.0	0.0	0.0	
Capital Economics	1.0	1.5	2.0	-	-	May	*	-	May	-	-	-	-	
CEBR	-	-	-	-	-	May	*	-	May	-	-	-	-	
Citigroup	-	-	-	-	-	May	*	-	May	-	-	-	-	
Commerzbank	0.9	1.2	3.2	1.0	0.7	May	*	-0.5	May	-0.4	-0.3	-0.2	0.0	
Daiwa CM	1.0	2.2	3.6	3.5	3.0	May	*	-0.2	May	-0.2	-0.3	-0.3	-0.3	
Deutsche Bank	-	-	-	-	-	Feb		-	Feb	-	-	-	-	
EY ITEM Club	1.4	2.0	3.0	3.5	3.5	May	*	-	May	-	-	-	-	
HSBC	-	-	-	-	-	Nov		-	Nov	-	-	-	-	
ING	-	-	-	-	-	Aug		-	Aug	-	-	-	-	
Morgan Stanley	-	-	-	-	-	May	*	0.4	May	0.7	-	-	-	
Natwest Markets	-	-	-	-	-	May	*	-0.5	May	-0.9	-1.2	-	-	
Nomura	-	-	-	-	-	Nov		-	Nov	-	-	-	-	
Schroders Investment Management	-1.1	3.8	4.9	4.5	4.0	May	*	-0.4	May	-0.3	0.1	0.5	0.7	
Societe Generale	-	-	-	-	-	May	*	0.1	May	-0.1	0.0	0.0	0.0	
UBS	-	-	-	-	-	Nov		-	Nov	-	-	-	-	
Non-City forecasters														
Beacon Economic Forecasting	1.0	2.2	5.3	8.0	7.9	May	*	-	May	-	-	-	-	
EIU	-	-	-	-	-	Aug		0.7	Aug	0.8	1.0	0.9	-	
Experian	3.4	3.5	3.4	4.0	4.3	May	*	-	May	-	-	-	-	
Heteronomics	1.8	2.0	-	-	-	May	*	0.9	May	1.1	-	-	-	
IMF	-	-	-	-	-	May	*	-0.3	May	-0.2	-0.1	0.0	0.0	
Kern Consulting	-	-	-	-	-	May	*	-	May	-	-	-	-	
Liverpool Macro Research	-	-	-	-	-	May	*	-	May	-	-	-	-	
NIESR	2.4	2.8	1.8	0.9	0.5	May	*	-	May	-	-	-	-	
Oxford Economics	0.1	1.5	3.3	3.5	3.6	May	*	-0.6	May	-0.5	-0.4	-0.2	0.0	
Independent average	1.2	2.3	3.4	3.6	3.4			-0.1		-0.1	-0.3	0.0	0.0	
New forecasts	1.2	2.3	3.4	3.6	3.4			-0.1		-0.1	-0.3	0.0	0.0	
Highest	3.4	3.8	5.3	8.0	7.9			0.9		1.1	0.1	0.5	0.7	
Lowest	-1.1	1.2	1.8	0.9	0.5			-0.6		-0.9	-1.2	-0.3	-0.3	

Source: *Forecasts for the UK economy: a comparison of independent forecasts* No 383 (HM Treasury, May 2019.
Table M9: Medium-term forecasts for house price inflation and the output gap

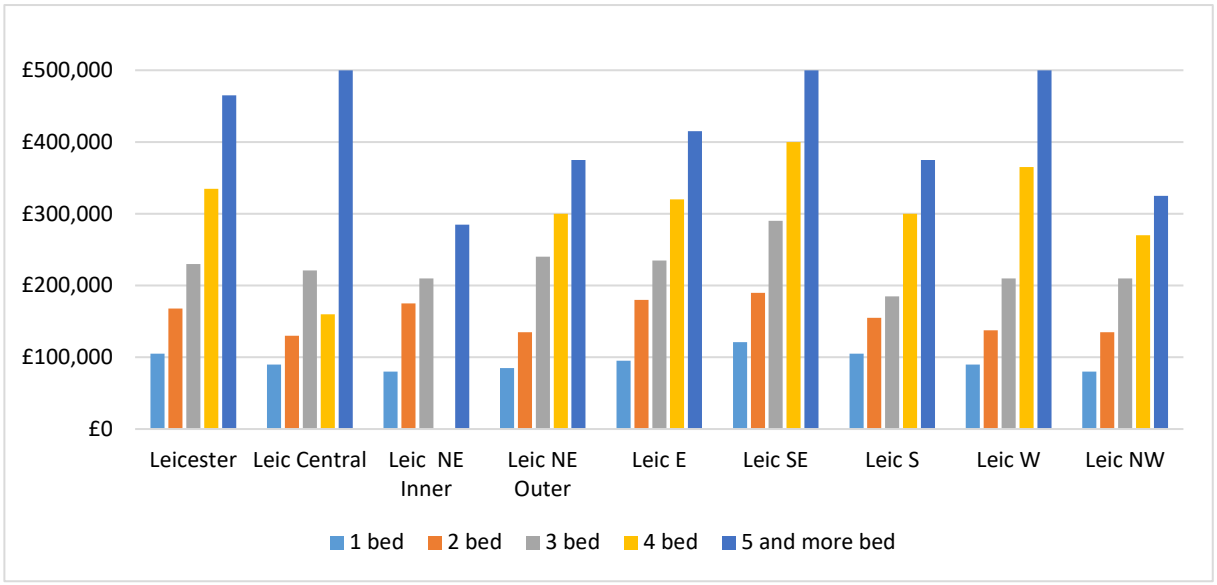
4.18 There is clearly uncertainty in the market, and it is not for this study to try to predict how the market may change in the coming years, and whether or not there will be a further increase in house prices. Generally, the expectation is that house prices return to grown relatively quickly.

4.19 Property agents Savills are predicting a 3% increase in the current year, 5% increase next year and a 19.3% increase over the next 5 years in the mainstream East Midlands markets, with a 2% increase this year, 2% next year and 15.3% over the next 5 years in the prime Midlands/North residential markets[21]. These predictions are somewhat less than were being predicted before the Brexit referendum.

The Local Market

4.20 A survey of asking prices across the LCC area was carried out in June 2019. Through using online tools such as rightmove.co.uk and zoopla.co.uk, median asking prices were estimated.

Figure 4.4 Median Asking Prices (£)



Source: Rightmove.co.uk (June 2019)

[21] https://pdf.euro.savills.co.uk/uk/residential---other/report---residential-property-forecasts---autumn-2018.pdf

Figure 4.5 Values (£/m²)

Source: Zoopla.co.uk (June 2019)

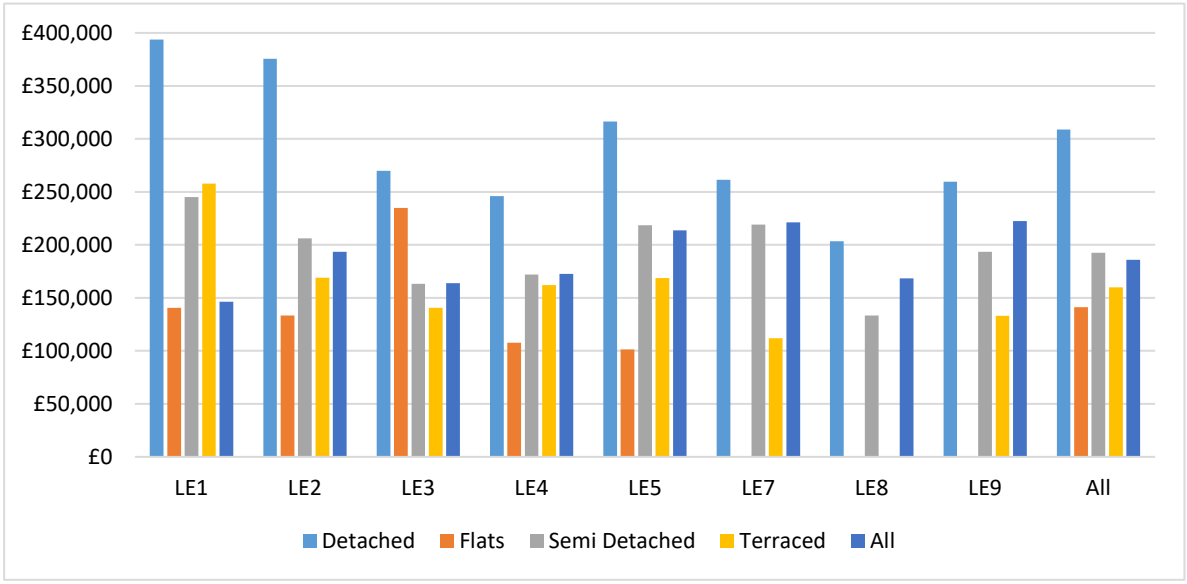
4.21 The Land Registry publishes data of all homes sold. Across the LCC area 8,800 home sales are recorded since the start of 2017[22]. These transactions (as recorded by the Land Registry) are summarised, by postcode area, as follows.

[22] 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.

Table 4.1 Land Registry Price Paid Data – by Postcode Area					
Sample Size					
	Detached	Flats	Semi Detached	Terraced	All
LE1	2	456	2	17	477
LE2	218	385	719	1,060	2,382
LE3	126	149	630	1,001	1,906
LE4	210	109	638	737	1,694
LE5	514	175	819	820	2,328
LE7	3	0	5	1	9
LE8	2	0	2	0	4
LE9	4	0	2	1	7
All	1,079	1,274	2,817	3,637	8,807
Average Price Paid					
	Detached	Flats	Semi Detached	Terraced	All
LE1	£393,750	£140,678	£245,000	£257,762	£146,349
LE2	£375,688	£133,327	£206,249	£168,994	£193,391
LE3	£269,764	£234,955	£163,206	£140,481	£163,925
LE4	£245,984	£107,597	£171,920	£162,088	£172,685
LE5	£316,461	£101,214	£218,660	£168,631	£213,803
LE7	£261,333		£219,000	£112,000	£221,222
LE8	£203,500		£133,500		£168,500
LE9	£259,488		£193,500	£133,000	£222,564
All	£308,827	£141,231	£192,445	£160,055	£185,919

Source: Land Registry Data (July 2019)

Figure 4.6 Land Registry Price Paid Data – by Postcode Area

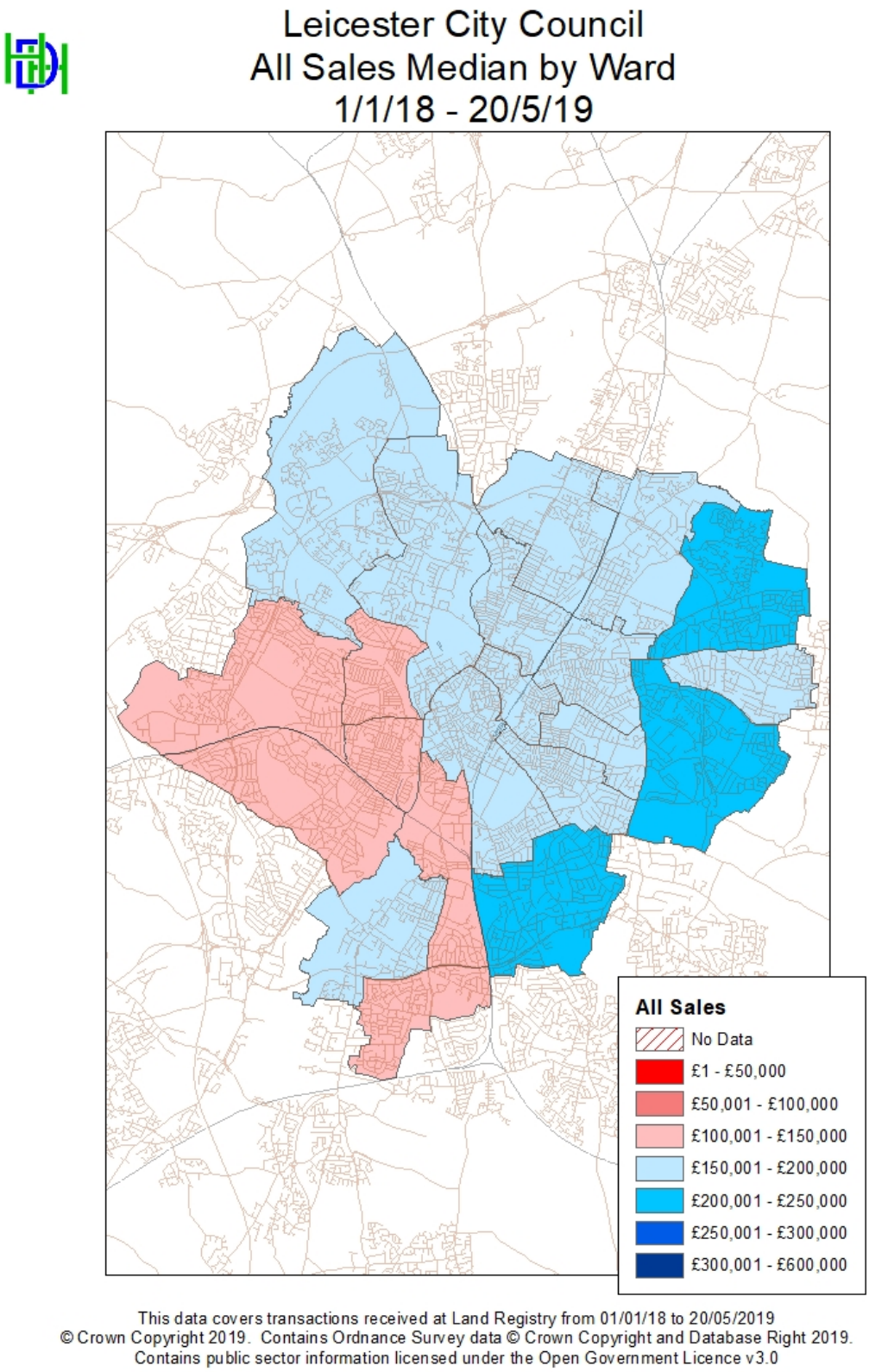


Source: Land Registry Data (July 2019)

4.22 Whilst different types of dwelling have significantly different values, the variations by location are relatively limited.

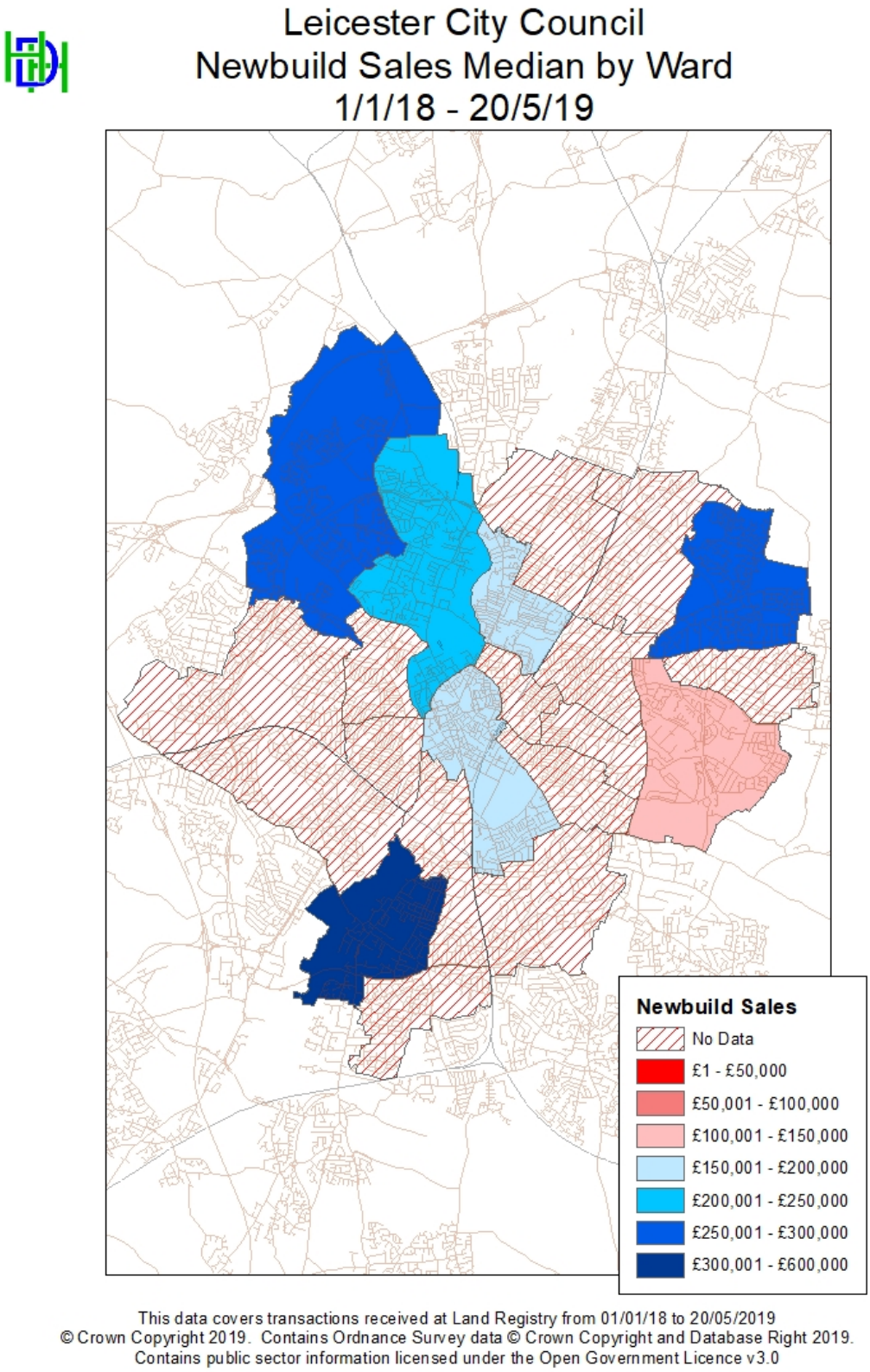
4.23 The geographical differences in prices are illustrated in the following maps showing the median price by ward, the first being for all properties and the second just for newbuild.

Figure 4.7 Median Prices – All Properties



Source: HDH based on Land Registry Price Paid Data

Figure 4.8 Median Prices – Newbuild Properties



Source: HDH based on Land Registry Price Paid Data

4.24 Further maps are included within **Appendix 4** that show the median prices by ward by house type (detached, semi-detached, terraced, flats).

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 March 2019 was carried out.

4.26 The Land Registry publishes data of all homes sold. Across the LCC area 446 newbuild home sales are recorded since the start of 2017. These transactions (as recorded by the Land Registry) are summarised in the following table and detailed in **Appendix 5**.

4.27 Each dwelling sold requires an Energy Performance Certificate (EPC)[23]. The EPC contains the floor area (the Gross Internal Area – GIA) as well as a wide range of other information about the construction and energy performance of the building. This information is also included in **Appendix 5**.

4.28 The price paid data from the Land Registry has been married with the floor area from the EPC Register. The Land Registry data can be broken down by house type. The data can be summarised as follows:

[23] https://www.epcregister.com/

Table 4.2 Prices Paid – Newbuild Homes from January 2017					
Count of Newbuild Sales					
	Detached	Flats	Semi Detached	Terraced	All
LE1	0	4	0	0	4
LE2	0	53	0	0	53
LE4	0	6	17	98	121
LE5	151	7	59	51	268
All	151	70	76	149	446
Average of Newbuild Sales					
	Detached	Flats	Semi Detached	Terraced	All
LE1		£113,250			£113,250
LE2		£159,987			£159,987
LE4		£142,967	£220,988	£226,507	£221,589
LE5	£347,017	£103,850	£232,639	£194,387	£286,440
All	£347,017	£150,244	£230,033	£215,513	£252,266
Count of EPCs					
	Detached	Flats	Semi Detached	Terraced	All
LE1	0	3	0	0	3
LE2	0	43	0	0	43
LE4	0	6	17	98	121
LE5	150	7	59	46	262
All	150	59	76	144	429
Average of Newbuild Price Paid £/m^2					
	Detached	Flats	Semi Detached	Terraced	All
LE1		£1,858			£1,858
LE2		£2,271			£2,271
LE4		£2,321	£2,536	£2,566	£2,550
LE5	£2,565	£1,788	£2,499	£2,213	£2,468
All	£2,565	£2,197	£2,507	£2,453	£2,467

Source: Land Registry and EPC Register (June 2019)

Figure 4.9 Average Price Paid

Source: Land Registry and EPC Register (June 2019)

4.29 The average price paid is £2,467/m^2, ranging from less than £1,145/m^2 to over £3,202/m^2. Care should be taken when considering the disaggregated data as some of the sample sizes are small.

4.30 The above data does show variance across the area, however it is necessary to consider the reason for that variance. The principal driver of the differences is the situation rather than the location of a site. Based on the existing data, the value will be more strongly influenced by the specific site characteristics, the immediate neighbours and the environment, rather than in which particular ward or postcode sector the scheme is located.

4.31 At the time of this research (June 2019) there were very few new homes for sale in the City. It is necessary to look more widely and at newbuild schemes that are near the boundaries of LCC as well as within the administrative area. There were 50 houses and 10 flats being

advertised for sale in and adjacent to the LCC area, although on some of these, construction had yet to start. The analysis of these shows that asking prices for newbuild homes vary very considerably, starting at £243,000 and going up to £470,000. The average is over £286,000. These are summarised in the following table and set out in detail in **Appendix 6**.

Table 4.3 Summary of Newbuild Asking Prices

Developer / Agent	Development	Asking Price	£/m2
Leic 1			
Opulent	#47[24]	£147,600	
Leic 2			
Leic 3			
Leic 4			
Sand Royale	City Heights	£69,900	
Kings	Uppingham Gardens	£435,000	£2,305
Leic 5			
Purplebricks		£120,000	£1,176.47
James Sellicks	Cox Close		
Leic 6			
Harrison Murray	Evelyn Road		
Leic 7			
Leic 8			
Barratt	City Heights	£256,662	£3,072
Morris	Glebelands	£334,083	£3,134
Wider Area			
Frank Innes		£358,750	
Jelson	Hallam Fields	£226,950	£2,962
Barratt	New Lubbersthorpe	£190,995	£2,615
Davidsons	The Market Village	£274,395	£3,266
Davidsons	The Market Village	£319,841	£3,141
Taylor Wimpey	Rainbow Meadows	£235,000	£2,920.92
Davidsons	Bradgate Chase	£318,162	£3,094
Jelson	The Leys	£353,700	£3,261

Source: Market Survey (June 2019)

4.32 When considered on a £/m^2 basis, the average asking price for flats is £2,255/m^2 and the average asking price for houses is a little over £3,080/m^2.

[24] #47 is a non standard

4.33 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.

Price Assumptions for Financial Appraisals

4.34 In the *LCC CIL Viability Study, Update* (HDH, December 2014) the following values were used:

Table 4.4 2014 House Prices (£/m²)

		Area	Market
1	SUE1	20% Affordable	2,150
2	Greenfield1	20% Affordable	2,100
3	Brownfield Redev	15% Affordable	1,825
4	Urban Flats	15% Affordable	1,800
5	Brownfield Redev M	30% Affordable	2,200
6	Medium Brownfield	20% Affordable	2,200
7	Medium Greenfield	20% Affordable	1,925
8	Urban Edge	Below Threshold	2,225
9	Town Centre Flats	Below Threshold	1,825
10	Ex Garage Site	Below Threshold	1,950
11	Town Infill	Below Threshold	2,000
12	Brownfield Redev 2	20% Affordable	2,100
13	Brownfield Redev M 2	20% Affordable	2,000

Source: Table 3.2 LCC CIL Viability Update (HDH December 2014)

4.35 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 to value was put to the July 2019 consultation.

a) Larger Brownfield Sites. 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. That is to say 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.

A slightly higher value has been attributed to the larger brownfield sites than the smaller brownfield sites due to the ability of the developer to create a sense of place.

b) Smaller Brownfield Sites. As with the larger sites, the prices of the new homes developed are likely to be driven by the specific situation of the scheme rather than the general location. Development is likely to be of a higher density and be based around schemes of flats, semi-detached housing and terraces with a lower proportion of detached units.

c) Urban Flatted Schemes. This is considered to be a separate development type that is only likely to take place in the City centre. These are modelled as conventional development and on a Build to Rent basis (see below).

d) Large Greenfield Sites. These are the potential Strategic Sites, and large greenfield sites (over 200 units or so).

e) Medium Greenfield Sites. These are the greenfield sites in the range of 10 to 200 units that are likely to be brought forward by a single developer.

f) Small Greenfield Sites. These areas are in the smaller settlements and villages in the countryside. A premium value is applied to these.

4.36 Based on the asking prices from active developments, and informed by the general pattern of all house prices across the study area, and by the assumptions used by developers in appraisals submitted through the development management process, the prices put to the consultation are as in the table below.

4.37 It is important to note that this is a broad brush, high level study to test LCC's policy as required by the NPPF. The values between new developments and within new developments will vary considerably.

Table 4.5 Pre-consultation Residential Price Assumptions (£/m²)

	Strategic Regeneration Area (15%)	South East of the City and Ashton Green (30%)	Elsewhere (20%)
Larger Brownfield	£2,000	£2,500	£2,300
Smaller Brownfield Sites	£2,000	£2,500	£2,300
Urban Flatted Schemes	£2,200	£2,300	£2,275
Smaller Flatted Schemes		£2,800	£2,800
Large Greenfield Sites		£2,750	£2,750
Medium Greenfield Sites		£2,750	£2,750
Small Greenfield Sites		£2,800	£2,800

Source: HDH (July 2019)

4.38 Through the July 2019 consultation, the following points were made:

a. Values of flatted schemes were too low, particularly in the central area.

b. That asking prices should not be used. It is accepted that asking prices are asking prices and not the price achieved. No single data source can fully capture the details of the housing market, it is therefore necessary to look at a broad range of that information, putting appropriate weight on the various elements.

c. One consultee raised 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 should not be used in residential sales value and / or coverage calculations because they do not represent GIA (see para 4.25).

For the purpose of this study, principally this concerns the treatment of internal garages which are included within the EPC area but not the developers' own records. Whilst some new homes do have internal garages this is a minority (7 out of the 60 or so being advertised for sale at the time of this report). Bearing in mind the need to establish the values on a £/m^2 basis this data is given considerable weight.

Further concerns were raised that the EPC information was not reliable and understated the size of the buildings in question – with the consequence of overstating the value when considered on a £/m^2 basis. Whilst we note these concerns, we have checked the guidance for undertaking EPCs and this states[25]:

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.

Additionally, the DCLG guidance describes the floor area as follows[26]:

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:

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

b. areas that are not enclosed, such as open floors, covered ways and balconies, are excluded.

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 should minimise this.

Whilst these comments were made, no quantitative data was provided to illustrate why this data may not be reliable.

[25] Page 6, Energy Performance Certificates for Existing Dwellings. RdSAP Manual. Version 8.0

[26] 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.

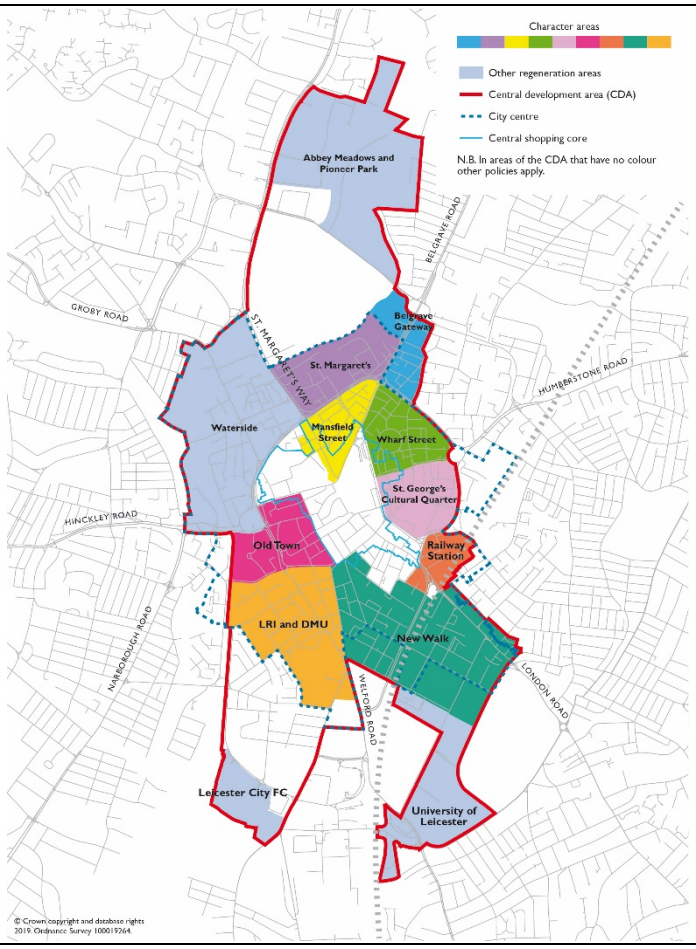
d. That the development values appear a little light. Data was provided that shows prices of £3,180/m^2 (£295.57/sqft) were provided for Ashton Green as well as the following data:

Belgrave Riverside	£2,612/m^2
The Wheatsheaf Works	£2,425/m^2
Watkin Road	£2,724/m^2
Abbey Meadows	£2,579/m^2

The sites at Ashton Green and Watkin Road are greenfield sites, supporting the differentiation, but also indicate that the assumption on these site typologies may be a little low.

4.39 Since starting this study the Council has reviewed the Strategic Regeneration Area. The Strategic Regeneration Area was defined 20 or so years ago, and a good proportion of the area has now been built out. In light of this the Council has agreed in principle to create a new area called the Central Development Area which removes areas already built as well as cleaning up previous anomalies such as the University of Leicester being excluded. The Central Development Area will also contain all of the proposed City Character Areas which from a policy perspective sit below an overall strategic policy for the Central Development Area. The boundary is yet finalised, however the Council is considering the following boundaries.

Figure 4.10 Emerging Central Development Area.



Source: LCC (December 2018)

4.40 In terms of value these are similar to the Strategic Regeneration Area.

4.41 Following the July 2019 consultation, the values were updated (a little) as follows:

Table 4.6 Post-consultation Residential Price Assumptions (£/m²)

	Central Development Area (15%)	South East of the City and Ashton Green (30%)	Elsewhere (20%)
Larger Brownfield	£2,000	£2,500	£2,300
Smaller Brownfield Sites	£2,200	£2,500	£2,300
Urban Flatted Schemes	£2,300	£2,375	£2,350
Smaller Flatted Schemes		£2,800	£2,800
Large Greenfield Sites		£3,180	£2,750
Medium Greenfield Sites		£3,180	£2,750
Small Greenfield Sites		£3,180	£2,800

Source: HDH (August 2019)

Ground Rents

4.42 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 rents[27].

Build to Rent

4.43 The Council has seen several Build to Rent schemes coming forward in the city centre. Some of the activity in this sector is driven by the large student population (see student housing below). The Built to Rent sector is a different sector to mainstream housing.

4.44 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 or justification to impose a planning condition restricting the use of a housing scheme to the PRS, and if it did it is difficult to see how it could maintain such a condition through a s78 appeal. This is quite different to affordable housing where there is evidence and policies to support restricting the use of some housing to affordable housing.

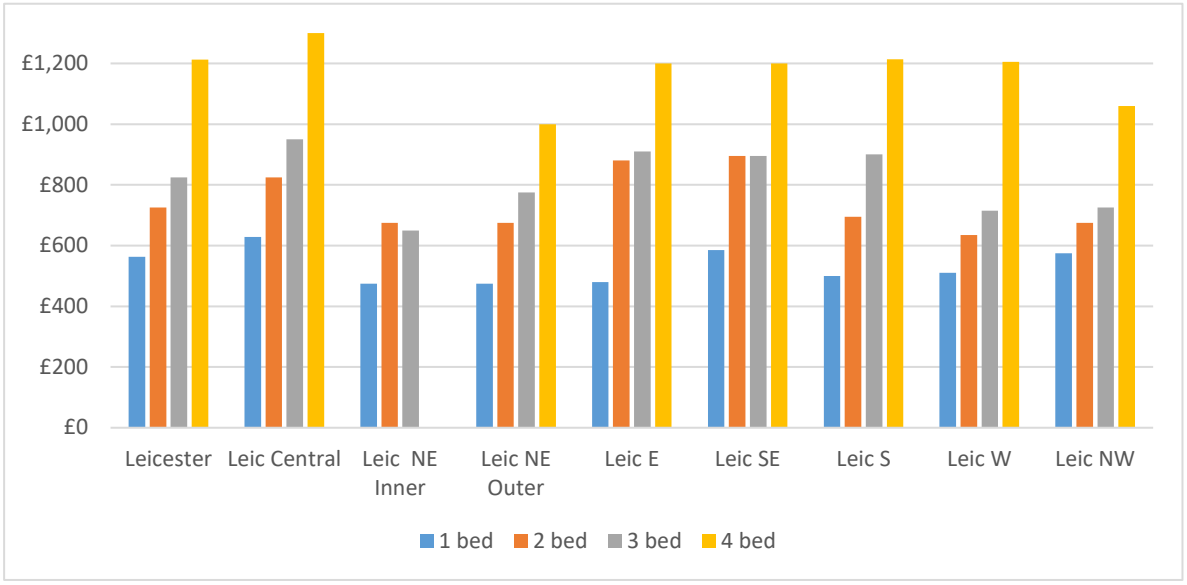
4.45 The value of the units in the PRS (where their use is restricted to PRS and they cannot be used in other tenures) is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor would pay for the completed unit. This will depend on the amount of 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 Build 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.*

4.46 In estimating the likely level of affordable rent, we have undertaken a survey of market rents across the LCC area:

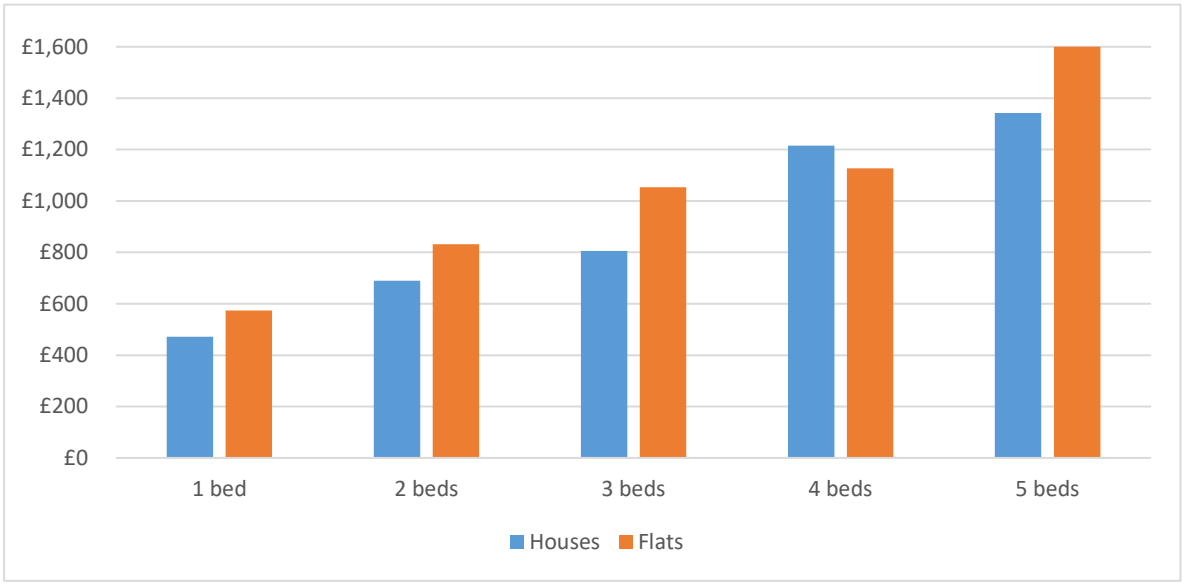
[27] In October 2018 the Communities Secretary announced that majority of newbuild houses should be sold as freehold and new leases to be capped at £10. https://www.gov.uk/government/news/communities-secretary-signals-end-to-unfair-leasehold-practices

Table 4.7 Rents Reported by Zoopla (£/month)				
	1 bed	2 beds	3 beds	4 beds
Leicester	£563	£725	£825	£1,213
Leic Central	£628	£825	£950	£1,300
Leic NE Inner	£475	£675	£650	
Leic NE Outer	£475	£675	£775	£1,000
Leic E	£480	£880	£910	£1,200
Leic SE	£585	£895	£895	£1,200
Leic S	£500	£695	£900	£1,214
Leic W	£510	£635	£715	£1,205
Leic NW	£575	£675	£725	£1,060



Source: Zoopla.co.uk (July 2019)

Table 4.8 Median Asking Rents Reported by Rightmove.					
	1 bed	2 beds	3 beds	4 beds	5 beds
Houses	£472	£690	£805	£1,216	£1,343
Flats	£574	£832	£1,053	£1,127	£1,601



Source: Rightmove.co.uk (June 2019)

4.47 Through the July consultation it was suggested that rental values for purpose build Built to Rent flats were likely to be low as Build to Rent is likely to be at the top of the market.

4.48 There is some evidence that rents may vary through the year. It is accepted that this may be the case, particularly around the peak letting season for students. Having said this feedback from letting agents suggests that the fluctuations for the best and least good properties is more than the mid market where rents are fairly steady.

4.49 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:

> *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.*

4.50 Knight Frank in their *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.

4.51 Having considered a range of sources a net yield of 4.5% has been assumed. It is also assumed that such development will be flatted and in or close to the city-centre.

Table 4.9 Capitalisation of Private Rents				
	1 bed	2 bed	3 bed	4 bed
Gross Rent (£/month)	£630	£850	£1,200	£1,300
Gross Rent (£/annum)	£7,560	£10,200	£14,400	£15,600
Net Rent	£6,048	£8,160	£11,520	£12,480
Value	£134,400	£181,330	£256,000	£277,333
m^2	50	70	84	97
£/m^2	£2,688	£2,590	£3,047	£2,859

Source: HDH (June 2019)

4.52 In this study we have assumed a value for private rent, in all areas, of £2,800/m^2.

4.53 Through the July 2019 consultation it was suggested that care has to be taken when applying the modelling set out in the PPG to this sector. This form of development is almost always pre-funded by the end investor, who is likely to be an institutional investor. They are looking to build a long-term rental stream and are likely to approach the valuation over a much longer term than other investors.

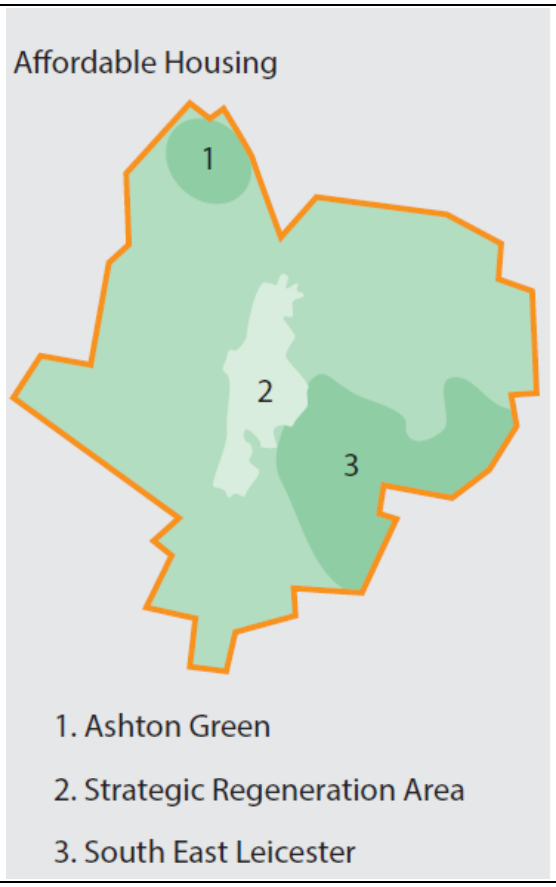
Affordable Housing

4.54 Policy CS7 of the adopted Core Strategy (2014) seeks the following:

> *On all sites of 15 dwellings or more or 0.5 ha or over, the Council will require the following percentages of the total number of dwellings proposed to be affordable, to meet local needs:2*
>
> - *15 % in the Strategic Regeneration Area;*
> - *30 % in the South East of the City and Ashton Green;*
> - *20 % elsewhere in the City.*

4.55 These areas are defined as follows:

Figure 4.11 Affordable Housing Areas



Source: Page 57, Leicester Adopted Core Strategy (2014)

4.56 In terms of tenure the Adopted Affordable Housing SPD (March 2011) says:

> *3.24 The split of social rented/intermediate housing should be in line with the needs information set out in the latest SHMA or its subsequent updates. Our current evidence, contained within the 2008 SHMA and as seen in Appendix 7, concludes that this should be a 75% social rented / 25% intermediate split.*

4.57 As set out later in this report, a range of tenure mixes have been tested (informed by the wider evidence base). In line with the paragraph 63 of the 2019 NPPF, a threshold of 10 units is assumed to apply (see Chapter 2 above).

4.58 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

4.59 Prior to the 2015 Summer Budget, rents of affordable housing (both Affordable Rents and Social Rents) were generally increased by inflation (CPI) plus up to 1% each year. These provisions were to prevail until 2023. The result was that 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 a particularly attractive and secure form of investment or security for a loan.

4.60 In the 2015 Budget it was announced that Social and Affordable Rents would be reduced by 1% per year for 4 years[28]. The effect of this is to reduce the value of affordable housing to rent. Having said this, in October 2017, the Government announced that rents will rise by CPI +1% for five years from 2020, reversing this alteration. It is necessary to consider the value of affordable housing in this context, so the value of affordable housing has been reconsidered from first principles.

Social Rent

4.61 The value of a 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 4.11 LCC Social Rent (£/week)

Unit Size	Net Rent	Social Rent Rate	Service Charge	Gross Rent	Unit Count
Non-self-contained	£0.00	£0.00	£0.00	£0.00	0
Bedsit	£59.13	£58.75	£17.41	£76.22	215
1 Bedroom	£70.18	£68.79	£13.14	£83.07	1,794
2 Bedroom	£84.14	£81.66	£6.85	£87.79	2,834
3 Bedroom	£92.57	£89.94	£1.94	£93.62	1,877
4 Bedroom	£109.60	£106.59	£2.97	£111.47	418
5 Bedroom	£113.51	£110.13	£1.70	£114.19	114
6+ Bedroom	£128.45	£124.45	£2.71	£129.35	30
All Self-Contained	£84.24	£82.02	£8.30	£89.73	7,282
All Stock Sizes	**£84.24**	**£82.02**	**£8.30**	**£89.73**	**7,282**

Source: Table 9, RSH SDR 2018 – Data Tool[29]

4.62 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 study. In this study, the value of Social Rents is assessed assuming 10% management costs, 4% voids and bad debts and 6% repairs. These are capitalised at 4.5%.

[28] We understand that the objective was to reduce the overall costs of Housing Benefit / Local Housing Allowance / Universal Credit to the Exchequer.

[29] https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/750462/SDR_2018_-_Data_Tool_-_LA_View_v_1.0.xlsx

Table 4.12 Capitalisation of Social Rents				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/week)	£70	£84	£93	£110
Gross Rent (£/annum)	£3,649	£4,375	£4,814	£5,699
Net Rent	£2,919	£3,500	£3,851	£4,559
Value	£64,878	£77,783	£85,576	£101,319
m^2	50	70	84	97
£/m^2	£1,298	£1,111	£1,019	£1,045

Source: HDH (June 2019)

4.63 On this basis, a value of £1,120/m^2 across the study area is assumed. In the *LCC CIL Viability Study, Update* (HDH, December 2014) a value of £955/m^2 was assumed for affordable housing for rent.

Affordable Rent

4.64 The Government introduced Affordable Rent in 2010 as a 'new' type of affordable housing. Under Affordable Rent a rent of no more than 80% of the market rent for that unit can be charged. In the development of affordable housing for rent, the value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor (or another RP) would pay for the completed unit.

4.65 In estimating the likely level of Affordable Rent, a survey of market rents across the LCC area has been undertaken and is set out under the Build to Rent heading above. There is relatively little variation in rents.

4.66 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. 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.

Table 4.13 Leicester BRMA LHA Caps (£/week)	
Shared Accommodation	£63.22
One Bedroom	£86.30
Two Bedrooms	£109.32
Three Bedrooms	£130.38
Four Bedrooms	£163.16

Source: VOA (July 2019)

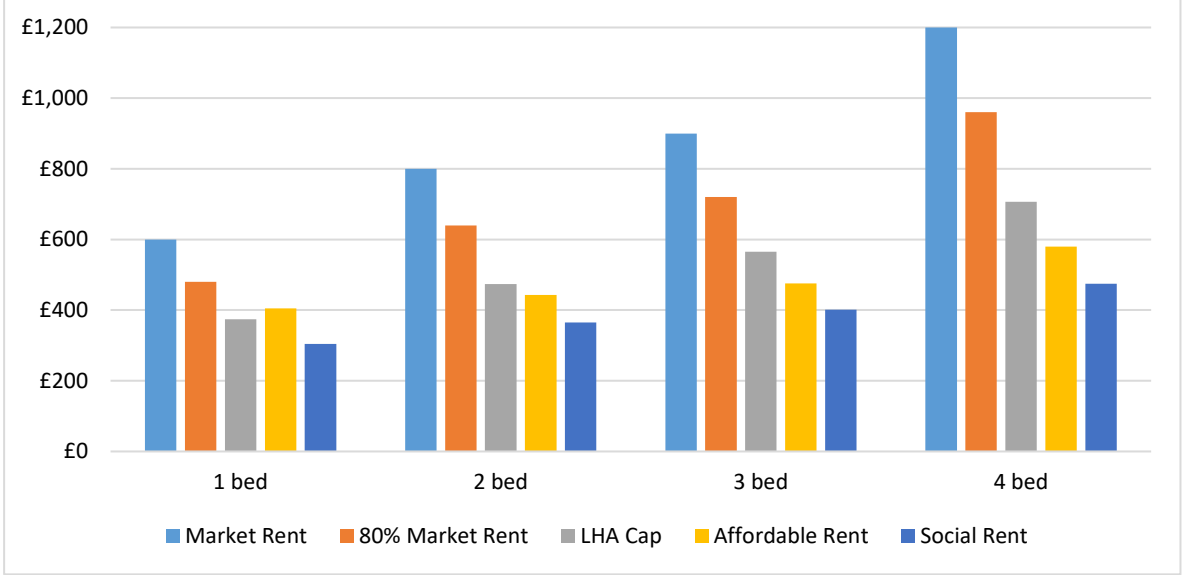
4.67 These caps are generally less than the Affordable Rents being charged as reported in the most recent HCA data release (although this data covers both newbuild and existing homes).

Table 4.14 LCC Affordable Rent (£/week)		
Unit Size	Gross Rent	Unit Count
Non-self-contained	£0.00	0
Bedsit	£79.29	1
1 Bedroom	£93.46	81
2 Bedroom	£102.25	470
3 Bedroom	£109.85	243
4 Bedroom	£133.74	43
5 Bedroom	£132.30	5
6+ Bedroom	£133.48	1
All Self-Contained	£105.39	844
All Stock Sizes	**£105.39**	**844**

Source: Table1, RSH SDR 2018 – Data Tool[30]

4.68 The rents can be summarised as follows.

Figure 4.12 Rents by Tenure – £/Month



Source: Market Survey, HCA Statistical Return and VOA (July 2019)

4.69 In calculating the value of Affordable Rents, we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 4.5%. On this basis affordable rented property has the following worth.

30 https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/750462/SDR_2018_-_Data_Tool_-_LA_View_v_1.0.xlsx

Table 4.15 Capitalisation of Affordable Rents				
	1 Bed	2 Bed	3 Bed	4 Bed
Gross Rent (£/week)	£86	£109	£130	£163
Gross Rent (£/annum)	£4,488	£5,685	£6,780	£8,484
Net Rent	£3,590	£4,548	£5,424	£6,787
Value	£79,780	£101,060	£120,529	£150,832
m^2	50	70	84	97
£/m^2	£1,596	£1,444	£1,435	£1,555

Source: HDH (July 2019)

4.70 Using this method to assess the value of affordable housing, under the Affordable Rent tenure, a value of £1,500/m^2 across all areas is derived.

4.71 Through the July 2019 consultation it was suggested that rather than calculating the value of affordable housing, comparable evidence should be used, however none was submitted to support this statement. Housing associations did suggest that the value derived for Social Rented housing was appropriate, however the value of Affordable Rent should use a lower assumption with regard to management costs, and that the range of 4% to 5% was more appropriate (which would result in a higher value).

Intermediate Products for Sale

4.72 Intermediate products for sale include shared ownership and shared equity products[31]. The market for these is difficult at present and we have found little evidence of the availability of such products in the study area. We have assumed a value of 70% of open market value for these units. These values were based on purchasers buying an initial 30% share of a property and a 2.75%[32] per annum rent payable on the equity retained. The rental income is capitalised at 4.5% having made a 5% management allowance.

4.73 The following table shows 'typical' values for shared ownership housing at a range of proportions sold:

[31] 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,

[32] A rent of up to 3% may be charged – although we understand that in this area 2.75% is more normal.

Table 4.16 Value of Shared Ownership Housing at 30% to 80% of Proportion Sold

Market Value			% Sold		Rent			Value		
m2	£/m2	£	%	£	%	£/year	£	£	£/m2	**% OMV**
95	2,700	256,500	30%	76,950	2.75%	4,938	104,239	181,189	1,907	**70.64%**
95	2,700	256,500	40%	102,600	2.75%	4,232	89,348	191,948	2,021	**74.83%**
95	2,700	256,500	50%	128,250	2.75%	3,527	74,456	202,706	2,134	**79.03%**
95	2,700	256,500	60%	153,900	2.75%	2,822	59,565	213,465	2,247	**83.22%**
95	2,700	256,500	70%	179,550	2.75%	2,116	44,674	224,224	2,360	**87.42%**
95	2,700	256,500	80%	205,200	2.75%	1,411	29,783	234,983	2,474	**91.61%**
95	3,000	285,000	30%	85,500	2.75%	5,486	115,821	201,321	2,119	**70.64%**
95	3,000	285,000	40%	114,000	2.75%	4,703	99,275	213,275	2,245	**74.83%**
95	3,000	285,000	50%	142,500	2.75%	3,919	82,729	225,229	2,371	**79.03%**
95	3,000	285,000	60%	171,000	2.75%	3,135	66,183	237,183	2,497	**83.22%**
95	3,000	285,000	70%	199,500	2.75%	2,351	49,638	249,138	2,623	**87.42%**
95	3,000	285,000	80%	228,000	2.75%	1,568	33,092	261,092	2,748	**91.61%**

Source: HDH 2019

Grant Funding

4.74 It is assumed that grant is not available.

Older People's Housing

4.75 Housing for older people is generally a growing sector due to the demographic changes and 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 guest room. It does not generally provide care services, but provides some support to enable residents to live 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.*

4.76 HDH has received representations (May 2013 and updated in February 2016) from the Retirement Housing Group (RHG) a trade group representing private sector developers and operators of retirement, care and Extracare homes[33]. 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

[33] https://retirementhousinggroup.com/rhg-publications/

bed semi-detached house. In addition, it assumes Extracare housing is 25% more expensive than Sheltered housing.

4.77 A typical price of a 3 bed semi-detached home of £245,000 has been assumed. On this basis it is assumed Sheltered and Extracare housing has the following worth:

Table 4.17 Worth of Sheltered and Extracare

	Area (m^2)	£	£/m^2
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 (June2019)

4.78 There are no retirement schemes being marketed in Leicester that the time of this study, it has therefore been necessary to look more widely beyond the boundaries of LCC.

a. Churchill Retirement Living do not have any schemes in the City but do have schemes in Shirley and Aldridge. The Shirley scheme is marketing one bedroom units at £261,950 and two bedroom units from £340,950. The Aldridge scheme is marketing one bedroom units at £201,950 and two bedroom units from £279.950. Both these areas have generally higher values than Leicester.

b. McCarthy and Stone do not have any schemes in the City but do have schemes in Market Harborough and Oakham. The Market Harborough scheme is marketing one bedroom units at £197,950 and two bedroom units from £280.950. The Oakham scheme is marketing one bedroom units at £214,950 and two bedroom units from £309,950. Both these areas have generally higher values than Leicester.

4.79 There several second hand McCarthy and Stone units for sale.

- A, 2 bedroom flat is being marketed for sale at Knighton Park Road, Stoneygate in Leicester, and is being marketed for £275,000.
- A 2 bedroom flat is for sale Glenhills Court, Little Glen Road, Glen Parva, Leicester, and is being marketed for £249,950.
- A 1 bedroom flat is for sale at Rowleys Court, Oadby, Leicester,and is being marketed for £150,000.
- 1 bedroom flat is for sale at Forge Court, Syston, Leicester for £140,000.

4.80 There are no Extracare schemes being marketed in the vicinity at the time of this study and no examples were provided through the July consultation process.

4.81 Based on the above, a value of £3,500/m^2 is assumed for Sheltered housing and £3,700/m^2 is assumed for Extracare.

4.82 In addition to the above, no allowance is made for ground rents. The typical value of the ground rents on these types of units would be about of £3,850/unit.

4.83 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.

Student Housing

4.84 There is a large student population in the Leicester. The University of Leicester (about 17,000 students) and De Montfort University (about 23,000 students) have a major impact on the housing market.

4.85 It is appropriate to consider the viability of student housing in its own right. There is an overlap in the market with the Build to Rent sector which is also considered as a separate development type (the economics of Build to Rent are different from market housing).

4.86 A survey of student housing has been carried out. As set out in **Appendix 7** there are several schemes. Two forms of student accommodation have been modelled, the Cluster Flat model and the Studio Flat model. Cluster Flats are groups of rooms (en-suite or not) sharing living space and a kitchen. Studio Flats are slightly larger rooms, including a kitchenette.

4.87 It is difficult to make direct comparisons as some operators let rooms just during term time (allowing other commercial uses in the holidays), some for a 39 week or 44 week academic year (allowing other commercial uses in the summer), and some operators let for a 51 or 52 week year. Across the different sites and operators, the product offered varies from basic to luxurious and by format (self-contained /en-suite / cluster flats) and this is reflected in the rents. The average rents by the type of accommodation (as defined by the operator) are:

Table 4.18 – Student Housing – Rent by Type			
	Count	Per Week	Per Year
1 bed flat	5	£168	£6,656
city ensuite	1	£122	£5,246
classic ensuite	2	£126	£5,407
classic studio	1	£177	£7,611
double	5	£106	£5,177
double ensuite	5	£134	£6,009
ensuite	6	£136	£6,052
premium ensuite	6	£140	£6,027
single	53	£114	£4,489
single ensuite	25	£152	£6,105
single ensuite adapted	2	£151	£6,321
single studio	9	£166	£6,737
small ensuite	1	£125	£5,500
studio	17	£166	£8,283
studio classic plus	1	£147	£7,497
twin	3	£102	£3,990
Grand Total	**142**	**£136**	**£5,739**

Source: Market Survey (June 2019)

4.88 The average for cluster flats is £5,357/year and the average for self-contained accommodation is £6,679, although it is important to appreciate that this is the average of all units, including older ones. The rents are be discounted by 3% to reflect voids and bad debts at this stage. In deriving the values, the following assumptions are used:

Studio:	£7,000	less 3%	£6,790/year
Cluster:	£5,360	less 3%	£5,200/year

4.89 Having made an allowance of 25% for management and repair costs, and capitalised the income at 6%, the following capital values are derived.

Table 4.19 Value of Student Housing			
		Cluster	Studio
Rent		£5,199	£6,790
Management etc	%	25%	25%
Net Rent		£3,899	£5,093
Yield		6.00%	6.00%
Value per room	£	£64,990	£84,875

Source: HDH (June 2019)

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.

5.2 In the *Leicester, Leicestershire and Rutland CIL Viability Study* (HDH, January 2013) the following values were used, these were then updated in the *LCC CIL Viability Study, Update* (HDH, December 2014) as shown.

Table 5.1 Non-Residential Assumptions – 2012 & 2014

	2012			2014		
	Rent £/m^2 /year	Yield	Capitalised Rent £/m2	Rent £/m^2 /year	Yield	Capitalised Rent £/m2
			£/m^2			
Large industrial (+ 500m^2)	41	7.00%	£586			
Small industrial (100m^2 to 500m^2)	48	7.00%	£686			
Distribution	50	6.00%	£833			
Large office (+ 250m^2)	93	6.50%	£1,431			
Small office (100m^2 to 250m^2)	100	7.00%	£1,429			
Large retail - Supermarkets	130	5.00%	£2,600			£2,800
Smaller Supermarkets				150	6.50%	£2,300
Large retail - Retail Warehouse	120	7.00%	£1,714	120	6%	£2,000
Leicester Centre Shops	236	7.00%	£3,371			
Town Centre Shops	150	11.00%	£1,364			
Hotels		6.50%	£2,150			
Student Halls		6.50%	£2,225			
Leisure	75	8.00%	£938			

Source: Leicester, Leicestershire and Rutland CIL Viability Study (HDH, January 2013) & LCC CIL Viability Study, Update (HDH, December 2014)

5.3 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 uses, retail uses and hotel uses.

5.4 Across the City, market conditions broadly reflect a combination of national economic circumstances and local supply and demand factors. However, even within the LCC area, there will be particular localities, and ultimately site-specific factors, that generate different values and costs.

National Overview

5.5 The various non-residential markets in the LCC area reflect national trends. The retail markets are particularly challenging:

> *The Q1 2019 RICS UK Commercial Property Market Survey results show conditions remain highly varied at the sector level. Indeed, solid fundamentals continue to drive growth in the*

industrial segment while the struggling retail sector shows little sign of improvement. Alongside this, anecdotal evidence suggests the Brexit impasse is, to a greater or lesser degree, weighing on investor and occupier decisions across the board.

RICS – Q1 2019: UK Commercial Property Market Survey

Leicester's Non-Residential Market

5.6 The *Leicester Employment Land Review* (Lambert Smith Hampton, July 2017) includes a detailed assessment of the local employment market so that will not be repeated here. The market can be summarised as follows:

The commercial property development and investment markets have been the subject of a marked recovery over the four years since publication of the Leicester and Leicestershire HMA Employment Land Study Update in April 2013. In this review we illustrate the impact of this recovery on the employment land development pipeline in the Leicester PUA. We describe the business models that have demonstrated the viability of development by willing developers, public sector interventions that have underpinned recent investment and issues of remaining market failure.

In the three years 2012 – 15, new commercial property has been developed on 13 sites across all property sub – markets in the PUA (geographical locations) and market segments (office, industrial/ small warehousing and strategic warehousing). The sites are located as follows:

Blaby, three sites: Grove Park, LE3 and Optimus Point

South Charnwood, three sites: Interchange Birstall, Watermead Business Park and Rothley Lodge

Leicester, (seven sites): two at Ashton Green; Bradgate Bakery; three sites at Gipsy Lane Brickworks, (Barkby Road, High View Close and Crest Rise;) and Pioneer Park on Exploration Drive.

Selected examples of developments in the market segments include:

<u>New offices</u>

- *3,223 sq m Grade A offices, Marlborough Court, Watermead Business Park, (part for owner occupation and speculative development)*
- *2,100 sq m Grade A offices, Grove Park (pre let to Travis Perkins)*

<u>New industrial</u>

- *10,000 sq m Bradgate Bakery (Samworth Brothers), 5 Bennion Road, Leicester (development by owner occupier)*
- *3,368 sq m Crest Rise, Gipsy Lane Brickworks, Leicester (speculative development)*
- *1,810 sq m Food Park, High View Close, Gipsy Lane Brick Works, Leicester (Council and ERDF funded speculative scheme)*

<u>New warehouses</u>

- *48,748 sq m Optimus Point, Kirby Road / Ratby Road, Glenfield (speculative development of two units)*
- *3,986 sq m Optimus Point, Kirby Road / Ratby Road, Glenfield (pre – sold to Everards for brewery storage and distribution*

Two further additions to the stock were made through the refurbishment of 6,038 sq m at The Podium, St George's Tower, Leicester for Hastings Direct call centre (pre – let) and 1,535 sq m at Friars' Mill, Leicester (ERDF supported speculative scheme).

Development on the new build sites is characterised by a number of business models. Prior to the 2008 credit crisis, developers typically promoted land through the planning system; invested

in advance infrastructure; developed a mix of speculative and pre let buildings and sold the let and income producing investments to institutional property investors. In the post 2008 period, development has been brought forward almost exclusively on pre 2008 serviced land using the following business models:

- *Pre – let developments, for example Grove Park*
- *Mixed pre – let and speculative developments, for example LE3*
- *Speculative development, for example Crest Rise, Gipsy Lane Brickworks (part to be sold freehold and part to be retained within the developer's investment portfolio) Sale of serviced plots for owner occupier freehold development, for example Ashton Green (two sites) and Watermead Business Park.*

5.7 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.

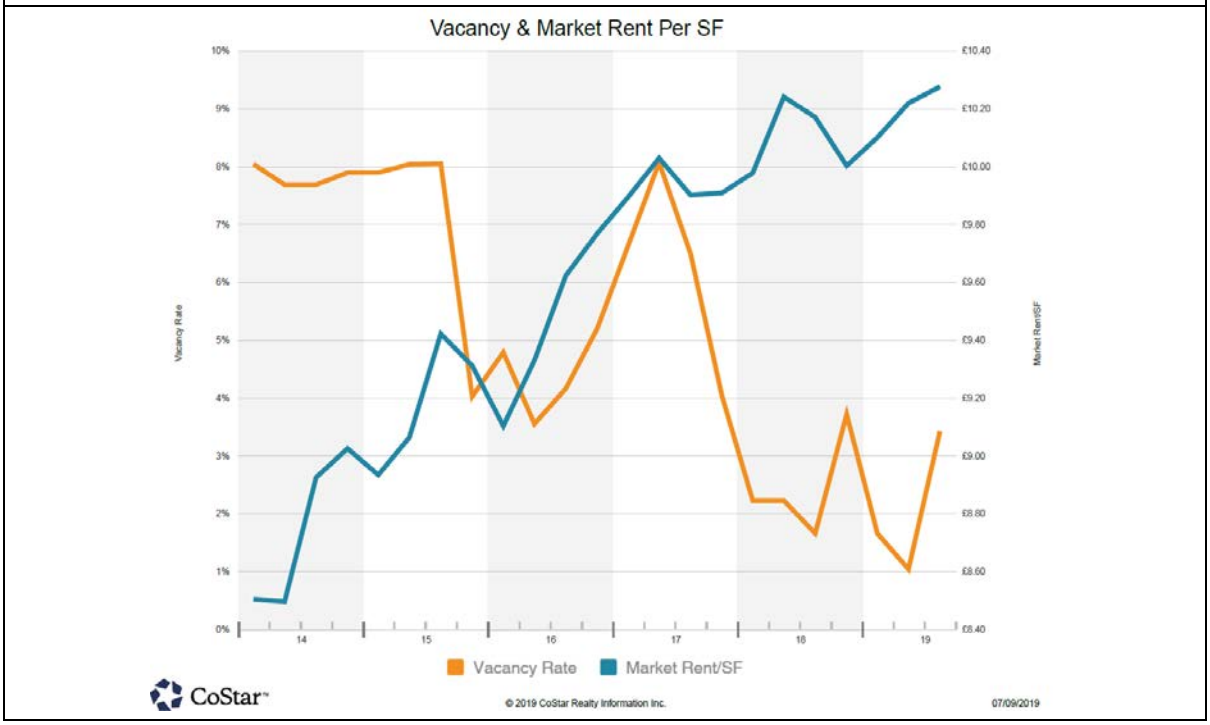
5.8 Various sources of market information have been analysed, the principal sources being the local agents, research published by national agents, and through the Estates Gazette's Property Link website (a commercial equivalent to Rightmove.co.uk). In addition, information from CoStar (a property industry intelligence subscription service) has been used. Clearly 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.

5.9 **Appendix 8** includes market data from CoStar.

Offices

5.10 CoStar data shows an increase in rents in the office sector over the last five years, although these have levelled out more recently.

Figure 5.1 Offices. Vacancy Rates v Rent (£/sqft).



Source: CoStar (July 2019)

5.11 CoStar is currently reporting average rents (for all types of office) of about £115/m^2/year (£10.50sqft/year). On the whole these buildings are not modern offices that are best suited to current work practices. A median yield of 6.36% is reported, although consultee feedback suggested that 7% would be more typical.

5.12 On this basis new office development would have a value of £1,535/m^2 (having allowed for a rent free / void period of 12 months). CoStar reports average sales prices of £2,916/m^2 (£271/sqft), with a median being rather less at £1,420/m^2 (£132/sqft). Initially office development was assumed to have a value of £3,000/m^2.

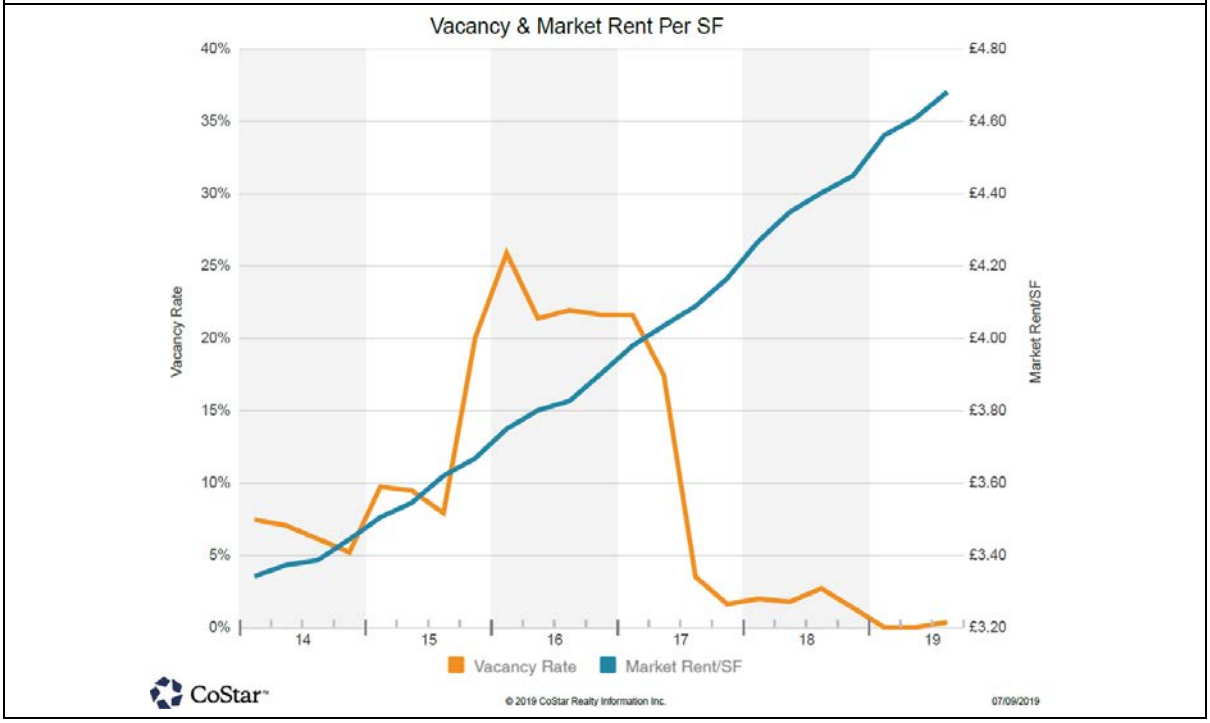
5.13 The *Leicester Employment Land Review* (Lambert Smith Hampton, July 2017) suggests rents are likely to be in the range of £150/m^2 (£14/sqft) to £258/m^2 (£24/sqft) which is more in line with comments from local agents who have suggested that good quality offices are in high demand and rents of £235/m^2 (£22/sqft) are likely to be achievable. There was also scepticism about the yields reported by CoStar, with suggestions that the good offices with sound tenants are unlikely to derive yields of less than 7%.

5.14 Through the July 2019 consultation it was suggested the rent assumption should be increased to £193/m^2/year (£18/sqft/year). Having said this the value of £3,000/m^2 was confirmed.

Industrial and Distribution

5.15 CoStar data also shows very low vacancy rates and an increase in rents over the last five years in the industrial sector:

Figure 5.2 Industrial. Vacancy Rates v Rent (£/sqft).



Source: CoStar (July 2019)

5.16 CoStar is currently reporting average rents (for all types of industrial space) of about £51/m^2/year (£4.70sqft/year). On the whole these buildings are not modern facilities that are suited to modern industry. CoStar does not report a yield although our work in the wider area would suggest a 7.5% would be appropriate in this market.

5.17 On this basis new industrial development would have a value of £588/m^2 (having allowed for a rent free / void period of 24 months). CoStar reports average sales prices of £689/m^2 (£64/sqft), with a median being rather less at £624/m^2 (£58/sqft). Bearing in mind the nature of the new development that this study is concerned with, industrial development was initially assumed to have a value of £600/m^2.

5.18 The *Leicester Employment Land Review* (Lambert Smith Hampton, July 2017) suggests rents are unlikely to be above £53/m^2 (£5/sqft) which is less than we would expect for new, reasonable quality space.

5.19 At the time of this assessment there is anecdotal evidence that asking rents are higher for higher specification new units and that this is due to the shortage of supply. This comment was supported through the July 2019 consultation with the suggestion that the assumption should be increased to £75/m^2/year (£7/sqft/year). We have done this.

Retail

5.20 The retail market is in a period of particular 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)[34]. 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.

a. Arcadia group which includes brands such as Topshop, Topman, Burtons and Dorothy Perkins is undergoing restructuring through a CAV, which includes the closure of shops (June 2019).

b. Monsoon and Accessorize are undergoing restructuring through a CAV, which includes the closure of shops (May 2019).

c. New Look restructured in a debt for equity swap and refinancing (January 2019).

d. Select (womenswear) entered in to a second CVA in a year (June 2019)

e. Mothercare, closing 60 shops (June 2019)

f. Marks and Spencer -closing 110 stores (May 2019)

g. The following brands have been put into administration:

   i. TReds Shoes (Jan 2019 – since, sold)

   ii. Pretty Green, (bought out of administration by JD Sports in April 2019)

   iii. Debenhams (April 2019, in admin 1/3 stores to close)

   iv. House of Fraser, (April 2018 bought out of administration by Mike Ashley)

   v. Greenwoods, (January 2019, all stores closed)

   vi. Berketex (Bridalwear) Closed November 2018)

   vii. Evans Cycles (October 2018 bought out of administration by Mike Ashley)

   viii. Coast, (October 2018,bought in part out of administration by Karen Millen))

   ix. East, (April 2018, all stores to closed)

5.21 Numerous other high-street names have also closed or been restructured, including Banana Republic, BHS (2016), Austin Reed (2016), Laura Ashley (2019),Toys R Us, Maplin, Poundworld, Homebase, Office Outlet (Staples),HMV, American Golf and Carpetright.

5.22 Various restaurant and dining chains have also announced closures or restructuring. These include Jamie Oliver, Patisserie Valerie, Gourmet Burger Kitchen, Byron Burgers, Carluccios, Gaucho and Prezzo (closing 100 stores).

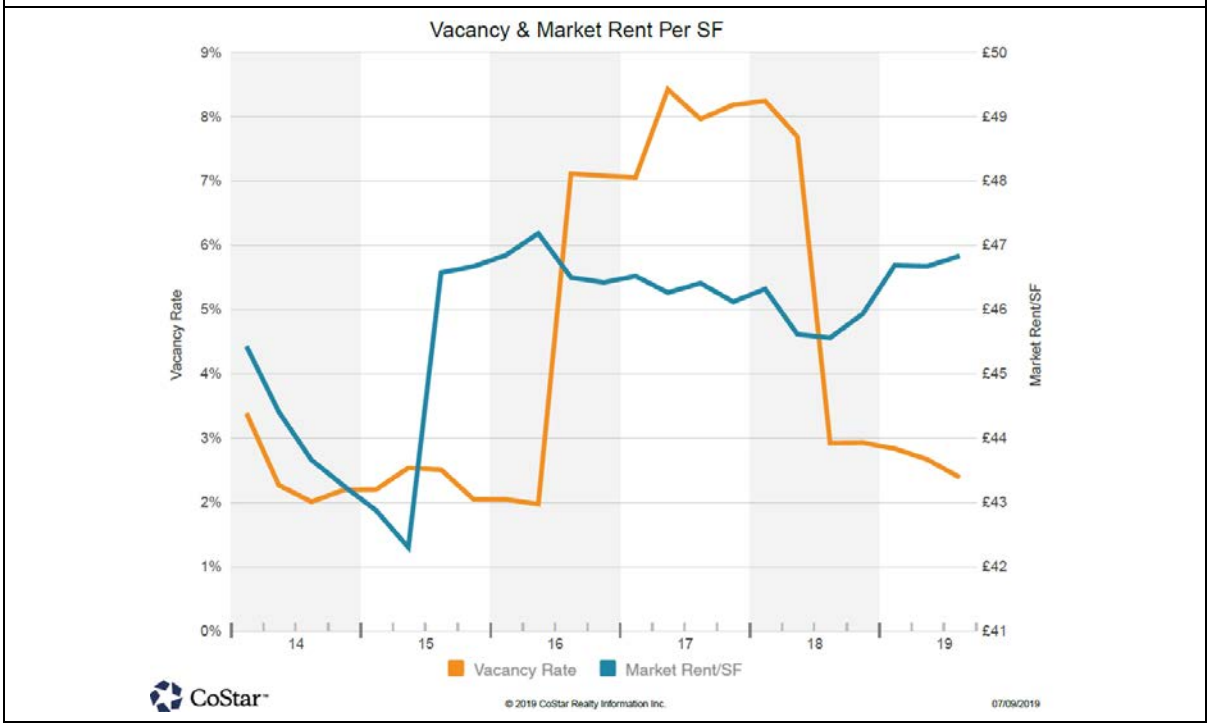
5.23 The banking sector has closed 716 branches in the first half of 2019.

[34] 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.

5.24 The *Leicester City Council and Blaby District Council Town Centre and Retail Study Final Report* (WYG, September 2015) identified very limited need for additional retail space over the next 20 years (from 2015).

5.25 Bearing in mind the gloomy picture that can be taken from the above, the CoStar data shows an increase in rents and fall in vacancies over the last 5 years.

Figure 5.3 Retail. Vacancy Rates v Rent (£/sqft).



Source: CoStar (July 2019)

5.26 The retail market is segmented with the core areas of Leicester thriving, but the remaining areas, being of largely secondary retailing areas, doing less well. Retailing in secondary locations remains challenging – although the data does reveal some surprising high rents, and there are some neighbourhood shopping areas that are thriving.

5.27 Rents for units in the best central locations are currently over £2,000/m^2/year (£185/sqft/year)[35] although generally they are below this level at around £400/m^2/year (£37/sqft/year). An average yield of 6.89% (median of 6.36%) is reported. A value (based on a £400/m^2/year / 7% yield / 24 month incentive) of £4,991/m^2 (£464/sqft) is derived for city centre, shop-based retail. This is broadly in line with the upper values reported by CoStar. Soundings with local agents suggest that the prime city centre retail space rarely changes ownership. A value of £4,500/m^2 (£418/sqft) is assumed.

5.28 The rents for shops vary greatly, particularly as one moves away from the best locations into the secondary situations where rents are normally in the range of £100/m^2/year

[35] These rents are calculated over the whole building area rather than just the sales area.

(£9.30/sqft/year) to £200/m^2/year (£18.60/sqft/year), although yields are rather higher at around 10% to give a value of £2,300/m^2 (£214/sqft) or so.

5.29 We have given consideration to supermarkets and retail warehouses. There is little local evidence that is publicly available relating to these in the LCC area, however, drawing on our wider experience, we have assumed supermarket rents of £230/m^2/year (£21/sqft/year) with a yield of 5.5% to give a value of £3,950/m^2 (£367/sqft). This reflects the increased confidence in this sector after a difficult period faced by the traditional supermarket operators.

5.30 As well as mainstream supermarkets, we have considered the smaller units developed by operators such as Lidl and Aldi. In this case we have assumed a rent of £200/m^2/year (£18.60/sqft/year) and a 5.5% yield to give a value of £3,450/m^2 (£3,450/sqft).

5.31 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 the out of town retail parks. Fosse Park continues to be a major shopping destination and, whilst it is in Blaby District (to the south west of Leicester), it has an important place in the Leicester retail market and offer. Fosse Park does have rents that are at the higher end of the range for this type of development across England with rents of around £800/m^2/year (£75/sqft/year) being reported by Costar with some anecdotal evidence that some rents may be higher.

5.32 There is no evidence to support such high assumptions in Leicester, and whilst little such development is planned, it may be that some of the existing out of town / retail warehouse space (for example at Beaumont) may be reconfigured or redeveloped. We have assumed a rent of £180/m^2/year (£16.70/sqft/year) and a yield of 6% giving a value of £2,670/m^2 (£250/sqft) (allowing for a 2 year rent free / void period).

Hotels

5.33 There have been a number of new hotels in the area and there is a recognised need (and demand) for further provision. For the hotel sector, a rental of £6,500/room/year for newbuild hotels is assumed to apply across the area. Assuming a yield of 6%, this equates to a value of about £4,385/m^2 (£400/sqft). It is important to note that this study is only concerned with newbuild hotels[36].

Appraisal Assumptions

5.34 The following assumptions have been used (taking into account the comments made through the July 2019 consultation):

[36] 60 rooms x £4,500 = £270,000. 6% yield = £4,500,000. 60 rooms @19m^2 + 30% circulation space = £3,000/m^2

Table 5.2 Commercial Values £/m² 2019					
	Rent £/m²	Yield	Rent free period		Assumption
Offices	£190	7.00%	1.0	£2,537	£3,000
Industrial	£75	7.50%	2.0	£865	£865
Retail - City Centre	£400	7.00%	2.0	£4,991	£4,500
Retail (elsewhere)	£250	10.00%	1.0	£2,273	£2,300
Large Supermarket	£230	5.50%	1.0	£3,964	£3,950
Small Supermarket	£200	5.50%	2.0	£3,267	£3,270
Retail Warehouse	£180	6.00%	2.0	£2,670	£2,670
Hotel (per room)	£6,500	6.00%	0.0	£4,386	£4,385

Source: HDH (August 2019)

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 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.

6.4 In the *Leicester, Leicestershire and Rutland CIL Viability Study* (HDH, January 2013) the following values were used. The 'EUV Plus' approach, as now set out in the PPG, was used.

> *6.34 Following the consultation events, including the meeting on 19th July[37] we reconsidered this – particularly in the light of the RICS Guidance. The argument put forward by the landowners' agents was persuasively put, but it was not the only argument put forward – as mentioned above there was some agreement that, if the assumptions related to gross values, they were realistic and appropriate and allowed a reasonable uplift for the landowners that was sufficient to allow the land to come forward. In the revised appraisals in this report, we have used the following assumptions to set the viability thresholds and calculate the land price in the additional profit appraisals:*
>
> *a. We have used alternative land prices of:*
>
> | | | |
> |---|---|---|
> | *Agricultural Land* | | *£25,000/ha* |
> | *Paddock Land* | | *£50,000/ha* |
> | *Industrial Land* | *Leicester City and Oadby and Wigston* | *£440,000/ha* |
> | | *Residual Area* | *£350,000/ha* |
> | *Central Leicester (retail land)* | | *£4,000,000/ha* |
> | *Residential Land* | | *£750,000/ha* |
>
> *b. We have increased the percentage uplift from 15% to 20% in all sites.*

[37] Being a consultation event held to inform the preparation of the CIL Viability Study on 19th July 2012.

c. We have assumed a further uplift, in addition to the 20%, of £250,000/ha on greenfield sites (being those in agricultural and paddock uses).

6.5 These were carried into the *LCC CIL Viability Study, Update* (HDH, December 2014) and formed the basis for the recommendations for setting CIL.

Existing Use Values

6.6 To assess development viability, it is necessary to analyse Existing and Alternative Use Values. EUV refers to the value of the land in its current use before planning consent is granted, for example, as agricultural land. AUV refers to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land.

6.7 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*

6.8 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.

6.9 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.

6.10 For the purpose of the present 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.

6.11 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 city centre a higher value is considered.

Residential Land

6.12 In May 2018, DCLG published *Land value estimates for policy appraisal*[38]. This sets out land values as at May 2017 and was prepared by the Valuation Office Agency (VOA). The LCC figure is £2,150,000/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*'.

6.13 The VOA assumed that 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; the site will have a net developable area equal to 80% of the gross area. For those local authorities outside London, the hypothetical scheme is for a development of 35 two storeys, 2/3/4 bed dwellings with a total floor area of 3,150 square metres.

6.14 There are no larger development sites being publicly marketed in the area however there are a number of small development sites being marketed in the area:

38 https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/710539/Land_Values_2017.pdf

Table 6.1 Building Sites for Sale – July 2019

		Asking Price	Area (ha)	£/ha	
Stoughton Drive South	Oadby	£600,000	0.146	£4,109,589	Single house in garden
Ratcliffe Road	Stoneygate	£300,000	0.08	£3,750,000	Single house in garden
Uppingham Road	Thurnby	£250,000	4.94	£50,607	Farmland
Highcroft Road	Oadby	£140,000			Potential plot (STP)
Fosse Lane		£90,000	0.065	£1,384,615	Consent for pair of semi-detached
Narborough Road		£87,500			Retail / Residential plot
Gynsill Lane	Anstey	£2,000,000	1.38	£1,449,275	Residential STP
Land at Blackthorn Lane	Oadby	£1,900,000	0.768	£2,473,958	5 bungalows

Source: Market Survey (July 2019)

6.15 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.

6.16 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 9.** 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 of Development Land

Planning Ref	Site	Date approved	ha	All Units	Aff	s106 contribution	£/ha	£/unit
20180464	ABBEY MEADOWS, SITE OF FORMER BESTWAY CASH & CARRY	01-Mar-19	1.95	85	0.00%	£100,000	£1,192,308	£27,353
20180144	GREAT CENTRAL STREET, HIGHCROSS STREET, ALL SAINTS OPEN	06-Jun-18	0.173	73	0.00%	£97,583	£1,965,318	£4,658
20172690	10 CANAL STREET, AYLESTONE	14-Mar-19	0.23	28	0.00%	£0	£652,174	£5,357
20172367	37 WELFORD ROAD, REYNARD HOUSE	28-Mar-18	1.5	79	0.00%	£0	£866,667	£16,456
20172270	GREEN LANE ROAD, SHIELD ENGINEERING	12-Sep-18	0.51	26	0.00%	£0	£6,270,588	£123,000
20171959	17-19 AND 21 SOUTHAMPTON STREET	03-Apr-19	0.05	29	13.79%	£42,220	£4,900,000	£8,448
20171868	64-66 HUMBERSTONE GATE	17-Aug-18	0.15	42	0.00%	£0	£4,133,333	£14,762
20181813	ASHTON GREEN, PARCEL 4	14-Nov-18		307	29.97%		Council owned. No PPD	£0
20162521	BATH LANE, FORMER MERLIN WORKS	26-Mar-18	0.63	413	0.00%	£0	£2,418,013	£3,688
20171374	2 YEOMAN STREET	18-Jul-18	0.03	17	0.00%	£0	£10,833,333	£19,118
20171126	47-55 NORTHGATE STREET	10-Aug-18	0.18	69	0.00%	£61,925	£1,944,444	£5,072
20181372	BELGRAVE ROAD, SITE OF FORMER SAINSBURY'S (Part residential only)	21-Nov-18	3.7	18	0.00%		No PPD	
20170813	101 KNIGHTON FIELDS ROAD WEST	30-Sep-18	0.08	22	0.00%	£21,013	£4,125,000	£15,000

Source: LCC and Land Registry (July 2019)

6.17 These values are on a whole site (gross area) basis and range considerably. 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.*

6.18 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 (or the average of prices paid).

6.19 Almost all the above sites are smaller sites, with just one of the sites being over 1 ha. 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.

6.20 It is necessary to make an assumption about the value of residential land. In this assessment a value of £2,000,000/ha is assumed.

Industrial Land

6.21 *Land value estimates for policy appraisal* provides a value figure for commercial land as follows:

Table 6.3 Industrial Land Values (£/ha)	
Industrial Land	£595,000 (£241,000/acre)
Commercial Land: Office Edge of City Centre	£1,240,000 (£502,000/acre)
Commercial Land: Office Out of Town – Business Park	£660,000 (£267,000/acre)

Source: Land value estimates for policy appraisal (DCLG, May 2018)

6.22 CoStar (a property market data service) includes details of industrial land. These are summarised in **Appendix 10**. The average is about £1,209,000/ha (£489,222/acre) and the median is more at £1,822,000/ha (£737,505/acre).

6.23 In this study, a value of £1,200,000/ha (£486,000/acre) is assumed in the city-centre and £500,000/ha (£200,000/acre) elsewhere. A central retail value in Leicester of £4,000,000/ha (£1,620,000/acre) is also assumed.

6.24 Through the July 2019 consultation, a developer of specialist older people's housing implied that the £500,000/ha assumptions may be too low, although no evidence was provided. Likewise, another consultee suggested that the £500,000/ha assumption was at the bottom end of the expected range. It is accepted that the evidence is rather thin, however the evidence that there is does support this assumption. The assumption has been increased to £600,000/ha.

Agricultural and Paddocks

6.25 *Land value estimates for policy appraisal* provides a value figure for agricultural land in the area of £22,000/ha. The *RICS/RAU Rural Land Market Survey* reports agricultural land values. The most recent report[39] suggests England and Wales values of £21,043/ha (£8,516/acre) for arable land and £16,700/ha (£6,759/acre) for pasture. The East Midlands Values are a little less than these.

6.26 For agricultural land, a benchmark of £25,000/ha is assumed to apply here.

6.27 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.

Existing Use Values

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

[39] https://www.rics.org/globalassets/rics-website/media/knowledge/research/market-surveys/rural-land-market-survey-h2-2018-rics-rau.pdf

Table 6.4 Existing Use Value Land Prices £/ha July 2019	
Brownfield Land	
City centres	£1,200,000
Elsewhere	£600,000
City centre - Retail	£4,000,000
Greenfield Land	
Agricultural	£25,000
Paddock	£50,000

Source: HDH (July 2019)

Benchmark Land Values

6.29 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 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*

6.30 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*

6.31 This is the approach taken in the *LCC CIL Viability Study, Update* (HDH, December 2014).

6.32 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)

6.33 Care has to be taken drawing on such general figures without understanding the wider context and other assumptions in the studies.

6.34 In the pre-consultation iteration of this Viability Assessment, the following Benchmark Land Value assumptions are used:

Brownfield Sites: EUV Plus 20%.

Greenfield Sites: EUV Plus £300,000/ha.

6.35 Through the July consultation, a developer of specialist older people's housing suggested that a BLV of £600,000/ha was not sufficient for that type of development (bearing in mind most would be likely to come forward on brownfield sites). No evidence was submitted to support this statement.

6.36 Another consultant pointed out '*the proposed BMLV of EUV plus 20% for brownfield sites and EUV plus £300,000 per hectare for greenfield sites (see para 6.33) is very similar to the BMLVs proposed in the Council's previous Viability Study*', which is correct. This was examined though the Council's CIL Examination and found appropriate. No alternative approach was suggested or evidence put forward to support a different approach.

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 at the consultation event in July 2019.

Development Costs

Construction costs: baseline costs

7.2 The cost assumptions are derived from the Building Cost Information Service (BCIS)[40] data – using the figures re-based for Leicester. The cost figure for 'Estate Housing – Generally' is £1,328/m^2 at the time of this study. This is 57% higher than the figure used in the *LCC CIL Viability Study, Update* (HDH, December 2014). 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 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 and the figure for 'supported housing' is used for Extracare housing.

7.4 A developer of older people's housing suggested that the costs of furnishing of communal areas, provision of catering equipment, white goods, office and IT equipment to service areas, security and indoor planting are added in. This is not accepted, this study is not trying to replicate any particular model, rather it looks at the costs of development and the eventual value. All these items are considered to be costs associated with the day to day operation of a site that would be paid for by an operator, rather than the developer.

7.5 In August 2015, a report was published that considered the construction costs on smaller sites. *Housing development: the economics of small sites – the effect of project size on the cost of housing construction* (August 2015) was carried out by BCIS, having been commissioned by the Federation of Small Businesses. This study concluded that the construction price for schemes of 1 to 5 units was about 13% higher than for schemes of over 10 units, and that the construction price for schemes of 6 to 10 units was about 6% higher than for schemes of over 10 units. These adjustments have been made to the small schemes modelled in this report.

[40] BCIS is the Building Cost Information Service of the Royal Institution of Chartered Surveyors.

Table 7.1 BCIS Costs- £/m² gross internal floor area						
Rebased to Leicester (105; sample 42)						
Description: Rate per m2 gross internal floor area for the building Cost including prelims.						
Last updated: 06-Jul-2019 00:39						
Building function	£/m² gross internal floor area					
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest
810.1 Estate housing						
Generally (15)	1,373	658	1,177	1,328	1,505	4,761
Single storey (15)	1,538	872	1,313	1,476	1,731	4,761
2-storey (15)	1,330	658	1,161	1,299	1,449	2,624
3-storey (15)	1,391	864	1,139	1,338	1,557	2,789
4-storey or above (15)	2,891	1,431	2,363	2,540	3,805	4,314
810.11 Estate housing detached (15)	1,748	1,031	1,320	1,536	1,803	4,761
810.12 Estate housing semi detached						
Generally (15)	1,364	787	1,179	1,328	1,495	2,534
Single storey (15)	1,529	962	1,307	1,502	1,697	2,534
2-storey (15)	1,326	787	1,171	1,296	1,446	2,304
3-storey (15)	1,281	984	1,034	1,264	1,360	1,981
810.13 Estate housing terraced						
Generally (15)	1,411	863	1,175	1,344	1,546	4,314
Single storey (15)	1,572	1,055	1,320	1,485	1,820	2,278
2-storey (15)	1,366	863	1,161	1,325	1,523	2,624
3-storey (15)	1,411	864	1,121	1,333	1,578	2,789
816. Flats (apartments)						
Generally (15)	1,614	791	1,346	1,537	1,827	5,467
1-2 storey (15)	1,540	960	1,316	1,469	1,701	2,824
3-5 storey (15)	1,589	791	1,341	1,522	1,810	3,174
6+ storey (15)	2,008	1,175	1,630	1,885	2,124	5,467

Source: BCIS (July 2019)

7.6 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. This is in line with the Government announcement, made at the time of the Summer 2015 Budget (see Chapter 2 above) in the *Fixing the foundations productivity report*[41], of its intention not to proceed with the zero carbon buildings policy. As a result, there was no uplift to Part L of the

[41] https://www.gov.uk/government/publications/fixing-the-foundations-creating-a-more-prosperous-nation

Building Regulations during 2016, and both the 2016 zero carbon homes target and the 2019 target for non-domestic zero carbon buildings were dropped, including the Allowable Solutions programme.

7.7 The Department for Communities and Local Government (DCLG) used to publish occasional reviews of the costs of building to the Code for Sustainable Homes (CfSH)[42]. Whilst the CfSH has been superseded, these provide useful guidance as to the costs of the implementation of the various environmental standards. In 2014 DCLG published *Housing Standards Review – Cost Impacts (EC Harris, September 2014)* that considered the more recent changes in building regulations and the optional additional standards. Based on the best currently available information, the cost of building to the now clarified, enhanced building standards is in line with the BCIS costs.

7.8 In the initial iteration of this viability assessment, the lower quartile BCIS costs was used, being more closely with the Council's wider experience of development. The affordable element is modelled at 90% of the costs of market housing. Through the July 2019 consultation it was suggested that the median cost be used across all development types. The Council believes that the median cost overstates the costs of development (not least, because where it is used most development is not viable which is not consistent with development coming forward on the ground in the City). We have carried out sensitivity testing in this regard.

Other normal development costs

7.9 In addition to the BCIS £/m^2 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). 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.

7.10 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.

7.11 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.

7.12 Through the July 2019 consultation it was suggested that site specific costs should be used. Whilst such an approach would be appropriate on the Strategic Sites (which are considered, by the Council, outside this report) this assessment is based on typologies, so it is necessary to make a high-level assumption.

[42] *Cost of building to the Code for Sustainable Homes, Updated cost review. (DCLG, Aug 2011)*

Abnormal development costs and brownfield sites

7.13 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*

7.14 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 ...*

7.15 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.

7.16 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.*

7.17 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.

7.18 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 a base professional fee cost of 8% of build costs. Separate allowances are made for planning fees, acquisition, sales

and finance costs and for meeting the Council's planning policy requirements (see Chapter 8 below).

7.20 Through the July 2019 consultation it was suggested that on some sites the fees may be more than this. This is not accepted. Several years ago, we would have used a 10% assumption to cover fees. Since then there has been considerable inflation in the construction sector, however, whilst the levels of fees have increased a little, they have not been in line with the substantial increased in construction costs. It is therefore appropriate to use 8% as the norm.

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.

S106 Contributions and the costs of infrastructure

7.22 For many years, LCC has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The majority of these are for general items rather than site specific infrastructure of the type that can now be sought under the restrictions as out in CIL Regulation 122.

7.23 In this study it is important that the costs of mitigation are reflected in the analysis. In the *LCC CIL Viability Study, Update* (HDH, December 2014) it was assumed all the modelled residential sites will contribute £500/unit. Having reviewed this with the Council this has been increased (on a worst-case scenario basis) so all the modelled residential sites will contribute £2,500/unit to reflect, in particular, contributions towards open space and to be in line with the Council's current practice In line with comments made though the July 2019 consultation, a range of higher costs have also been tested.

Financial and Other Appraisal Assumptions

VAT

7.24 It has been assumed throughout, that either VAT does not arise, or that it can be recovered in full[43].

Interest rates

7.25 Our appraisals assume 6%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

[43] 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.

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.

7.26 The 6% assumption may seem high given the very low base rate figure (0.75% July 2019). 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.

7.27 The relatively high assumption of the 6% 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.

7.28 An arrangement fee of 1% of the peak borrowing requirement is also allowed for.

Developers' return

7.29 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:

> *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.*

7.30 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.

7.31 Broadly there are four different approaches that could be taken:

a. 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.

7.32 In deciding which option to adopt, it is important to note that the intention is not to re-create any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.

7.33 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.

7.34 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*'.

7.35 In the initial iteration of this report the developers' return was 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. 15% is assumed for non-residential development.

7.36 Through the July 2019 consultation it was suggested that Return on Capital Employed (ROCE) should be used as an alternative measure to that set out in the PPG (i.e. 15% to 20% of market housing, 6% of affordable housing). Developers use numerous different business models and measures of financial performance, and whilst it is accepted that ROCE is a useful measure, we have continued to use the measure set out in the PPG. Some concern was also expressed at the use of a lower assumption for affordable housing.

> *The Council's Viability Study assumes a developer's return of 17.5% on market houses and 6% on affordable houses which when combined may result in a blended overall margin of less than 15%.*
>
> *Where a pre-sale of affordable housing to a Registered Social Landlord guarantees an end sale then a reduced level of profit may be justified as risk is significantly reduced however if housing mix policies propose starter homes, low cost homeownership products or other intermediate tenures bulk sales are no longer guaranteed and higher profit margins should be applied.*

7.37 A developer of specialist older people's housing suggested that it was a requirement to show a 20% for Extracare housing due to the elongated development period. Having considered the comments, a 17.5% assumption is used for all housing.

Voids

7.38 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.

7.39 For the purpose of the present study, a three-month void period is assumed for residential developments.

Phasing and timetable

7.40 A pre-construction period of six months is assumed for all sites. Each dwelling is assumed to be built over a nine-month 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 LCC is 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.

7.41 On the whole, it is assumed a maximum, per outlet, delivery rate of 50 units per year. On a site with 30% affordable housing this equates to 35 market units per year. On the smaller sites, we have assumed much slower rates to reflect the nature of the developer that is likely to be bringing smaller sites forward. The higher density flatted schemes are assumed to come forward more quickly. These assumptions are conservative and do, properly, reflect current practice. This is the appropriate assumption to make to be in line with the PPG and the Harman Guidance.

7.42 This approach is consistent with the approach set out in the *Leicester & Leicestershire Housing Market Area Housing and Economic Land Availability Assessment, Methodology Paper* (August 2016).

> *The estimated build rate indicates the average number of houses likely to be developed on a site within 1 year for a single sales outlet (usually a single builder). Assumptions about expected build rates will be made by each authority dependant on the evidence available, including discussions with the development industry using developer panel meetings, and through analysis of past build rates, and will be set out within the individual SHLAA reports. Estimated build rate will be reviewed on an annual basis to reflect market changes, and may differ depending on site specific circumstances.*

7.43 Through the July 2019 consultation it was suggested that 50 units per year may be a little low. This has not been altered as it is in line with the Council's wider evidence base.

Site Acquisition and Disposal Costs

Site holding costs and receipts

7.44 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

7.45 A simplistic approach is taken, it is assumed an allowance of 1.5% for acquisition agents' and legal fees.

7.46 Stamp duty is calculated at the prevailing rates.

Disposal costs

7.47 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.

7.48 A developer of specialist older people's housing suggested that a higher allowance was needed and that 4% to 6% was needed to reflect a longer sales period. It is accepted that in some cases this is necessary. A 4% allowance is made.

7.49 It was also suggested that there is a requirement to subsidise the service charges for Sheltered and Extracare schemes between the completion of the building and the sale of all the units, although no indication was given as to what this cost may be. An allowance of £100,000 has been made in this regard.

8. Local Plan Policy Requirements

8.1 The specific purpose of this study is to consider the cumulative impact of the policies in the emerging Local Plan. These policies are still being developed but can be separated into various headings as below. In due course, LCC will consider the advice set out in this report and the wider evidence to settle on a set of planning policies.

8.2 The new Local Plan will replace *The Leicester City Core Strategy - Adopted June 2014, Incorporating revised policies: - CS Policy 4. Strategic Regeneration Area; and CS Policy 10. Employment Opportunities*, as well as various Supplementary Planning Documents. The emerging policy areas are set out below – although it is important to note that, at this stage, these are simply options that may or may not be progressed into the new Local Plan and / or other policy areas may be introduced.

8.3 Many of the policies are either general enabling policies or polices 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. These policies are grouped as per the chapters in the emerging Plan.

Residential Development

8.4 There are a range of policies that impact specifically on this sector.

Standards

8.5 The emerging Plan is not specifically requiring Nationally Described Space Standard (NDSS) technical requirements. Having said this, this is something the Council is exploring so NDSS standards are assumed to apply. 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.*

8.6 The following unit sizes are set out[44]:

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

Table 8.1 National Space Standards. Minimum gross internal floor areas and storage (m^2)					
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	3p	61	70		2
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4
	8p	125	132	138	

Source: Table 1, Technical housing standards – Nationally Described Space Standard (March 2015)

8.7 In this study the units are assumed to be in line with the NDSS or larger (unless stated).

Housing Mix and Part M Access to and Use of Buildings

8.8 The emerging policy is to encourage an appropriate mix of sizes, preferably including a mix of studios, 1, 2, 3, 4 and 5 bedroom within new schemes.

8.9 The most up to date data with regard to the mix of housing required is in the Leicester and Leicestershire local authorities and the Local Enterprise Partnership (LLEP) Housing and Economic Development Needs Assessment (HEDNA) which assesses future housing needs, the scale of future economic growth and the quantity of land and floorspace required for B-class economic development uses between 2011 and 2031/36.

Table 8.2 Recommended Housing Mix				
	1 bedroom	2 bedroom	3 bedroom	4+ bedroom
Market Housing	0%-10%	20%-30%	45%-55%	10%-20%
Affordable Housing	35%-40%	25%-30%	25%-30%	5%-10%

Source: Table 55, Table 57, Leicester and Leicestershire Authorities and the Leicester and Leicestershire re Enterprise Partnership HEDNA Main Report, January 2017

8.10 These mixes are not sought rigidly across all sites, rather are used to inform the overall housing mix. The higher density city centre schemes are assumed to have more smaller units, likewise the larger sites in the suburban and fringe areas are assumed to include more family housing.

8.11 At the time of this assessment the Council are undertaking a new Housing Needs Assessment. If a significantly different housing mix is recommended in the SHMA, it may be necessary to revisit the modelling.

8.12 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 B4[45]) 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)[46], reflect accessibility as follows:

- Category 1 – Dwellings which provide reasonable accessibility
- Category 2 – Dwellings which provide enhanced accessibility and adaptability
- Category 3 – Dwellings which are accessible and adaptable for occupants who use a wheelchair.

8.13 The cost a wheelchair adaptable dwelling based on the Wheelchair Housing Design Guide for a 3 bed house, is taken to be £10,111 per dwelling[47]. The cost of Category 2 is taken to be £521[48] (this compares with the £1,097 cost for the Lifetime Homes Standard).

8.14 The Council generally seeks the following housing mix, although this mix is adjusted if there is a priority requirement at this site/location for supported housing and will be adjusted, if necessary, to enable wheelchair accessible housing of the priority size to be sought:

- 15% x 1 bed/ 2 person dwellings, including a small number to M4(3)(2)(b) wheelchair accessible standard.
- 40% x 2 bed/ 4 person houses, including a small number to M4(3)(2)(b) wheelchair accessible standard.
- 35% x 3 bed/ 5 person houses, including a small number to M4(3)(2)(b) wheelchair accessible standard.
- 10% x 4 bed/ 8 person houses

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

[46] https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/418414/150327_-_HSR_IA_Final_Web_Version.pdf

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

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

8.15 At least 10% of the dwellings should be to the M4(3)(2)(b) Wheelchair Accessible Standard and the Council uses the latest assessment to inform what size units should be sought, for example, as at June 2018, this 10% should be mostly 3 bedroomed dwellings with an equal amount of 1 and 2 bedroomed dwellings (e.g., if 100 new dwellings are to be provided, 4 of the 3 beds and 3 each of the 1 and 2 beds should be to the required wheelchair standard). The 1 bedroomed wheelchair accessible dwellings should either be bungalows or ground floor flats.

8.16 Paragraph 56-009-20150327 of the *Housing: optional technical standards* restricts the application of the wheelchair standards:

> *What issues should local planning authorities consider in determining whether dwellings should be fully wheelchair accessible or adaptable?*
>
> *Part M of the Building Regulations sets a distinction between wheelchair accessible (a home readily useable by a wheelchair user at the point of completion) and wheelchair adaptable (a home that can be easily adapted to meet the needs of a household including wheelchair users) dwellings.*
>
> *Local Plan policies for wheelchair accessible homes should be applied only to those dwellings where the local authority is responsible for allocating or nominating a person to live in that dwelling.*
>
> *56-009-20150327*

8.17 It is assumed that any wheelchair accessible homes will be affordable homes.

8.18 As part of the study we have been asked to assess what the impact would be of requiring:

- All new homes to be designed to be accessible and adaptable dwellings;
- 10% of affordable housing to be wheelchair adaptable dwellings in developments of 10 or more new homes as ‘a small number’ as referred to above is not specific.

8.19 It is important to note that the Council is not proposing this requirement at this stage.

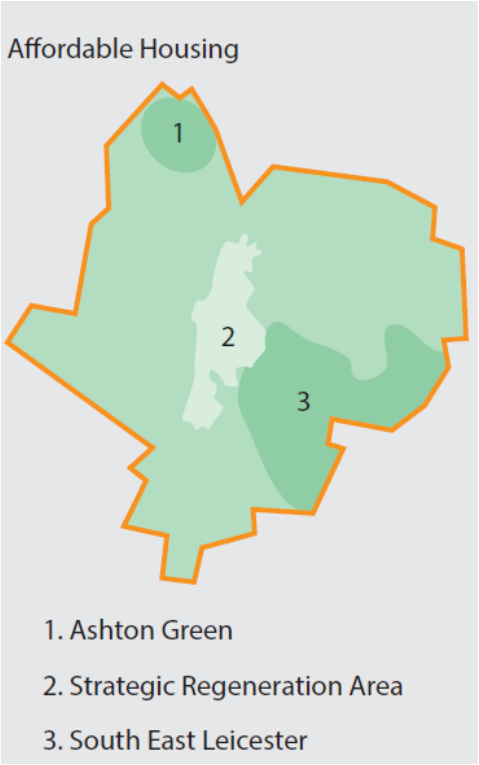
Affordable Housing

8.20 The Affordable Housing Policy is under review. Policy CS7 of the adopted Core Strategy (2014) seeks the following:

> *On all sites of 15 dwellings or more or 0.5 ha or over, the Council will require the following percentages of the total number of dwellings proposed to be affordable, to meet local needs:2*
>
> - *15 % in the Strategic Regeneration Area;*
> - *30 % in the South East of the City and Ashton Green;*
> - *20 % elsewhere in the City.*

8.21 These areas are defined as follows:

Figure 8.1 Affordable Housing Areas



Source: Page 57, Leicester Adopted Core Strategy (2014)

8.22 In terms of tenure the Adopted Affordable Housing SPD (March 2011) says:

> *3.24 The split of social rented/intermediate housing should be in line with the needs information set out in the latest SHMA or its subsequent updates. Our current evidence, contained within the 2008 SHMA and as seen in Appendix 7, concludes that this should be a 75% social rented / 25% intermediate split.*

8.23 Table 43 of the *Leicester & Leicestershire HEDNA* (GL Hearn, January 2017) suggests 19% of affordable housing should be affordable housing to buy (intermediate housing) and 81% Social Rent or Affordable Rent[49].

8.24 In this context it is important to have regard to paragraph 64 of the 2019 NPPF that says:

> *64. 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 ownership, 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);*

[49] As set out earlier in this Chapter, he early draft of the 2019 SHMA (ORS) suggests a need for 65% of new homes to be affordable homes.

c) is proposed to be developed by people who wish to build or commission their own homes; or

d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.

8.25 This is assumed to apply.

8.26 It is necessary to consider the 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.

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

Is affordable private rent the only form of affordable housing permitted on build to rent schemes?

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

8.27 In line with this, 20% private affordable rent at a 20% discount to market rent has been tested in the base modelling.

8.28 A range of affordable housing requirements and tenure mixes have been tested.

Design

8.29 In addition to the requirements mentioned under the housing heading above, the Council is proposing a range of policies that seek high quality design. On the whole these do not require specific standards that are over and above Building Regulations or add to the cost of the building. There are several specific points.

Building for Life Standards

8.30 New development will be expected to be Building for Life Standards. The current iteration of this is BfL 12[50]. BFL 12 does not set out specific technical standards or requirements, rather it is an approach to design. An assessment is based on questions which are scored using a simple traffic light system. The questions are arranged in themes such as:

- Integrated into the neighbourhood
- Creating a place
- Street and Home

8.31 No additional cost is allocated to meeting the additional standards.

Flood Risk

8.32 For this study Sustainable Urban Drainage Systems (SUDS) are a policy requirement as and when needed. 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 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.

Transport

8.33 All schemes of 10 or more residential units, and student housing schemes, are required to provide a travel plan. There is a cost to doing this, however this is within the general assumption (8%) for fees.

[50] https://www.designcouncil.org.uk/sites/default/files/asset/document/Building%20for%20Life%2012_0.pdf

Open Space

8.34 LCC has sought (and delivered) open space from new development for many years. The requirements are still emerging however the base analysis is based on a current requirement for 2.88ha of space per 1,000 residents, although this area of policy is being reviewed separately. The table below gives the assumed number of residents for different dwelling sizes. The number of residents within a development is used to calculate the amount of open space required.

Table 8.4 Emerging Occupation Rates

Number of bedrooms	Assumed number of residents
1	1
2	2
3	3
4+	4
Unknown dwelling size	3
Student accommodation, care homes and elderly and Sheltered housing	Number of people to be accommodated.

Source: LCC (June 2019)

8.35 These requirements are tested. The costs of ongoing maintenance are assumed to be within the wider s106 as set out earlier in this report.

Retail

8.36 On the whole the policies are enabling policies, or policies that seek to protect the existing retail areas, rather than being policies that add to the costs of development. Outside the established retail centres, it is necessary to undertake a Retail Impact Assessment. The allowance for fees is sufficient in this regard.

Employment and Skills Plans

8.37 The Council has a policy to require the developers of major planning applications to provide site specific Employment and Skills Plans, to enable local people to secure employment and training opportunities.

8.38 This is a tried and tested policy has been in place in Leicester for many years. It has worked and delivered on most relevant sites. Having considered this policy (and the other policies) the base assumption for fees has been increased from 8% to 9%.

Biodiversity

8.39 In addition to the above it is necessary to consider biodiversity. 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'.

8.40 At this stage no 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 pre-development. They 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.

8.41 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.

8.42 The costs of this type of intervention are modest and will be achieved through the use of more mixed planting plans, that use more locally appropriate native plants. To a large extent the costs of grass seeds and plantings will be unchanged. 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.

8.43 In this regard the Council have asked us to consider green roofs. Green roofs would be an additional cost over and above a conventional roof, although the costs can be off set, at least in part, through savings in the provision of SUDS. There are few published costs for green roofs due to the huge range in specifications, however it is estimated that the additional cost of roofing is about £85/m^2. The additional cost for a whole building would depend on the number of floors so on a three storey building the inclusion of a green roof would add a little over 1% to the base cost of construction, on a two storey building the inclusion of a green roof would add a little less than 3% to the base cost of construction.

8.44 As there are a very wide range of possible solutions, rather than apply this additional cost to the appraisals, a range of cost change scenarios have been tested.

8.45 In Chapter 7 the main development cost assumptions were set out and these included an allowance for fees. Having considered this policy (and the other policies) the base assumption has been increased from 8% to 9%.

Climate Change and Zero Carbon

8.46 As this note was being completed (early October 2019), the Government launched a Consultation on 'The Future Homes Standard'[51]. This is linked to achieving the 'net zero' greenhouse gas emissions by 2050. This Government announcement coincided with a

[51] 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

decision by the Council to explore their own policy in this regard. At this stage a policy has not been drafted but is likely to include provisions to encourage reduced energy usage.

8.47 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. The extent of the costs will depend on the specific changes made and are considered in Chapter 3 of the Government Consultation[52]:

> *3.9. Following discussion with our technical working group and assessment of the modelling analysis, two options for the 2020 CO_2 and primary energy targets are proposed for consultation. The options below are presented in terms of CO_2 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 CO_2 targets for new dwellings, with option 2 as the government's preferred option:*
>
> *a. **Option 1 - 'Future Homes Fabric'.** This would be a 20% reduction25 in CO_2 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.*
>
> *b. **Option 2 - 'Fabric plus technology'**. This would be a 31% reduction26 in CO_2 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 CO_2 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.*

[52] 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)

> *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.*

8.48 Very approximately, 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 houses to be heated off the gas grid.

8.49 The above relates to residential development. The performance of non-residential development is normally assessed using the BREEAM system[53]. The additional cost of building to BREEAM Very Good standard is negligible as outlined in research[54] 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 new non-residential development will be to BREEAM Excellent and this increases the construction costs by 2% or so.

8.50 As neither the outcome of the Government's consultation, nor the details of the Council's specific policy aims are known, rather than test a specific cost, a range of cost change scenarios have been tested.

8.51 It is timely to note that building to higher standards that result in lower running costs does result in higher values[55].

District Heating

8.52 Consideration is being given to '*district heating schemes*'. There are several[56] District Heating schemes in the LCC area at present. We understand that there are no current plants that generate 'waste' heat[57] that could be utilised. New District Heating schemes are therefore going to require the construction of a central heat plant as well as the distribution network infrastructure.

8.53 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. Informal

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[53] 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.

[54] *Delivering sustainable buildings: Savings and payback*. Yetunde Abdul, BRE and Richard Quartermaine, Sweett Group. Published by IHS BRE Press, 7 August 2014

[55] 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)

[56] For example there is a system at the Leicester Royal Infirmary as well as several others.

[57] For example the waste heat from the Newark sugar beet plant is used to heat local housing and the waste incinerator on Teesside is used as the primary heat source for a scheme.

discussions with suppliers suggest that the additional costs may be in the range of £3,000 to £7,000 per unit, depending on the size and shape of the project. This has not been modelled at this stage (and is not included in the base appraisals).

Developer Contributions

8.54 There are a range of policies that require the impact of development to be fully mitigated and that the infrastructure that is required to support new development is provided. The Council has not adopted CIL so uses the s106 regime in this regard.

8.55 As set out in Chapter 7 above, in this study it is important that the costs of mitigation are reflected in the analysis. For many years, LCC has sought payments from developers to mitigate the impact of the development through improvements to the local infrastructure. The majority of these are for general items rather than site specific infrastructure of the type that can now be sought under the restrictions as out in CIL Regulation 122.

8.56 In this study it is important that the costs of mitigation are reflected in the analysis. In the *LCC CIL Viability Study, Update* (HDH, December 2014) it was assumed all the modelled residential sites would contribute £500/unit. Having reviewed this with the Council this has been increased (on a worst-case scenario basis) so all the modelled residential sites will contribute £2,500/unit. A range of higher costs have also been tested.

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 LCC's policies 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.

Residential Development

9.3 The modelling is based on the assumptions used in the *Leicester & Leicestershire Housing Market Area Housing and Economic Land Availability Assessment, Methodology Paper* (August 2016). The SHELAA is the full list of sites that are under consideration (including all those that have been submitted by interested parties) from which the allocations in the new Local Plan will be drawn.

9.4 The modelling is in line with the wider policy requirements such as the density assumptions used in the SHELAA, unless there is a site-specific reason for them not to be. The following assumptions are used to calculate site capacity:

Table 9.1 Developable Area Assumptions

Site Size	Net Developable Area
Up to 0.4ha	100%
0.4 - 2ha	82.5%
2 - 35ha	62.5%
Over 35ha	50%

Source: SHELAA Methodology

9.5 The SHELAA also sets out an approach to densities

> *A standardised set of densities is also used across the Leicester and Leicestershire HMA to calculate the housing potential of a site. Agreed densities are used to ensure a policy off approach to the assessment. For Leicester, densities within the city centre will normally be at least 50 dwellings per hectare (dph), with generally lower densities (30-50 dph) elsewhere in the city. Sites within and adjacent to the Principal Urban Area and in selected Centres will be 40dph, and all other sites will be 30dph. This may be altered by each Local Planning Authority in some instances having regard to local circumstances, and will be clearly explained where necessary. Where a developer or landowner provides a density figure individual Authorities may choose to use this instead of the above agreed densities. Where planning permission has been granted, the density provided will reflect the consented development scheme (therefore likely to deviate from the above indicative densities).*

9.6 Initially, in order to inform the modelling, the nature of the SHELAA sites has been considered. The following tables are based on a working draft of the SHELAA database, as at July 2019. It is more than likely that the SHELAA sites will alter further as the plan-making process continues.

9.7 The SHELAA has included some sifting of sites. The SHELAA includes 406 sites, we have only considered those 288 residential sites that are currently assessed as being suitable.

Table 9.2 Geographical Distribution of SHELAA Sites – by Ward

	Brownfield				Greenfield				All			
	Count		Ha	Units	Count		Ha	Units	Count		Ha	Units
Abbey	13	12.9%	40.89	2,611	24	12.8%	62.84	1,834	37	12.8%	103.73	4,445
				26.7%			6.3%	6.6%			9.5%	11.8%
Aylestone	3	3.0%	0.37	105	8	4.3%	64.31	1,347	11	3.8%	64.68	1,452
			0.4%	1.1%			6.5%	4.8%			5.9%	3.9%
Beaumont Leys	2	2.0%	0.13	5	33	17.6%	406.79	10,480	35	12.2%	406.92	10,485
			0.1%	0.1%			40.8%	37.6%			37.1%	27.8%
Belgrave	4	4.0%	1.05	1,252	4	2.1%	5.57	122	8	2.8%	6.62	1,374
			1.1%	12.8%			0.6%	0.4%			0.6%	3.6%
Braunstone Park & Rowley Fields	4	4.0%	3.76	210	14	7.5%	42.84	1,276	18	6.3%	46.60	1,486
			3.8%	2.1%			4.3%	4.6%			4.3%	3.9%
Castle	34	33.7%	11.67	2,074	2	1.1%	12.84	386	36	12.5%	24.51	2,460
			11.7%	21.2%			1.3%	1.4%			2.2%	6.5%
Evington	1	1.0%	0.00	6	14	7.5%	58.55	1,710	15	5.2%	58.55	1,716
			0.0%	0.1%			5.9%	6.1%			5.3%	4.6%
Eyres Monsell	3	3.0%	3.73	113	8	4.3%	36.73	1,105	11	3.8%	40.46	1,218
			3.7%	1.2%			3.7%	4.0%			3.7%	3.2%
Fosse	3	3.0%	8.64	247	3	1.6%	5.38	163	6	2.1%	14.02	410
			8.7%	2.5%			0.5%	0.6%			1.3%	1.1%
Humberstone & Hamilton	0	0.0%	0.00	0	14	7.5%	42.37	1,682	14	4.9%	42.37	1,682
			0.0%	0.0%			4.3%	6.0%			3.9%	4.5%
Knighton	1	1.0%	1.37	100	7	3.7%	15.40	442	8	2.8%	16.77	542
			1.4%	1.0%			1.5%	1.6%			1.5%	1.4%
N/A	1	1.0%	0.00	1,000	0	0.0%	0.00	0	1	0.3%	0.00	1,000
			0.0%	10.2%			0.0%	0.0%			0.0%	2.7%
North Evington	5	5.0%	0.73	177	5	2.7%	9.18	277	10	3.5%	9.91	454
			0.7%	1.8%			0.9%	1.0%			0.9%	1.2%
Rushey Mead	0	0.0%	0.00	0	8	4.3%	47.10	1,013	8	2.8%	47.10	1,013
			0.0%	0.0%			4.7%	3.6%			4.3%	2.7%
Saffron	7	6.9%	19.06	432	6	3.2%	9.09	324	13	4.5%	28.15	756
			19.1%	4.4%			0.9%	1.2%			2.6%	2.0%
Spinney Hills	4	4.0%	3.47	145	4	2.1%	8.88	172	8	2.8%	12.35	317
			3.5%	1.5%			0.9%	0.6%			1.1%	0.8%
Stoneygate	5	5.0%	1.04	234	3	1.6%	1.76	48	8	2.8%	2.80	282
			1.0%	2.4%			0.2%	0.2%			0.3%	0.7%
Thurncourt	0	0.0%	0.00	0	4	2.1%	3.37	101	4	1.4%	3.37	101
			0.0%	0.0%			0.3%	0.4%			0.3%	0.3%
Troon	3	3.0%	0.12	173	7	3.7%	66.24	1,957	10	3.5%	66.36	2,130
			0.1%	1.8%			6.6%	7.0%			6.1%	5.7%
Westcotes	5	5.0%	2.27	838	2	1.1%	0.98	30	7	2.4%	3.25	868
			2.3%	8.6%			0.1%	0.1%			0.3%	2.3%
Western	2	2.0%	0.91	34	15	8.0%	75.88	2,789	17	5.9%	76.79	2,823
			0.9%	0.3%			7.6%	10.0%			7.0%	7.5%
Western, Beaumont Leys and Fosse	0	0.0%	0.00	0	1	0.5%	19.13	574	1	0.3%	19.13	574
			0.0%	0.0%			1.9%	2.1%			1.7%	1.5%
Wycliffe	1	1.0%	0.52	26	1	0.5%	0.88	44	2	0.7%	1.40	70
			0.5%	0.3%			0.1%	0.2%			0.1%	0.2%
All	**101**		**99.73**	**9,782**	**187**		**996.11**	**27,876**	**288**		**1,095.84**	**37,658**

Source: HDH July2019

Table 9.3 Geographical Distribution of SHELAA Sites – by Core Strategy Area

	Brownfield					Greenfield					All				
	Count		Ha		Units	Count		Ha		Units	Count		Ha		Units
Ashton Green	0	0.00%	0.00	0.00%	0	0.00%	1	0.53%	100.00	10.04%	2,900	10.40%	1	0.35%	100.00	9.13%	2,900	7.70%
Hamilton	0	0.00%	0.00	0.00%	0	0.00%	1	0.53%	0.00	0.00%	416	1.49%	1	0.35%	0.00	0.00%	416	1.10%
Inner Areas	24	23.76%	8.38	8.40%	1,262	12.90%	10	5.35%	27.19	2.73%	850	3.05%	34	11.81%	35.57	3.25%	2,112	5.61%
Outer Areas	5	4.95%	0.76	0.76%	61	0.62%	0	0.00%	0.00	0.00%	0	0.00%	5	1.74%	0.76	0.07%	61	0.16%
Outer Estates	9	8.91%	4.94	4.95%	425	4.34%	65	34.76%	201.36	20.21%	5,870	21.06%	74	25.69%	206.30	18.83%	6,295	16.72%
SRA	51	50.50%	81.92	82.14%	7,574	77.43%	5	2.67%	6.55	0.66%	182	0.65%	56	19.44%	88.47	8.07%	7,756	20.60%
Suburbs	12	11.88%	3.73	3.74%	460	4.70%	105	56.15%	661.01	66.36%	17,658	63.34%	117	40.63%	664.74	60.66%	18,118	48.11%
Grand Total	**101**		**99.73**		**9,782**	**187**		**996.11**		**27,876**		**288**		**1,095.84**		**37,658**	

Source: HDH July 2019

Table 9.4 Average SHELAA Site Size, by Core Strategy Area and Existing Use by Area (ha) and Capacity (units)						
	Brownfield		Greenfield		All	
	Ha	Units	Ha	Units	Ha	Units
Ashton Green	0.00	0.00	100.00	2,900.00	100.00	2,900.00
Hamilton	0.00	0.00	0.00	416.00	0.00	416.00
Inner Areas	0.35	52.58	2.72	85.00	1.05	62.12
Outer Areas	0.15	12.20	0.00	0.00	0.15	12.20
Outer Estates	0.71	47.22	3.10	90.31	2.87	85.07
SRA	1.71	148.51	1.31	36.40	1.67	138.50
Suburbs	0.37	38.33	6.30	168.17	5.78	154.85
All	**1.06**	**96.85**	**5.36**	**149.07**	**3.91**	**130.76**

Source: HDH July 2019

Table 9.5 Distribution of SHELAA Sites by Size by Number of Sites and Capacity (units)				
	Count		Units	
0 to 5	7	2.46%	35	0.09%
6 to 10	21	7.39%	155	0.41%
11 to 20	36	12.68%	598	1.59%
21 to 50	74	26.06%	2,459	6.53%
51 to 100	62	21.83%	4,548	12.08%
101 to 200	40	14.08%	5,726	15.21%
201 to 500	29	10.21%	8,856	23.52%
501 to 1,000	10	3.52%	6,803	18.07%
1,001 +	5	1.76%	8,478	22.51%
	284		**37,658**	

Source: HDH July 2019

9.8 Some of the sites assume densities that are very much higher than suggested in the SHELAA Methodology. Typologies have been modelled to cover this range.

9.9 In August 2019 the sites were further refined into a list of 81 allocations with a total capacity of 4,029 units. The modelling has been updated in line with this.

Table 9.6 Geographical Distribution of Allocations – by Ward

	Brownfield				Greenfield				All			
	Count		Ha		Units		Count		Ha		Units	
Abbey	1	5.9%	3.43	6.8%	65	6.3%	10	15.6%	20.56	8.6%	277	9.2%
Aylestone		0.0%		0.0%		0.0%	1	1.6%	1.50	0.6%	38	1.3%
Beaumont Leys	1	5.9%	0.05	0.1%	0	0.0%	11	17.2%	115.82	48.4%	1,507	50.1%
Belgrave	1	5.9%	1.05	2.1%	26	2.5%		0.0%		0.0%		0.0%
Braunstone Park and Rowley Fields		0.0%		0.0%		0.0%	3	4.7%	2.77	1.2%	71	2.4%
Evington	1	5.9%	28.35	56.0%	532	52.0%	7	10.9%	4.35	1.8%	115	3.8%
Eyres Monsell	2	11.8%	1.90	3.8%	48	4.7%	2	3.1%	4.44	1.9%	87	2.9%
Fosse	1	5.9%	4.98	9.8%	0	0.0%		0.0%		0.0%		0.0%
Humberstone and Hamilton		0.0%		0.0%		0.0%	5	7.8%	6.07	2.5%	133	4.4%
Knighton	1	5.9%	1.37	2.7%	100	9.8%	2	3.1%	1.50	0.6%	38	1.3%
North Evington	1	5.9%	0.99	2.0%	25	2.4%	2	3.1%	0.85	0.4%	23	0.8%
Rushey Mead		0.0%		0.0%		0.0%	4	6.3%	7.45	3.1%	154	5.1%
Saffron	1	5.9%	1.28	2.5%	32	3.1%	2	3.1%	3.46	1.4%	87	2.9%
Spinney Hills	2	11.8%	3.39	6.7%	67	6.5%		0.0%		0.0%		0.0%
Thurncourt		0.0%		0.0%		0.0%	4	6.3%	1.22	0.5%	39	1.3%
Troon	1	5.9%	0.41	0.8%	11	1.1%	2	3.1%	6.76	2.8%	0	0.0%
Westcotes	3	17.6%	2.51	5.0%	95	9.3%	1	1.6%	0.15	0.1%	8	0.3%
Western	1	5.9%	0.91	1.8%	23	2.2%	5	7.8%	56.14	23.5%	392	13.0%
Wycliffe		0.0%		0.0%		0.0%	1	1.6%	0.25	0.1%	8	0.3%
Blank		0.0%		0.0%		0.0%	2	3.1%	6.10	2.5%	28	0.9%
All	**17**		**50.62**		**1,024**		**64**		**239.39**		**3,005**	

	All				
	Count		Ha		Units
Abbey	11	13.6%	23.99	8.3%	342	8.5%
Aylestone	1	1.2%	1.50	0.5%	38	0.9%
Beaumont Leys	12	14.8%	115.87	40.0%	1,507	37.4%
Belgrave	1	1.2%	1.05	0.4%	26	0.6%
Braunstone Park and Rowley Fields	3	3.7%	2.77	1.0%	71	1.8%
Evington	8	9.9%	32.70	11.3%	647	16.1%
Eyres Monsell	4	4.9%	6.34	2.2%	135	3.4%
Fosse	1	1.2%	4.98	1.7%	0	0.0%
Humberstone and Hamilton	5	6.2%	6.07	2.1%	133	3.3%
Knighton	3	3.7%	2.87	1.0%	138	3.4%
North Evington	3	3.7%	1.84	0.6%	48	1.2%
Rushey Mead	4	4.9%	7.45	2.6%	154	3.8%
Saffron	3	3.7%	4.74	1.6%	119	3.0%
Spinney Hills	2	2.5%	3.39	1.2%	67	1.7%
Thurncourt	4	4.9%	1.22	0.4%	39	1.0%
Troon	3	3.7%	7.17	2.5%	11	0.3%
Westcotes	4	4.9%	2.66	0.9%	103	2.6%
Western	6	7.4%	57.05	19.7%	415	10.3%
Wycliffe	1	1.2%	0.25	0.1%	8	0.2%
Blank	2	2.5%	6.10	2.1%	28	0.7%
All	**81**		**290.01**		**4,029**	

Source: HDH August 2019

Table 9.7 Geographical Distribution of Allocations Sites – by OSSR Area

	Brownfield				Greenfield				All			
	Count		Ha		Count		Ha		Count		Ha	
				Units				Units				Units
Inner	8	47.1%	15.59	259	4	6.3%	6.15	35	12	14.8%	21.74	294
		25.3%	30.8%	25.3%		6.3%	2.6%	1.2%			7.5%	7.3%
North East	2	11.8%	1.46	37	15	23.4%	16.98	249	17	21.0%	18.44	286
		3.6%	2.9%	3.6%		23.4%	7.1%	8.3%			6.4%	7.1%
Noth West	1	5.9%	0.05	0	24	37.5%	142.9	1,912	25	30.9%	142.9	1,912
		0.0%	0.1%	0.0%		37.5%	59.7%	63.6%			49.3%	47.5%
South	2	11.8%	1.9	48	7	10.9%	10.9	250	9	11.1%	12.8	298
		4.7%	3.8%	4.7%		10.9%	4.6%	8.3%			4.4%	7.4%
South East	3	17.6%	30.71	657	7	10.9%	4.347	115	10	12.3%	35.06	772
		64.2%	60.7%	64.2%		10.9%	1.8%	3.8%			12.1%	19.2%
West	1	5.9%	0.91	23	7	10.9%	58.16	444	8	9.9%	59.07	467
		2.2%	1.8%	2.2%		10.9%	24.3%	14.8%			20.4%	11.6%
All	**17**		**50.62**	**1,024**	**64**		**239.4**	**3,005**	**81**		**290**	**4,029**

Source: HDH August 2019

Table 9.8 Average Site Sizes of Allocations by OSSR Area and Existing Use by Area (ha) and Capacity (units)						
	Brownfield		Greenfield		All	
	Ha	Units	Ha	Units	Ha	Units
Inner	1.95	32.38	1.54	8.75	1.81	24.50
North East	0.73	18.50	1.13	16.60	1.08	16.82
Noth West	0.05	0.00	5.95	79.67	5.72	76.48
South	0.95	24.00	1.56	35.71	1.42	33.11
South East	10.24	219.00	0.62	16.43	3.51	77.20
West	0.91	23.00	8.31	63.43	7.38	58.38
All	**2.98**	**60.24**	**3.74**	**46.95**	**3.58**	**49.74**

Source: HDH August 2019

Table 9.9 Distribution of Allocations by Size by Number of Sites and Capacity (units)				
	Count		Units	
0 to 5	16	22.22%	127	3.15%
6 to 10	16	22.22%	230	5.71%
11 to 20	12	16.67%	323	8.02%
21 to 50	4	5.56%	132	3.28%
51 to 100	9	12.50%	405	10.05%
101 to 200	9	12.50%	629	15.61%
201 to 500	2	2.78%	439	10.90%
501 to 1,000	4	5.56%	1,744	43.29%
1,001 +	0	0.00%	0	0.00%
	72		4,029	

Source: HDH August 2019

9.10 The densities are generally in the range of 20 units/ha to 30 units per ha. In line with the comments made through the consultation, and in line with the experience on the ground, some higher density flatted schemes are included the typologies have been modelled.

Residential Modelling and Typologies

9.11 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 LCC area.

Development assumptions

9.12 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.

9.13 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).

9.14 A typical current estate housing built form would provide development at between 3,000m^2/ha to 3,550m^2/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.

9.15 Some schemes have an appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900m^2/ha and dwelling densities of 100units/ha upwards; and other schemes are of lower density, on the edge of built up areas.

9.16 The main characteristics of the modelled sites are set out in the tables below. This reflects the comments made through the consultation and is updated to reflect the allocations. A proportion of the housing to come forward over the plan-period will be on smaller sites, therefore several smaller sites have been included.

9.17 Through the consultation it was suggested that the proposed typologies did not include a scenario based on studio flats. Over the last few years there has been a shift from accommodation that is specific student accommodation to small, self-contained flats. An analysis of recent planning applications shows units ranging from 16.5m^2 to 45m^2 with an average size of 28.5m^2. Under the NDSS the minimum unit size for a one person dwelling unit is 37m^2. Whilst the Council is planning to introduce NDSS, in part to stop such small units coming forward, an additional small unit typology has been added.

9.18 Allowance is made for circulation space within flatted schemes.

Table 9.10 Summary of Typologies			
Brown 500 HD	Units	500	Large brownfield site. Generally housing with some flats.100% flats, less than 6 storeys. 62.5% net - 14.29ha.
	Area	22.86	
1	Units/ha	35.00	
Brown 200 HD-high	Units	200	Large brownfield site. 100% flats, more than 6 storeys. 82.5% net - 0.67ha.
	Area	0.81	
2	Units/ha	300.00	
Brown 100 HD	Units	100	Large brownfield site. 100% flats, less than 6 storeys. 82.5% net - 0.67ha.
	Area	0.81	
3	Units/ha	150.00	
Brown 100	Units	100	Large brownfield site. Mix of family housing with a small element of flats. 62.5% net - 3.33ha.
	Area	5.33	
4	Units/ha	30.00	
Brown 100 High	Units	100	Large brownfield site. 100% flats, more than 6 storeys. 82.5% net - 0.50ha.
	Area	0.61	
5	Units/ha	200.00	
Brown 100 PRS	Units	100	Large brownfield site. 100% flats, modelled as PRS, less than 6 storeys. 82.5% net - 0.83ha.
	Area	1.01	
6	Units/ha	120.00	
Brown 60 HD	Units	60	Brownfield site. 100% flats, less than 6 storeys. 100% net - 0.5ha. POS less than 2.88ha/ 1,000 residents.
	Area	0.61	
7	Units/ha	120.00	
Brown 60	Units	60	Brownfield site. Mix of family housing with fewer flats. 62.5% net - 1.71ha.
	Area	3.20	
8	Units/ha	30.00	
Brown 60 High	Units	60	Brownfield site. Mix of family housing with fewer flats. 82.5% net - 1.71ha. POS less than 2.88ha/ 1,000 residents.
	Area	0.30	
9	Units/ha	200.00	
Brown 60 PRS	Units	60	Brownfield flatted scheme. 100% flats modelled as PRS. 82.5% ne - 0.80ha.
	Area	0.97	
10	Units/ha	75.00	

Table 9.10 (cont) Summary of Typologies			
Brown 20	Units	20	Brownfield site. Mix of family housing with fewer flats. 82.5% net - 0.67ha
	Area	0.81	
11	Units/ha	30.00	
Brown 20 Flats	Units	12	Brownfield flatted scheme. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.20	
12	Units/ha	60.00	
Brown 12	Units	12	Brownfield site. Mix of housing and flats. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.27	
13	Units/ha	45.00	
Brown 12 Flats	Units	9	Brownfield flatted scheme. No Affordable. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.18	
14	Units/ha	50.00	
Brown 9	Units	9	Brownfield site. Mix of housing and flats. No Affordable. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.26	
15	Units/ha	35.00	
Brown 9 Flats	Units	9	Brownfield flatted scheme. No Affordable. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.18	
16	Units/ha	50.00	
Brown 6	Units	6	Brownfield site. Mix of housing and flats. No Affordable. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.19	
17	Units/ha	32.00	
Brown 6 Flats	Units	6	Brownfield flatted scheme. No Affordable. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.19	
18	Units/ha	32.00	
Brown 3	Units	3	Brownfield scheme. No Affordable. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.10	
19	Units/ha	30.00	
Studio 60	Units	60	Site of one bed studios with average size of 28m^2. 100% net developable. Not modelled to NDSS or A&A standards.
	Area	0.30	
20B	Units/ha	200.00	
Green 400	Units	400	Large greenfield site. Mix of family housing. 62.5% net - 12.5ha.
	Area	20.00	
20B	Units/ha	32.00	
Green 75	Units	75	Greenfield site. Mix of family housing. 82.5% net - 2.34ha.
	Area	3.75	
21	Units/ha	32.00	

Table 9.10 (cont) Summary of Typologies			
Green 40	Units	40	Greenfield site. Mix of family housing. 82.5% net - 1.25ha.
	Area	1.52	
22	Units/ha	32.00	
Green 12	Units	12	Greenfield site. Mix of family housing. 100% net.
	Area	0.45	
23	Units/ha	32.00	
Green 9	Units	9	Greenfield site. Mix of family housing. No Affordable. 100% net.
	Area	0.36	
24	Units/ha	30.00	
Green 6	Units	6	Greenfield site. Housing. No Affordable. 100% net. POS less than 2.88ha/ 1,000 residents.
	Area	0.20	
25	Units/ha	30.00	

Source: HDH (August 2019)

9.19 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, if introduced, (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 of 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.

9.20 The modelling is further summarised below.

Table 9.11 Summary of Typologies – Areas and Densities

			Current Use	Units	Area Ha		Density Units/ha		Density
					Gross	Net	Gross	Net	m2/ha
1	Brown 500 HD	Brown	PDL	500	22.86	14.29	21.88	35.00	3,068
2	Brown 200 HD-high	Brown	PDL	200	0.81	0.67	247.50	300.00	17,358
3	Brown 100 HD	Brown	PDL	100	0.81	0.67	123.75	150.00	9,609
4	Brown 100	Brown	PDL	100	5.33	3.33	18.75	30.00	2,653
5	Brown 100 High	Brown	PDL	100	0.61	0.50	165.00	200.00	12,812
6	Brown 100 PRS	Brown	PDL	100	1.01	0.83	99.00	120.00	7,687
7	Brown 60 HD	Brown	PDL	60	0.61	0.50	99.00	120.00	7,686
8	Brown 60	Brown	PDL	60	3.20	2.00	18.75	30.00	2,625
9	Brown 60 High	Brown	PDL	60	0.30	0.30	200.00	200.00	12,810
10	Brown 60 PRS	Brown	PDL	60	0.97	0.80	61.88	75.00	4,804
11	Brown 20	Brown	PDL	20	0.81	0.67	24.75	30.00	2,687
12	Brown 20 Flats	Brown	PDL	12	0.20	0.20	60.00	60.00	3,900
13	Brown 12	Brown	PDL	12	0.27	0.27	45.00	45.00	4,451
14	Brown 12 Flats	Brown	PDL	9	0.18	0.18	50.00	50.00	3,144
15	Brown 9	Brown	PDL	9	0.26	0.26	35.00	35.00	3,881
16	Brown 9 Flats	Brown	PDL	9	0.18	0.18	50.00	50.00	2,806
17	Brown 6	Brown	PDL	6	0.19	0.19	32.00	32.00	2,720
18	Brown 6 Flats	Brown	PDL	6	0.19	0.19	32.00	32.00	2,080
19	Brown 3	Brown	PDL	3	0.10	0.10	30.00	30.00	2,850
20	Green 400	Green	Agricultural	400	20.00	12.50	20.00	32.00	2,797
21	Green 75	Green	Agricultural	75	3.75	2.34	20.00	32.00	2,811
22	Green 40	Green	Agricultural	40	1.52	1.25	26.40	32.00	2,787
23	Green 12	Green	Paddock	12	0.45	0.38	26.40	32.00	2,723
24	Green 9	Green	Paddock	9	0.36	0.30	24.75	30.00	2,783
25	Green 6	Green	Paddock	6	0.20	0.20	30.00	30.00	3,210

Source: HDH (August 2019)

9.21 The above density assumptions are consistent with the Council's wider evidence base assumptions. A range of alternative densities have tested on the greenfield sites.

Older People's Housing

9.22 In the initial iteration of this report, a private Sheltered/retirement and an Extracare scheme were modelled, each on a 0.5ha site as follows.

a. A private Sheltered/retirement scheme of 30 x 1 bed units of 50m^2 and 30 x 2 bed units of 75m^2 to give a net saleable area (GIA) of 3,750m^2. We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 4,500m^2.

b. An Extracare scheme of 36 x 1 bed units of 65m^2 and 24 x 2 bed units of 80m^2 to give a net saleable area (GIA) of 4,260m^2. We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 5,538m^2.

9.23 Through the July 2019 consultation a specialist developer suggested that:

> *... expectation and experience, is that typical densities for extra care schemes range from 40dph to 60dph on the net developable area and are 2-3 storeys, with those of a more urban location incorporating lesser elements of 4 storeys, in order to avoid prejudicing the character of such settlements by appearing out of scale. Developers and operators are also expected by LCC (and other local authorities) to provide at least 50% car parking provision (i.e. 30 spaces on a 60 unit scheme) and landscaped grounds (as both open space and an amenity offering in order to support occupier demand). These factors reduce the developable site area and both act to limit unit numbers and/or increase the required gross area (as such facilities usually require a minimum of 60 units to be operationally sustainable).*

9.24 In this assessment the modelling was broadly based on *Briefing Note on Viability Prepared For Retirement Housing Group* (Three Dragons, May 2013, Updated February 2016)[58]. This suggests a typical site size of 0.5ha and typical schemes of Sheltered housing having between 50 to 60 units (100-120/ha) and typical schemes of Extracare housing having between 40 and 50 units (80-100/ha). A typical mix of 60:40 1 bed: 2 bed, to 40:60 1 bed: 2 bed apartments is suggested, as are the following development assumptions:

Table 9.12 RHG Suggested development Assumptions

	Sheltered	Extra Care	Net Saleable
1 Bed	50	65	20%-30%
2 Bed	75	80	35%-40%

Source: Briefing Note on Viability Prepared For Retirement Housing Group (Three Dragons, May 2013, Updated February 2016)

9.25 The modelling of both types of housing is at the bottom end of the range showing a cautious approach has been taken.

Student Housing

9.26 Two forms of student accommodation have been modelled, the Cluster Flat model and the Studio Flat model. Cluster Flats are groups of rooms (en-suite or not) sharing living space and a kitchen. Studio Flats which are slightly larger rooms, including a kitchenette.

9.27 We have assumed that the typical Cluster Flat is 15m^2 and the typical Studio Flat 23m^2. We have assumed 26% circulation space in Studio Flat development and 35% in the Cluster Flats.

[58] https://retirementhousinggroup.com/rhg-publications/

We have run appraisals based on the following range of schemes, based on discussions with officers on the expected development to be forthcoming in the future:

9.28 The analysis was based on a brownfield site in the urban area, being the most likely situation for student housing to come forward.

Table 9.13 Student Accommodation –Modelling							
		Cluster Flats			Studios		
Rooms		60	175	500	60	175	500
Room size	m^2	15	15	15	23	23	23
Lettable Area	m^2	900	2,625	7,500	1,380	4,025	11,500
Circulation	%	35%	35%	35%	26%	26%	26%
	m^2	315	919	2,625	359	1,047	2,990
GIA	m^2	1,215	3,544	10,125	1,739	5,072	14,490
Site	ha	0.05	0.25	0.75	0.05	0.25	0.75

Source: HDH

Employment Uses

9.29 In line with the CIL Regulations, we have only assessed developments of over 100m^2. 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.

9.30 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 250m^2, will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units in the LCC area are around 2,000m^2 – 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 six-storey construction in the urban situation.

b. **Large Industrial.** Modern industrial units of over 4,000m^2. 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 400m^2. We have assumed 40% coverage which is based on the single storey construction.

9.31 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

9.32 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 4,000m^2. 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 1,200m^2 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 4,000m^2. 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.

The trend in recent years has been for smaller units with units of 500m^2 to 600m^2 common in new retail parks. An alternative has also been modelled with 8 such units as a single scheme.

c. **Shop** is a brick-built development on two storeys, of 200m^2. No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.025ha.

9.33 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

9.34 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 currently at the margins of viability. Having considered this further we have assessed a modern hotel on a town edge site (both Travelodge and Premier Inn are seeking sites in the area).

9.35 We have assumed that this is a 60 bedroom product (60 x 22.5m^2 + 30% circulation space = 1,755m^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 LCC will consider, 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 provided 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 site and per gross hectare to allow comparison between 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 appraisals are based on the following assumptions.

a.	Affordable Housing	30% on sites of 10 and larger (70% Affordable Rent, 30% Intermediate)
b.	Design	100% Accessible and Adaptable – Category 2

10% Wheelchair Accessible

Water efficiency / Car Charging Points

c. Developer Contributions CIL – Zero, s106 - £2,500/unit.

10.7 The base appraisals are included in **Appendix 11**.

Table 10.1a Residential Development, Central Development Area – Residual Values

30% Affordable (70% Affordable Rent / 30% Intermediate), s106 £2,500/unit

				Area (ha)		Units	Residual Value (£)		
				Gross	Net		Gross ha	Net ha	Site
Site 1	Brown 500 HD	Brown	PDL	22.86	14.29	500	-14,876	-23,801	-340,021
Site 2	Brown 200 HD High	Brown	PDL	0.81	0.67	200	-10,547,041	-12,784,292	-8,522,862
Site 3	Brown 100 HD	Brown	PDL	0.81	0.67	100	-2,926,537	-3,547,317	-2,364,878
Site 4	Brown 100	Brown	PDL	5.33	3.33	100	-491,259	-786,014	-2,620,048
Site 5	Brown 100 High	Brown	PDL	0.61	0.50	100	-7,584,516	-9,193,352	-4,596,676
Site 6	Brown 100 PRS	Brown	PDL	1.01	0.83	100	-34,614	-41,957	-34,964
Site 7	Brown 60 HD	Brown	PDL	0.61	0.50	60	-2,357,343	-2,857,385	-1,428,693
Site 8	Brown 60	Brown	PDL	3.20	2.00	60	-504,290	-806,864	-1,613,727
Site 9	Brown 60 High	Brown	PDL	0.30	0.30	60	-9,231,182	-9,231,182	-2,769,355
Site 10	Brown 60 PRS	Brown	PDL	0.97	0.80	60	-34,567	-41,900	-33,520
Site 11	Brown 20	Brown	PDL	0.81	0.67	20	-534,287	-647,621	-431,747
Site 12	Brown 20 Flats	Brown	PDL	0.20	0.20	12	-1,512,592	-1,512,592	-302,518
Site 13	Brown 12	Brown	PDL	0.27	0.27	12	-1,088,331	-1,088,331	-290,222
Site 14	Brown 12 Flats	Brown	PDL	0.18	0.18	9	-1,194,037	-1,194,037	-214,927
Site 15	Brown 9	Brown	PDL	0.26	0.26	9	-1,434,070	-1,434,070	-368,761
Site 16	Brown 9 Flats	Brown	PDL	0.18	0.18	9	-1,464,373	-1,464,373	-263,587
Site 17	Brown 6	Brown	PDL	0.19	0.19	6	-821,205	-821,205	-153,976
Site 18	Brown 6 Flats	Brown	PDL	0.19	0.19	6	-1,080,101	-1,080,101	-202,519
Site 19	Brown 3	Brown	PDL	0.10	0.10	3	-1,322,544	-1,322,544	-132,254
Site 20	Studios 60	Brown	PDL	0.30	0.30	60	-2,073,614	-2,073,614	-622,084

Source: HDH (October 2019)

Table 10.1b Residential Development, South East & Ashton Green – Residual Values

30% Affordable (70% Affordable Rent / 30% Intermediate), s106 £2,500/unit

				Area (ha)		Units	Residual Value (£)		
				Gross	Net		Gross ha	Net ha	Site
Site 1	Brown 500 HD	Brown	PDL	22.86	14.29	500	61,616	98,586	1,408,376
Site 3	Brown 100 HD	Brown	PDL	0.81	0.67	100	-2,580,404	-3,127,762	-2,085,175
Site 4	Brown 100	Brown	PDL	5.33	3.33	100	-9,975	-15,961	-53,202
Site 7	Brown 60 HD	Brown	PDL	0.61	0.50	60	-2,081,164	-2,522,623	-1,261,311
Site 8	Brown 60	Brown	PDL	3.20	2.00	60	-24,365	-38,984	-77,968
Site 11	Brown 20	Brown	PDL	0.81	0.67	20	118,589	143,744	95,829
Site 12	Brown 20 Flats	Brown	PDL	0.20	0.20	12	-408,643	-408,643	-81,729
Site 13	Brown 12	Brown	PDL	0.27	0.27	12	202,142	202,142	53,904
Site 14	Brown 12 Flats	Brown	PDL	0.18	0.18	9	-293,996	-293,996	-52,919
Site 15	Brown 9	Brown	PDL	0.26	0.26	9	-368,489	-368,489	-94,754
Site 16	Brown 9 Flats	Brown	PDL	0.18	0.18	9	-683,452	-683,452	-123,021
Site 17	Brown 6	Brown	PDL	0.19	0.19	6	-73,782	-73,782	-13,834
Site 18	Brown 6 Flats	Brown	PDL	0.19	0.19	6	-449,643	-449,643	-84,308
Site 19	Brown 3	Brown	PDL	0.10	0.10	3	261,812	261,812	26,181
Site 20	Green 400	Green	Agricultural	20.00	12.50	400	842,639	1,348,223	16,852,790
Site 21	Green 75	Green	Agricultural	3.75	2.34	75	788,847	1,262,154	2,958,175
Site 22	Green 40	Green	Agricultural	1.52	1.25	40	1,013,873	1,228,937	1,536,172
Site 23	Green 12	Green	Paddock	0.45	0.38	12	1,029,898	1,248,362	468,136
Site 24	Green 9	Green	Paddock	0.36	0.30	9	980,861	1,188,923	356,677
Site 25	Green 6	Green	Paddock	0.20	0.20	6	1,387,108	1,387,108	277,422

Source: HDH (October 2019)

Table 10.1c Residential Development, Elsewhere – Residual Values

30% Affordable (70% Affordable Rent / 30% Intermediate), s106 £2,500/unit

				Area (ha)		Units	Residual Value (£)		
				Gross	Net		Gross ha	Net ha	Site
Site 1	Brown 500 HD	Brown	PDL	22.86	14.29	500	36,496	58,393	834,184
Site 3	Brown 100 HD	Brown	PDL	0.81	0.67	100	-2,695,782	-3,267,614	-2,178,409
Site 4	Brown 100	Brown	PDL	5.33	3.33	100	-199,484	-319,174	-1,063,912
Site 7	Brown 60 HD	Brown	PDL	0.61	0.50	60	-2,173,223	-2,634,210	-1,317,105
Site 8	Brown 60	Brown	PDL	3.20	2.00	60	-213,691	-341,905	-683,810
Site 11	Brown 20	Brown	PDL	0.81	0.67	20	-138,456	-167,825	-111,883
Site 12	Brown 20 Flats	Brown	PDL	0.20	0.20	12	-408,643	-408,643	-81,729
Site 13	Brown 12	Brown	PDL	0.27	0.27	12	-305,522	-305,522	-81,473
Site 14	Brown 12 Flats	Brown	PDL	0.18	0.18	9	-293,996	-293,996	-52,919
Site 15	Brown 9	Brown	PDL	0.26	0.26	9	-791,202	-791,202	-203,452
Site 16	Brown 9 Flats	Brown	PDL	0.18	0.18	9	-683,452	-683,452	-123,021
Site 17	Brown 6	Brown	PDL	0.19	0.19	6	-369,864	-369,864	-69,350
Site 18	Brown 6 Flats	Brown	PDL	0.19	0.19	6	-449,643	-449,643	-84,308
Site 19	Brown 3	Brown	PDL	0.10	0.10	3	-44,213	-44,213	-4,421
Site 20	Green 400	Green	Agricultural	20.00	12.50	400	455,427	728,682	9,108,531
Site 21	Green 75	Green	Agricultural	3.75	2.34	75	379,174	606,678	1,421,902
Site 22	Green 40	Green	Agricultural	1.52	1.25	40	476,435	577,497	721,871
Site 23	Green 12	Green	Paddock	0.45	0.38	12	508,383	616,221	231,083
Site 24	Green 9	Green	Paddock	0.36	0.30	9	469,494	569,084	170,725
Site 25	Green 6	Green	Paddock	0.20	0.20	6	662,651	662,651	132,530

Source: HDH (October 2019)

10.8 This initial analysis is based on 30% Affordable Housing across all the typologies. This is substantially above the current requirements in some areas, however it is the appropriate starting point for an assessment of this type. The results vary across the modelled sites, this is largely due to the different assumptions around the nature of each typology. The additional costs associated with brownfield sites result in the lower value areas.

10.9 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.

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

Table 10.2a Residual Value v BLV - Central Development Area
30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,500/unit

		EUV	BLV	Residual Value
Site 1	Brown 500 HD	1,200,000	1,440,000	-14,876
Site 2	Brown 200 HD High	1,200,000	1,440,000	-10,547,041
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,926,537
Site 4	Brown 100	600,000	720,000	-491,259
Site 5	Brown 100 High	1,200,000	1,440,000	-7,584,516
Site 6	Brown 100 PRS	1,200,000	1,440,000	-34,614
Site 7	Brown 60 HD	1,200,000	1,440,000	-2,357,343
Site 8	Brown 60	600,000	720,000	-504,290
Site 9	Brown 60 High	1,200,000	1,440,000	-9,231,182
Site 10	Brown 60 PRS	1,200,000	1,440,000	-34,567
Site 11	Brown 20	600,000	720,000	-534,287
Site 12	Brown 20 Flats	600,000	720,000	-1,512,592
Site 13	Brown 12	600,000	720,000	-1,088,331
Site 14	Brown 12 Flats	600,000	720,000	-1,194,037
Site 15	Brown 9	600,000	720,000	-1,434,070
Site 16	Brown 9 Flats	600,000	720,000	-1,464,373
Site 17	Brown 6	600,000	720,000	-821,205
Site 18	Brown 6 Flats	600,000	720,000	-1,080,101
Site 19	Brown 3	600,000	720,000	-1,322,544
Site 20	Studios 60	600,000	720,000	-2,073,614

Source: HDH (October 2019)

Table 10.2b Residual Value v BLV - South East and Ashton Green **30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,500/unit**				
		EUV	BLV	Residual Value
Site 1	Brown 500 HD	1,200,000	1,440,000	61,616
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,580,404
Site 4	Brown 100	600,000	720,000	-9,975
Site 7	Brown 60 HD	1,200,000	1,440,000	-2,081,164
Site 8	Brown 60	600,000	720,000	-24,365
Site 11	Brown 20	600,000	720,000	118,589
Site 12	Brown 20 Flats	600,000	720,000	-408,643
Site 13	Brown 12	600,000	720,000	202,142
Site 14	Brown 12 Flats	600,000	720,000	-293,996
Site 15	Brown 9	600,000	720,000	-368,489
Site 16	Brown 9 Flats	600,000	720,000	-683,452
Site 17	Brown 6	600,000	720,000	-73,782
Site 18	Brown 6 Flats	600,000	720,000	-449,643
Site 19	Brown 3	600,000	720,000	261,812
Site 20	Green 400	25,000	325,000	842,639
Site 21	Green 75	25,000	325,000	788,847
Site 22	Green 40	25,000	325,000	1,013,873
Site 23	Green 12	50,000	350,000	1,029,898
Site 24	Green 9	50,000	350,000	980,861
Site 25	Green 6	50,000	350,000	1,387,108

Source: HDH (October 2019)

Table 10.2c Residual Value v BLV - Elsewhere 30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,500/unit				
		EUV	BLV	Residual Value
Site 1	Brown 500 HD	1,200,000	1,440,000	36,496
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,695,782
Site 4	Brown 100	600,000	720,000	-199,484
Site 7	Brown 60 HD	1,200,000	1,440,000	-2,173,223
Site 8	Brown 60	600,000	720,000	-213,691
Site 11	Brown 20	600,000	720,000	-138,456
Site 12	Brown 20 Flats	600,000	720,000	-408,643
Site 13	Brown 12	600,000	720,000	-305,522
Site 14	Brown 12 Flats	600,000	720,000	-293,996
Site 15	Brown 9	600,000	720,000	-791,202
Site 16	Brown 9 Flats	600,000	720,000	-683,452
Site 17	Brown 6	600,000	720,000	-369,864
Site 18	Brown 6 Flats	600,000	720,000	-449,643
Site 19	Brown 3	600,000	720,000	-44,213
Site 20	Green 400	25,000	325,000	455,427
Site 21	Green 75	25,000	325,000	379,174
Site 22	Green 40	25,000	325,000	476,435
Site 23	Green 12	50,000	350,000	508,383
Site 24	Green 9	50,000	350,000	469,494
Site 25	Green 6	50,000	350,000	662,651

Source: HDH (October 2019)

10.11 In very simple terms the greenfield sites are shown as viable and the brownfield sites not viable (with 30% affordable housing). This is to be expected, generally the Council is achieving affordable housing on greenfield sites but not on brownfield sites.

10.12 There is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council continues to engage 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.*

10.13 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*

10.14 To assist the Council, a range of other appraisals have been run.

Affordable Housing

10.15 The core purpose of this study is to consider an appropriate affordable housing target. In the following sections the total amount of affordable housing has been considered, as has the tenure mix.

Overall Requirement

10.16 The current affordable housing target, set out in Policy CS7 of the adopted Core Strategy (2014), seeks 15% in the Strategic Regeneration Area; 30% in the South East of the City and Ashton Green; 20% elsewhere in the City, on sites of 15 dwellings or more or 0.5 ha or over, however this is not always being achieved. A range of other levels of affordable housing have been tested.

Table 10.3a Impact of Varied Affordable Housing – No Developer Contributions

Central Development Area

		Affordable %		EUV	BLV	Residual Value								
						0%	5%	10%	15%	20%	25%	30%
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	266,093	228,084	190,033	151,495	112,453	73,371	34,329
Site 2	Brown 200 HD High	LCC	1,200,000	1,440,000	-7,769,054	-8,123,205	-8,478,575	-8,832,726	-9,186,877	-9,542,248	-9,896,399
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-1,564,766	-1,737,915	-1,909,845	-2,082,994	-2,254,924	-2,428,073	-2,601,351
Site 4	Brown 100	LCC	600,000	720,000	-344,269	-360,623	-376,837	-393,539	-410,242	-426,944	-443,462
Site 5	Brown 100 High	LCC	1,200,000	1,440,000	-5,965,483	-6,162,245	-6,360,633	-6,557,396	-6,755,784	-6,954,172	-7,150,934
Site 6	Brown 100 PRS	LCC	1,200,000	1,440,000	1,558,853	1,334,218	1,110,512	885,877	662,172	437,537	212,855
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-1,255,281	-1,394,592	-1,535,528	-1,676,465	-1,815,775	-1,956,712	-2,097,194
Site 8	Brown 60	LCC	600,000	720,000	-345,563	-363,644	-382,033	-400,114	-418,747	-437,203	-455,967
Site 9	Brown 60 High	LCC	1,200,000	1,440,000	-7,227,593	-7,472,290	-7,720,272	-7,964,969	-8,212,951	-8,457,648	-8,705,629
Site 10	Brown 60 PRS	LCC	1,200,000	1,440,000	970,277	829,397	688,517	547,637	406,757	265,878	120,487
Site 11	Brown 20	LCC	600,000	720,000	-321,548	-347,112	-371,457	-395,802	-421,366	-445,710	-470,055
Site 12	Brown 20 Flats	LCC	600,000	720,000	-809,674	-897,301	-989,854	-1,082,407	-1,174,960	-1,262,586	-1,355,139
Site 13	Brown 12	LCC	600,000	720,000	-697,517	-745,036	-788,860	-836,379	-880,203	-927,721	-971,545
Site 14	Brown 12 Flats	LCC	600,000	720,000	-692,003	-754,767	-817,530	-880,294	-937,584	-1,000,347	-1,063,111
Site 15	Brown 9	LCC	600,000	720,000	-899,719	-974,227	-1,044,904	-1,119,412	-1,193,920	-1,268,428	-1,342,936
Site 16	Brown 9 Flats	LCC	600,000	720,000	-866,202	-944,198	-1,022,194	-1,094,717	-1,173,812	-1,252,978	-1,332,144
Site 17	Brown 6	LCC	600,000	720,000	-429,336	-481,588	-533,840	-586,093	-638,345	-685,342	-737,594
Site 18	Brown 6 Flats	LCC	600,000	720,000	-651,758	-709,918	-768,077	-826,237	-879,142	-937,301	-995,461
Site 19	Brown 3	LCC	600,000	720,000	-911,102	-965,851	-1,020,923	-1,076,494	-1,132,065	-1,187,636	-1,243,206
Site 20	Studios 60	LCC	600,000	720,000	-626,800	-779,200	-934,883	-1,087,283	-1,242,966	-1,395,366	-1,551,049

Source: HDH (October 2019)

Table 10.3b Impact of Varied Affordable Housing – No Developer Contributions

South East and Ashton

		Affordable %		EUV	BLV	Residual Value							
						0%	5%	10%	15%	20%	25%	30%
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	367,806	325,110	282,415	239,720	197,025	153,994	110,144
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-1,092,544	-1,286,951	-1,481,358	-1,675,765	-1,870,172	-2,064,579	-2,258,986
Site 4	Brown 100	LCC	600,000	720,000	284,808	243,376	201,943	160,511	119,078	77,646	35,904
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-878,778	-1,036,302	-1,193,827	-1,351,351	-1,508,876	-1,666,400	-1,823,924
Site 8	Brown 60	LCC	600,000	720,000	281,484	238,626	195,767	152,908	110,050	66,874	22,298
Site 11	Brown 20	LCC	600,000	720,000	540,575	481,266	421,957	362,647	303,163	242,134	181,017
Site 12	Brown 20 Flats	LCC	600,000	720,000	631,019	483,220	335,422	187,624	39,826	-107,973	-255,771
Site 13	Brown 12	LCC	600,000	720,000	1,026,209	910,720	792,659	674,599	556,421	436,034	315,647
Site 14	Brown 12 Flats	LCC	600,000	720,000	492,559	382,628	272,698	162,767	52,836	-57,094	-167,025
Site 15	Brown 9	LCC	600,000	720,000	466,217	341,860	217,503	93,146	-31,211	-155,568	-279,926
Site 16	Brown 9 Flats	LCC	600,000	720,000	142,981	28,284	-86,413	-201,110	-316,484	-434,648	-552,811
Site 17	Brown 6	LCC	600,000	720,000	538,595	450,076	361,556	273,037	184,518	95,998	7,479
Site 18	Brown 6 Flats	LCC	600,000	720,000	152,072	66,546	-18,980	-104,506	-190,033	-277,353	-365,464
Site 19	Brown 3	LCC	600,000	720,000	894,494	801,744	708,994	616,244	523,494	430,744	337,994
Site 20	Green 400	LCC	25,000	325,000	1,381,477	1,298,910	1,216,342	1,133,775	1,051,207	968,640	886,073
Site 21	Green 75	LCC	25,000	325,000	1,349,062	1,263,597	1,178,132	1,092,667	1,007,201	921,736	836,271
Site 22	Green 40	LCC	25,000	325,000	1,757,105	1,643,811	1,530,516	1,417,221	1,303,926	1,190,632	1,077,337
Site 23	Green 12	LCC	50,000	350,000	1,764,541	1,652,678	1,540,814	1,428,951	1,317,088	1,205,225	1,093,362
Site 24	Green 9	LCC	50,000	350,000	1,716,254	1,603,672	1,491,090	1,378,508	1,265,925	1,153,343	1,040,761
Site 25	Green 6	LCC	50,000	350,000	2,404,007	2,246,625	2,089,242	1,931,860	1,774,478	1,617,096	1,459,714

Source: HDH (October 2019)

Table 10.3c Impact of Varied Affordable Housing – No Developer Contributions Elsewhere

		Affordable %		EUV	BLV	Residual Value							
						0%	5%	10%	15%	20%	25%	30%
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	334,928	293,645	252,361	211,077	169,793	127,421	85,023
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-1,243,855	-1,431,989	-1,620,123	-1,808,257	-1,996,391	-2,184,524	-2,372,658
Site 4	Brown 100	LCC	600,000	720,000	43,580	11,334	-21,217	-53,768	-86,319	-118,870	-152,122
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-999,402	-1,151,939	-1,304,476	-1,457,013	-1,609,550	-1,762,087	-1,914,624
Site 8	Brown 60	LCC	600,000	720,000	40,604	6,385	-27,833	-62,051	-96,269	-130,488	-165,680
Site 11	Brown 20	LCC	600,000	720,000	206,932	160,122	112,892	65,662	18,432	-28,798	-76,028
Site 12	Brown 20 Flats	LCC	600,000	720,000	631,019	483,220	335,422	187,624	39,826	-107,973	-255,771
Site 13	Brown 12	LCC	600,000	720,000	351,647	261,036	170,426	79,815	-10,795	-101,406	-192,016
Site 14	Brown 12 Flats	LCC	600,000	720,000	492,559	382,628	272,698	162,767	52,836	-57,094	-167,025
Site 15	Brown 9	LCC	600,000	720,000	-71,543	-174,659	-277,775	-382,556	-488,788	-595,021	-701,253
Site 16	Brown 9 Flats	LCC	600,000	720,000	142,981	28,284	-86,413	-201,110	-316,484	-434,648	-552,811
Site 17	Brown 6	LCC	600,000	720,000	155,809	82,409	9,010	-64,389	-137,788	-211,187	-286,254
Site 18	Brown 6 Flats	LCC	600,000	720,000	152,072	66,546	-18,980	-104,506	-190,033	-277,353	-365,464
Site 19	Brown 3	LCC	600,000	720,000	493,413	416,506	339,598	262,691	185,784	108,876	31,969
Site 20	Green 400	LCC	25,000	325,000	860,153	799,937	739,722	679,506	619,291	559,075	498,860
Site 21	Green 75	LCC	25,000	325,000	796,798	735,098	673,398	611,698	549,998	488,298	426,599
Site 22	Green 40	LCC	25,000	325,000	1,035,603	952,986	870,368	787,751	705,134	622,516	539,899
Site 23	Green 12	LCC	50,000	350,000	1,070,071	987,229	904,387	821,545	738,703	655,861	573,019
Site 24	Green 9	LCC	50,000	350,000	1,054,097	967,670	881,243	794,816	708,389	620,062	531,130
Site 25	Green 6	LCC	50,000	350,000	1,478,356	1,357,537	1,236,333	1,112,012	987,691	863,370	738,834

Source: HDH (October 2019)

10.17 The analysis shows that as the level of affordable housing is reduced, the residual value rises. When considered on a per ha basis this varies considerably across the typologies (because

of the development densities), but the average is that a 5% rise in affordable housing results in a £100,000/ha fall in the Residual Value.

10.18 Across the City, even without affordable housing, the brownfield sites are not shown as viable. Some such sites are coming forward and are being delivered, but without affordable housing and only making limited developer contributions.

10.19 The typologies 2 and 5 are based on higher density formats that assume construction of 6 or more stories. The construction of taller buildings is more expensive on a £/m^2 basis than the construction of less tall buildings. This is due to the costs of engineering to prevent internal collapse. The above analysis suggests that building taller is unlikely to improve viability (based on our wider experience we would only expect taller buildings to be viable in higher value markets).

10.20 The above analysis assumes NDSS. Typology 20 in the Central area is based on very small studio flats. This is shown as unviable, indicating the building very small units does not improve viability sufficiently to enable the delivery of affordable housing.

10.21 In the above analysis agricultural and paddock values are used as the EUV for the greenfield sites. Many of these sites (over half) are owned by Leicester City Council and are in a range of amenity uses such as playing fields, parks and other areas of Public Open Space. A range of views can be taken as to their EUV that could lead to a slightly lower or slightly higher assumption, however there is a significant cushion or buffer between the Residual Value and the BLV which is unlikely to change significantly.

10.22 The greenfield sites are shown as viable with 30% affordable housing. These results apply to both those sites that are above the current affordable housing threshold of 15 units and below it. Based on these results alone, we would suggest that a 30% affordable housing target is adopted on greenfield sites and a zero target on brownfield sites and previously developed land. The results also suggest a threshold in line with the national threshold of 10 units or more[59].

10.23 The results are not only sensitive to the amounts of affordable housing, but also the type (tenure) of affordable housing provided.

Affordable Tenure Mix

10.24 The analysis in the base appraisals (above) assumes that the affordable housing is provided as 70% Affordable Rent and 30% Intermediate Housing. As set out in Chapter 2 above, the 2018 NPPF sets out a requirement for low cost home ownership as part of the affordable housing mix:

[59] Paragraph 63 of the NPPF that affordable housing should not be sought for residential developments that are not major developments, and major development is defined as sites 10 or more homes, or an area of 0.5 hectares or more.

> *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 ownership[60], 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...*
>
> *Paragraph 64, 2018 NPPF*

10.25 When considering the affordable housing tenure sought, it is necessary to consider the type of affordable housing that is attractive to the Housing Associations that will acquire and manage it in the future. It is understood that the majority of affordable housing for rent delivered in the LCC area over the last few years has been as Affordable Rent as this tenure fits into their wider business plans and strategies better.

10.26 In the following analysis, the effect of different tenures is tested.

[60] Footnote 29 of the 2018 NPPF clarifies as '*As part of the overall affordable housing contribution from the site*'.

Table 10.4a Impact of Varied Affordable Tenure Mix – 30% Provision

Central Development Area

			EUV	BLV	Residual Value																	
	Intermediate Housing				30%	27%	24%	21%	18%	15%	12%	9%	6%	3%								
	Affordable Rent					3%	6%	9%	12%	15%	18%	21%	24%	27%	30%							
	Social Rent															30%						
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	6,961	3,854	740	-2,375	-5,532	-8,647	-11,761	-14,876	-18,034	-21,148	-24,263	-133,256						
Site 2	Brown 200 HD High	LCC	1,200,000	1,440,000	-10,317,111	-10,348,875	-10,381,857	-10,414,840	-10,446,609	-10,480,086	-10,513,564	-10,547,041	-10,579,299	-10,612,777	-10,646,254	-11,790,551						
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-2,812,317	-2,828,808	-2,844,080	-2,860,571	-2,877,063	-2,893,554	-2,910,045	-2,926,537	-2,943,028	-2,958,300	-2,974,791	-3,539,614						
Site 4	Brown 100	LCC	600,000	720,000	-509,144	-506,563	-503,982	-501,400	-498,819	-496,422	-493,840	-491,259	-488,678	-486,096	-483,515	-580,870						
Site 5	Brown 100 High	LCC	1,200,000	1,440,000	-7,432,222	-7,452,585	-7,474,574	-7,496,562	-7,518,550	-7,540,539	-7,562,527	-7,584,516	-7,604,878	-7,626,867	-7,648,855	-8,410,870						
Site 6	Brown 100 PRS	LCC	1,200,000	1,440,000	324,110	274,756	224,761	173,020	121,717	68,957	17,171	-34,614	-87,375	-139,161	-191,922	-623,600						
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-2,264,118	-2,277,436	-2,290,754	-2,304,072	-2,317,389	-2,330,707	-2,344,025	-2,357,343	-2,370,661	-2,383,979	-2,397,297	-2,852,491						
Site 8	Brown 60	LCC	600,000	720,000	-523,364	-520,639	-517,914	-515,189	-512,465	-509,740	-507,015	-504,290	-501,565	-498,840	-496,423	-598,739						
Site 9	Brown 60 High	LCC	1,200,000	1,440,000	-9,042,849	-9,069,754	-9,096,659	-9,123,563	-9,150,468	-9,177,373	-9,204,278	-9,231,182	-9,258,087	-9,281,708	-9,308,613	-10,241,389						
Site 10	Brown 60 PRS	LCC	1,200,000	1,440,000	194,610	162,963	129,838	96,551	64,279	30,992	-2,296	-34,567	-67,855	-101,142	-133,414	-406,092						
Site 11	Brown 20	LCC	600,000	720,000	-558,513	-555,052	-551,591	-548,130	-544,670	-541,209	-537,748	-534,287	-530,827	-527,366	-523,905	-654,844						
Site 12	Brown 20 Flats	LCC	600,000	720,000	-1,453,299	-1,461,672	-1,470,100	-1,478,599	-1,487,097	-1,495,595	-1,504,094	-1,512,592	-1,521,091	-1,529,589	-1,538,087	-1,826,743						
Site 13	Brown 12	LCC	600,000	720,000	-1,135,101	-1,128,420	-1,121,738	-1,115,057	-1,108,375	-1,101,694	-1,095,012	-1,088,331	-1,081,649	-1,074,968	-1,068,287	-1,323,879						
Site 14	Brown 12 Flats	LCC	600,000	720,000	-1,151,469	-1,157,509	-1,163,550	-1,169,590	-1,175,644	-1,181,775	-1,187,906	-1,194,037	-1,200,168	-1,206,298	-1,212,429	-1,418,754						
Site 15	Brown 9	LCC	600,000	720,000	-1,489,282	-1,484,679	-1,476,244	-1,467,809	-1,459,374	-1,450,939	-1,442,505	-1,434,070	-1,425,635	-1,417,200	-1,408,765	-1,728,475						
Site 16	Brown 9 Flats	LCC	600,000	720,000	-1,416,688	-1,423,500	-1,430,312	-1,437,124	-1,443,937	-1,450,749	-1,457,561	-1,464,373	-1,471,185	-1,477,998	-1,484,810	-1,720,141						
Site 17	Brown 6	LCC	600,000	720,000	-862,612	-856,697	-850,781	-844,866	-838,951	-833,035	-827,120	-821,205	-815,289	-809,374	-803,459	-1,030,447						
Site 18	Brown 6 Flats	LCC	600,000	720,000	-1,044,607	-1,049,623	-1,054,702	-1,059,782	-1,064,862	-1,069,941	-1,075,021	-1,080,101	-1,085,180	-1,090,260	-1,095,340	-1,270,819						
Site 19	Brown 3	LCC	600,000	720,000	-1,356,729	-1,350,438	-1,344,147	-1,337,856	-1,331,565	-1,325,274	-1,318,983	-1,322,544	-1,316,253	-1,309,962	-1,303,671	-1,532,878						
Site 20	Studios 60	LCC	600,000	720,000	-1,979,838	-1,993,235	-2,006,631	-2,020,028	-2,033,424	-2,046,821	-2,060,217	-2,073,614	-2,083,726	-2,097,123	-2,110,519	-2,576,944						

Source: HDH (October 2019)

Table 10.4b Impact of Varied Affordable Tenure Mix – 30% Provision

South East and Ashton

			EUV	BLV	Residual Value															
	Intermediate Housing				30%	27%	24%	21%	18%	15%	12%	9%	6%	3%						
	Affordable Rent					3%	6%	9%	12%	15%	18%	21%	24%	27%	30%					
	Social Rent																			30%
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	92,736	88,290	83,845	79,399	74,953	70,508	66,062	61,616	57,171	52,725	48,279					-58,876
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-2,412,132	-2,436,134	-2,460,136	-2,484,138	-2,508,141	-2,532,143	-2,556,145	-2,580,404	-2,604,766	-2,629,128	-2,653,490					-3,223,190
Site 4	Brown 100	LCC	600,000	720,000	33,128	27,055	20,883	14,711	8,540	2,368	-3,804	-9,975	-16,147	-22,319	-28,491					-122,300
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-1,945,170	-1,964,553	-1,983,936	-2,003,320	-2,022,703	-2,042,086	-2,061,490	-2,081,164	-2,100,838	-2,120,512	-2,140,186					-2,600,257
Site 8	Brown 60	LCC	600,000	720,000	21,238	14,723	8,209	1,694	-4,821	-11,336	-17,850	-24,365	-30,880	-37,395	-43,909					-143,186
Site 11	Brown 20	LCC	600,000	720,000	177,374	168,977	160,579	152,181	143,783	135,385	126,987	118,589	110,191	101,793	93,395					-34,255
Site 12	Brown 20 Flats	LCC	600,000	720,000	-170,232	-204,218	-238,204	-272,191	-306,177	-340,163	-374,150	-408,643	-443,656	-478,670	-513,683					-802,926
Site 13	Brown 12	LCC	600,000	720,000	315,636	299,423	283,209	266,996	250,782	234,569	218,355	202,142	185,928	169,714	153,501					-92,945
Site 14	Brown 12 Flats	LCC	600,000	720,000	-122,365	-146,883	-171,402	-195,921	-220,439	-244,958	-269,477	-293,996	-318,635	-343,895	-369,155					-577,823
Site 15	Brown 9	LCC	600,000	720,000	-226,188	-246,354	-266,520	-286,686	-306,852	-327,018	-347,714	-368,489	-389,265	-410,040	-430,816					-746,604
Site 16	Brown 9 Flats	LCC	600,000	720,000	-486,987	-515,054	-543,120	-571,187	-599,253	-627,319	-655,386	-683,452	-711,519	-739,585	-767,652					-999,505
Site 17	Brown 6	LCC	600,000	720,000	26,699	12,345	-2,010	-16,364	-30,719	-45,073	-59,428	-73,782	-88,137	-102,491	-116,846					-338,119
Site 18	Brown 6 Flats	LCC	600,000	720,000	-303,145	-324,073	-345,001	-365,930	-386,858	-407,786	-428,714	-449,643	-470,571	-491,499	-512,428					-685,314
Site 19	Brown 3	LCC	600,000	720,000	367,095	352,055	337,014	321,974	306,933	291,893	276,852	261,812	246,771	231,730	216,690					-11,926
Site 20	Green 400	LCC	25,000	325,000	968,063	950,145	932,228	914,310	896,392	878,475	860,557	842,639	824,722	806,804	788,887					695,103
Site 21	Green 75	LCC	25,000	325,000	918,785	900,222	881,660	863,097	844,534	825,972	807,409	788,847	770,284	751,721	733,159					635,999
Site 22	Green 40	LCC	25,000	325,000	1,196,142	1,170,103	1,144,065	1,118,027	1,091,988	1,065,950	1,039,912	1,013,873	987,835	961,797	935,758					799,470
Site 23	Green 12	LCC	50,000	350,000	1,222,454	1,194,946	1,167,438	1,139,930	1,112,422	1,084,914	1,057,406	1,029,898	1,002,390	974,882	947,374					803,393
Site 24	Green 9	LCC	50,000	350,000	1,215,635	1,182,096	1,148,557	1,115,017	1,081,478	1,047,939	1,014,400	980,861	947,322	913,783	880,244					704,695
Site 25	Green 6	LCC	50,000	350,000	1,715,305	1,668,420	1,621,534	1,574,649	1,527,764	1,480,879	1,433,993	1,387,108	1,340,223	1,293,337	1,246,349					993,831

Source: HDH (October 2019)

Table 10.4c Impact of Varied Affordable Tenure Mix – 30% Provision Elsewhere

			EUV	BLV	Residual Value																	
	Intermediate Housing				30%	27%	24%	21%	18%	15%	12%	9%	6%	3%								
	Affordable Rent					3%	6%	9%	12%	15%	18%	21%	24%	27%	30%							
	Social Rent																					30%
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	64,264	60,297	56,330	52,363	48,396	44,429	40,462	36,496	32,529	28,562	24,595							-83,727
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-2,543,898	-2,565,350	-2,587,089	-2,608,827	-2,630,566	-2,652,304	-2,674,043	-2,695,782	-2,717,520	-2,739,259	-2,760,997							-3,330,696
Site 4	Brown 100	LCC	600,000	720,000	-179,900	-182,698	-185,495	-188,293	-191,091	-193,888	-196,686	-199,484	-202,281	-205,079	-207,876							-304,522
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-2,050,481	-2,067,891	-2,085,447	-2,103,002	-2,120,557	-2,138,113	-2,155,668	-2,173,223	-2,190,779	-2,208,334	-2,225,889							-2,685,961
Site 8	Brown 60	LCC	600,000	720,000	-193,019	-195,972	-198,925	-201,878	-204,831	-207,784	-210,738	-213,691	-216,644	-219,597	-222,550							-324,567
Site 11	Brown 20	LCC	600,000	720,000	-112,590	-116,285	-119,980	-123,675	-127,370	-131,065	-134,761	-138,456	-142,151	-145,846	-149,541							-279,995
Site 12	Brown 20 Flats	LCC	600,000	720,000	-170,232	-204,218	-238,204	-272,191	-306,177	-340,163	-374,150	-408,643	-443,656	-478,670	-513,683							-802,926
Site 13	Brown 12	LCC	600,000	720,000	-255,584	-262,718	-269,852	-276,986	-284,120	-291,254	-298,388	-305,522	-312,656	-319,790	-326,924							-579,763
Site 14	Brown 12 Flats	LCC	600,000	720,000	-122,365	-146,883	-171,402	-195,921	-220,439	-244,958	-269,477	-293,996	-318,635	-343,895	-369,155							-577,823
Site 15	Brown 9	LCC	600,000	720,000	-727,213	-736,355	-745,496	-754,637	-763,778	-772,920	-782,061	-791,202	-800,343	-809,484	-818,626							-1,138,849
Site 16	Brown 9 Flats	LCC	600,000	720,000	-486,987	-515,054	-543,120	-571,187	-599,253	-627,319	-655,386	-683,452	-711,519	-739,585	-767,652							-999,505
Site 17	Brown 6	LCC	600,000	720,000	-324,316	-330,823	-337,330	-343,837	-350,344	-356,851	-363,358	-369,864	-376,371	-382,878	-389,385							-614,168
Site 18	Brown 6 Flats	LCC	600,000	720,000	-303,145	-324,073	-345,001	-365,930	-386,858	-407,786	-428,714	-449,643	-470,571	-491,499	-512,428							-685,314
Site 19	Brown 3	LCC	600,000	720,000	2,112	-4,506	-11,124	-17,742	-24,360	-30,978	-37,595	-44,213	-50,831	-57,449	-64,067							-294,461
Site 20	Green 400	LCC	25,000	325,000	528,849	518,360	507,871	497,382	486,893	476,405	465,916	455,427	444,938	434,449	423,960							329,126
Site 21	Green 75	LCC	25,000	325,000	455,240	444,373	433,507	422,640	411,773	400,907	390,040	379,174	368,307	357,441	346,574							249,414
Site 22	Green 40	LCC	25,000	325,000	583,135	567,892	552,649	537,406	522,164	506,921	491,678	476,435	461,192	445,949	430,707							294,418
Site 23	Green 12	LCC	50,000	350,000	622,277	606,174	590,071	573,968	557,864	541,523	524,953	508,383	491,813	475,243	458,673							310,135
Site 24	Green 9	LCC	50,000	350,000	610,914	590,711	570,508	550,305	530,103	509,900	489,697	469,494	449,291	429,088	408,814							224,618
Site 25	Green 6	LCC	50,000	350,000	862,034	833,792	805,550	777,308	749,047	720,248	691,450	662,651	633,852	605,054	576,255							318,761

Source: HDH (October 2019)

10.27 Where all the affordable housing for rent is provided as Affordable Rent rather than Social Rent the Residual Value is, on average, over £200,000/ha greater. Where all the affordable housing is provided as Intermediate Housing then the Residual Value is, on average, about £150,000/ha greater than where all the housing is provided as Affordable Rent.

10.28 Where there is a mix of Affordable Rent and Intermediate Housing, a10% (of 30%) increase in the amount of Intermediate Housing, on average results in a £15,000/ha increase in the Residual Value.

10.29 Ultimately, the mix of affordable housing, and the balance between Affordable Rent and Intermediate Housing with be informed by the Council's new Housing Needs Assessment, however it can be seen that an element of Intermediate Housing has a positive impact on viability, with the introduction of Social Rent having a negative impact.

Developer Contributions

10.30 The above analysis considered the impact of affordable housing on development viability. The following analysis considers the ability to bear additional developer contributions.

Table 10.5a Varied Developer Contributions - Central Development Area

0% Affordable Housing

	Developer Contributions		EUV	BLV	Residual Value										
					£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	266,093	219,482	172,469	124,393	76,318	28,201	-21,306	-71,749	-122,236	-174,262	-226,834
Site 2	Brown 200 HD High	LCC	1,200,000	1,440,000	-7,769,054	-8,418,207	-9,067,359	-9,715,293	-10,364,445	-11,013,598	-11,662,750	-12,317,994	-12,972,574	-13,628,373	-14,284,172
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-1,564,766	-1,885,927	-2,205,869	-2,525,810	-2,846,971	-3,170,464	-3,494,431	-3,819,617	-4,143,583	-4,468,769	-4,792,736
Site 4	Brown 100	LCC	600,000	720,000	-344,269	-391,261	-439,025	-486,638	-534,435	-582,047	-629,844	-677,456	-725,589	-773,773	-822,142
Site 5	Brown 100 High	LCC	1,200,000	1,440,000	-5,965,483	-6,397,438	-6,829,394	-7,262,975	-7,694,930	-8,128,512	-8,560,467	-8,992,437	-9,430,449	-9,866,836	-10,303,222
Site 6	Brown 100 PRS	LCC	1,200,000	1,440,000	1,558,853	1,320,864	1,083,804	845,815	608,755	371,696	130,052	-118,686	-367,423	-617,136	-869,442
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-1,255,281	-1,512,210	-1,767,513	-2,024,442	-2,279,745	-2,539,522	-2,799,671	-3,058,194	-3,318,343	-3,578,492	-3,837,015
Site 8	Brown 60	LCC	600,000	720,000	-345,563	-393,266	-440,970	-489,583	-537,905	-586,228	-634,858	-683,181	-731,503	-779,826	-828,457
Site 9	Brown 60 High	LCC	1,200,000	1,440,000	-7,227,593	-7,749,861	-8,275,414	-8,797,683	-9,323,236	-9,848,789	-10,371,058	-10,896,760	-11,427,684	-11,955,323	-12,486,247
Site 10	Brown 60 PRS	LCC	1,200,000	1,440,000	970,277	821,533	673,758	525,015	376,272	227,647	73,014	-83,056	-238,111	-394,181	-552,581
Site 11	Brown 20	LCC	600,000	720,000	-321,548	-385,780	-450,012	-514,245	-578,477	-642,709	-706,941	-770,304	-835,341	-900,378	-965,415
Site 12	Brown 20 Flats	LCC	600,000	720,000	-809,674	-966,443	-1,123,212	-1,279,982	-1,436,751	-1,593,520	-1,751,332	-1,905,081	-2,063,756	-2,222,431	-2,381,106
Site 13	Brown 12	LCC	600,000	720,000	-697,517	-814,303	-931,089	-1,047,875	-1,164,661	-1,281,446	-1,398,232	-1,515,606	-1,633,856	-1,752,105	-1,866,660
Site 14	Brown 12 Flats	LCC	600,000	720,000	-692,003	-822,644	-953,285	-1,083,926	-1,214,567	-1,345,208	-1,477,166	-1,609,396	-1,741,625	-1,873,854	-2,006,083
Site 15	Brown 9	LCC	600,000	720,000	-899,719	-990,853	-1,081,988	-1,173,122	-1,264,256	-1,351,559	-1,442,693	-1,533,827	-1,624,961	-1,716,451	-1,808,644
Site 16	Brown 9 Flats	LCC	600,000	720,000	-866,202	-996,843	-1,127,484	-1,259,308	-1,391,537	-1,523,766	-1,655,995	-1,788,224	-1,920,454	-2,052,683	-2,184,912
Site 17	Brown 6	LCC	600,000	720,000	-429,336	-512,946	-596,557	-680,167	-763,777	-847,387	-930,998	-1,015,103	-1,099,730	-1,184,356	-1,268,983
Site 18	Brown 6 Flats	LCC	600,000	720,000	-651,758	-735,937	-820,115	-904,294	-988,472	-1,072,651	-1,156,852	-1,241,990	-1,327,128	-1,412,266	-1,497,403
Site 19	Brown 3	LCC	600,000	720,000	-911,102	-989,487	-1,068,457	-1,147,794	-1,227,132	-1,306,469	-1,385,807	-1,465,144	-1,544,482	-1,623,819	-1,703,157
Site 20	Studios 60	LCC	600,000	720,000	-626,800	-1,146,080	-1,668,645	-2,191,209	-2,718,195	-3,247,111	-3,776,028	-4,304,945	-4,830,577	-5,359,494	-5,888,410

Source: HDH (October 2019)

Table 10.5b Varied Developer Contributions - South East & Ashton

0% Affordable Housing

	Developer Contributions		EUV	BLV	Residual Value											
					£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	367,806	320,743	273,680	226,616	179,138	130,610	82,083	33,556	-16,162	-67,079	-117,997
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-1,092,544	-1,413,705	-1,734,866	-2,056,027	-2,377,188	-2,698,349	-3,020,277	-3,345,462	-3,670,648	-3,995,834	-4,321,020
Site 4	Brown 100	LCC	600,000	720,000	284,808	240,937	197,065	153,193	109,322	65,450	20,702	-25,331	-71,364	-117,397	-163,458
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-878,778	-1,135,706	-1,392,635	-1,649,564	-1,906,493	-2,163,421	-2,420,991	-2,681,140	-2,941,288	-3,201,437	-3,461,586
Site 8	Brown 60	LCC	600,000	720,000	281,484	237,011	192,539	148,066	103,593	58,569	12,136	-34,527	-81,191	-127,854	-174,806
Site 11	Brown 20	LCC	600,000	720,000	540,575	481,078	421,581	362,083	302,389	241,168	179,834	117,406	54,977	-7,451	-69,879
Site 12	Brown 20 Flats	LCC	600,000	720,000	631,019	478,654	326,289	173,924	21,559	-130,806	-283,171	-435,536	-592,056	-748,825	-905,595
Site 13	Brown 12	LCC	600,000	720,000	1,026,209	917,468	806,155	694,843	583,530	470,439	356,933	243,427	129,922	16,416	-97,090
Site 14	Brown 12 Flats	LCC	600,000	720,000	492,559	365,588	238,617	111,646	-15,325	-142,295	-269,266	-397,134	-527,775	-658,416	-789,057
Site 15	Brown 9	LCC	600,000	720,000	466,217	378,793	291,369	203,945	116,520	29,096	-58,328	-145,752	-233,176	-320,600	-409,338
Site 16	Brown 9 Flats	LCC	600,000	720,000	142,981	16,010	-110,961	-237,932	-366,393	-497,034	-627,675	-758,316	-888,957	-1,019,598	-1,150,239
Site 17	Brown 6	LCC	600,000	720,000	538,595	457,333	376,072	294,811	213,549	132,288	51,027	-30,235	-111,496	-192,757	-274,295
Site 18	Brown 6 Flats	LCC	600,000	720,000	152,072	70,259	-11,554	-93,367	-175,179	-257,690	-341,868	-426,046	-510,225	-594,403	-678,582
Site 19	Brown 3	LCC	600,000	720,000	894,494	818,311	742,129	665,946	589,764	513,581	437,399	361,216	285,034	208,851	132,669
Site 20	Green 400	LCC	25,000	325,000	1,381,477	1,338,044	1,294,611	1,251,178	1,207,744	1,164,311	1,120,878	1,077,445	1,034,012	990,579	947,146
Site 21	Green 75	LCC	25,000	325,000	1,349,062	1,301,637	1,254,212	1,206,788	1,159,363	1,111,938	1,064,513	1,017,089	969,664	922,239	874,814
Site 22	Green 40	LCC	25,000	325,000	1,757,105	1,693,641	1,630,178	1,566,714	1,503,250	1,439,786	1,376,322	1,312,859	1,249,395	1,185,931	1,122,467
Site 23	Green 12	LCC	50,000	350,000	1,764,541	1,701,077	1,637,613	1,574,149	1,510,685	1,447,222	1,383,758	1,320,294	1,256,830	1,193,366	1,129,903
Site 24	Green 9	LCC	50,000	350,000	1,716,254	1,656,354	1,596,454	1,536,555	1,476,655	1,416,755	1,356,855	1,296,955	1,237,055	1,177,156	1,117,256
Site 25	Green 6	LCC	50,000	350,000	2,404,007	2,331,401	2,258,795	2,186,189	2,113,583	2,040,977	1,968,372	1,895,766	1,823,160	1,750,554	1,677,948

Source: HDH (October 2019)

Table 10.5c Varied Developer Contributions - Elsewhere

0% Affordable Housing

	Developer Contributions		EUV	BLV	Residual Value											
					£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	LCC	1,200,000	1,440,000	334,928	287,865	240,802	193,739	145,303	96,775	48,248	-746	-51,663	-102,581	-154,104
Site 3	Brown 100 HD	LCC	1,200,000	1,440,000	-1,243,855	-1,565,016	-1,886,177	-2,207,338	-2,528,499	-2,849,660	-3,173,858	-3,499,043	-3,824,229	-4,149,415	-4,474,601
Site 4	Brown 100	LCC	600,000	720,000	43,580	-2,148	-48,181	-94,214	-140,247	-187,312	-234,674	-282,035	-329,396	-376,758	-424,119
Site 7	Brown 60 HD	LCC	1,200,000	1,440,000	-999,402	-1,256,331	-1,513,259	-1,770,188	-2,027,117	-2,284,046	-2,543,424	-2,803,573	-3,063,722	-3,323,871	-3,584,019
Site 8	Brown 60	LCC	600,000	720,000	40,604	-6,060	-52,723	-99,387	-146,050	-193,866	-241,877	-289,888	-337,899	-385,911	-433,922
Site 11	Brown 20	LCC	600,000	720,000	206,932	144,924	82,496	20,067	-42,361	-104,789	-167,217	-229,986	-294,218	-358,450	-422,682
Site 12	Brown 20 Flats	LCC	600,000	720,000	631,019	478,654	326,289	173,924	21,559	-130,806	-283,171	-435,536	-592,056	-748,825	-905,595
Site 13	Brown 12	LCC	600,000	720,000	351,647	238,141	124,635	11,129	-102,376	-215,882	-329,388	-443,336	-560,122	-676,908	-793,694
Site 14	Brown 12 Flats	LCC	600,000	720,000	492,559	365,588	238,617	111,646	-15,325	-142,295	-269,266	-397,134	-527,775	-658,416	-789,057
Site 15	Brown 9	LCC	600,000	720,000	-71,543	-158,968	-246,392	-333,816	-423,657	-513,606	-603,555	-693,504	-783,454	-873,403	-963,743
Site 16	Brown 9 Flats	LCC	600,000	720,000	142,981	16,010	-110,961	-237,932	-366,393	-497,034	-627,675	-758,316	-888,957	-1,019,598	-1,150,239
Site 17	Brown 6	LCC	600,000	720,000	155,809	74,547	-6,714	-87,975	-169,237	-250,599	-334,209	-417,820	-501,430	-585,040	-668,650
Site 18	Brown 6 Flats	LCC	600,000	720,000	152,072	70,259	-11,554	-93,367	-175,179	-257,690	-341,868	-426,046	-510,225	-594,403	-678,582
Site 19	Brown 3	LCC	600,000	720,000	493,413	417,230	341,048	264,865	188,683	112,500	36,318	-39,865	-116,047	-192,230	-268,552
Site 20	Green 400	LCC	25,000	325,000	860,153	816,720	773,287	729,853	686,420	642,987	599,554	556,121	512,688	469,038	424,489
Site 21	Green 75	LCC	25,000	325,000	796,798	749,373	701,949	654,524	607,099	559,674	512,250	464,825	417,400	369,975	322,551
Site 22	Green 40	LCC	25,000	325,000	1,035,603	972,139	908,675	845,211	781,748	718,284	654,820	591,356	527,893	464,429	400,965
Site 23	Green 12	LCC	50,000	350,000	1,070,071	1,006,607	943,143	879,680	816,216	752,752	689,288	625,824	562,361	497,416	432,112
Site 24	Green 9	LCC	50,000	350,000	1,054,097	994,197	934,297	874,397	814,497	754,597	694,698	633,270	571,634	509,998	448,362
Site 25	Green 6	LCC	50,000	350,000	1,478,356	1,405,750	1,333,144	1,260,538	1,186,134	1,111,423	1,036,713	962,002	887,292	812,582	737,632

Source: HDH (October 2019)

10.31 The results indicate that there is very limited room for developer contributions on brownfield sites, but that there is considerable room to seek developer contributions over and above affordable housing on greenfield sites.

Affordable Housing v Developer Contributions

10.32 The above analysis has considered Affordable Housing and Developer Contributions separately. The Council wishes to deliver affordable housing and it also requires contributions towards strategic infrastructure and mitigation measures to make development acceptable. The following analysis considers the balance between developer contributions and affordable housing (where the affordable housing is provided as 70% Affordable Rent and 30% Intermediate Housing. This analysis is not included for the Central Development Area as the appraisals show development is unviable even without affordable housing and without developer contributions.

Table 10.6a Affordable Housing v Varied Developer Contributions

South East and Ashton Green

5% Affordable

		EUV	BLV	Residual Value										
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	325,110	278,047	230,984	183,815	135,287	86,760	38,233	-11,254	-62,172	-113,090	-165,161
Site 3	Brown 100 HD	1,200,000	1,440,000	-1,286,951	-1,608,112	-1,929,273	-2,250,434	-2,571,595	-2,892,767	-3,217,953	-3,543,139	-3,868,324	-4,193,510	-4,518,696
Site 4	Brown 100	600,000	720,000	243,376	199,504	155,632	111,761	67,889	23,261	-22,772	-68,805	-114,838	-160,952	-208,313
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,036,302	-1,293,231	-1,550,160	-1,807,088	-2,064,017	-2,320,995	-2,581,144	-2,841,292	-3,101,441	-3,361,590	-3,621,738
Site 8	Brown 60	600,000	720,000	238,626	194,153	149,680	105,207	60,230	13,830	-32,834	-79,497	-126,161	-173,183	-221,194
Site 11	Brown 20	600,000	720,000	481,266	421,769	362,271	302,583	241,361	180,031	117,603	55,175	-7,254	-69,682	-132,110
Site 12	Brown 20 Flats	600,000	720,000	483,220	330,855	178,490	26,125	-126,240	-278,605	-430,970	-587,615	-744,385	-901,154	-1,057,923
Site 13	Brown 12	600,000	720,000	910,720	799,407	688,095	576,782	463,558	350,052	236,546	123,041	9,535	-103,971	-217,477
Site 14	Brown 12 Flats	600,000	720,000	382,628	255,657	128,686	1,716	-125,255	-252,226	-379,841	-510,482	-641,123	-771,764	-902,405
Site 15	Brown 9	600,000	720,000	341,860	254,436	167,012	79,587	-7,837	-95,261	-182,685	-270,109	-357,555	-447,504	-537,454
Site 16	Brown 9 Flats	600,000	720,000	28,284	-98,687	-225,658	-353,916	-484,557	-615,198	-745,839	-876,480	-1,007,121	-1,137,762	-1,268,403
Site 17	Brown 6	600,000	720,000	450,076	368,814	287,553	206,292	125,030	43,769	-37,493	-118,754	-200,015	-281,879	-365,489
Site 18	Brown 6 Flats	600,000	720,000	66,546	-15,267	-97,080	-178,893	-261,622	-345,801	-429,979	-514,158	-598,336	-682,514	-766,693
Site 19	Brown 3	600,000	720,000	801,744	725,561	649,379	573,196	497,014	420,831	344,649	268,466	192,284	116,101	39,919
Site 20	Green 400	25,000	325,000	1,298,910	1,255,476	1,212,043	1,168,610	1,125,177	1,081,744	1,038,311	994,878	951,445	908,011	864,578
Site 21	Green 75	25,000	325,000	1,263,597	1,216,172	1,168,747	1,121,322	1,073,898	1,026,473	979,048	931,624	884,199	836,774	789,349
Site 22	Green 40	25,000	325,000	1,643,811	1,580,347	1,516,883	1,453,419	1,389,955	1,326,492	1,263,028	1,199,564	1,136,100	1,072,636	1,009,173
Site 23	Green 12	50,000	350,000	1,652,678	1,589,214	1,525,750	1,462,286	1,398,822	1,335,359	1,271,895	1,208,431	1,144,967	1,081,503	1,018,040
Site 24	Green 9	50,000	350,000	1,603,672	1,543,772	1,483,872	1,423,972	1,364,073	1,304,173	1,244,273	1,184,373	1,124,473	1,064,573	1,004,674
Site 25	Green 6	50,000	350,000	2,246,625	2,174,019	2,101,413	2,028,807	1,956,201	1,883,595	1,810,989	1,738,384	1,665,778	1,593,172	1,520,566

10% Affordable

		EUV	BLV	Residual Value										
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	282,415	235,352	188,289	139,964	91,437	42,909	-6,347	-57,265	-108,183	-160,206	-213,295
Site 3	Brown 100 HD	1,200,000	1,440,000	-1,481,358	-1,802,519	-2,123,680	-2,444,841	-2,766,002	-3,090,443	-3,415,629	-3,740,815	-4,066,001	-4,391,186	-4,716,372
Site 4	Brown 100	600,000	720,000	201,943	158,072	114,200	70,328	25,820	-20,213	-66,245	-112,278	-158,446	-205,807	-253,169
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,193,827	-1,450,755	-1,707,684	-1,964,613	-2,221,542	-2,481,148	-2,741,296	-3,001,445	-3,261,594	-3,521,742	-3,781,891
Site 8	Brown 60	600,000	720,000	195,767	151,294	106,821	61,891	15,524	-31,140	-77,803	-124,467	-171,560	-219,571	-267,582
Site 11	Brown 20	600,000	720,000	421,957	362,459	302,776	241,554	180,228	117,800	55,372	-7,057	-69,485	-131,913	-194,341
Site 12	Brown 20 Flats	600,000	720,000	335,422	183,057	30,692	-121,673	-274,038	-426,405	-583,175	-739,944	-896,713	-1,053,482	-1,210,252
Site 13	Brown 12	600,000	720,000	792,659	681,347	570,034	456,677	343,171	229,665	116,160	2,654	-110,852	-224,358	-337,864
Site 14	Brown 12 Flats	600,000	720,000	272,698	145,727	18,756	-108,215	-235,186	-362,548	-493,189	-623,830	-754,471	-885,112	-1,015,753
Site 15	Brown 9	600,000	720,000	217,503	130,079	42,654	-44,770	-132,194	-219,618	-307,042	-395,722	-485,671	-575,620	-665,569
Site 16	Brown 9 Flats	600,000	720,000	-86,413	-213,384	-341,438	-472,079	-602,720	-733,361	-864,002	-994,643	-1,125,284	-1,255,926	-1,387,157
Site 17	Brown 6	600,000	720,000	361,556	280,295	199,034	117,772	36,511	-44,750	-126,012	-207,273	-289,464	-373,074	-456,684
Site 18	Brown 6 Flats	600,000	720,000	-18,980	-100,793	-182,606	-265,555	-349,733	-433,912	-518,090	-602,269	-686,447	-770,626	-854,804
Site 19	Brown 3	600,000	720,000	708,994	632,811	556,629	480,446	404,264	328,081	251,899	175,716	99,534	23,351	-52,831
Site 20	Green 400	25,000	325,000	1,216,342	1,172,909	1,129,476	1,086,043	1,042,610	999,177	955,743	912,310	868,877	825,444	782,011
Site 21	Green 75	25,000	325,000	1,178,132	1,130,707	1,083,282	1,035,857	988,433	941,008	893,583	846,158	798,734	751,309	703,884
Site 22	Green 40	25,000	325,000	1,530,516	1,467,052	1,403,588	1,340,124	1,276,661	1,213,197	1,149,733	1,086,269	1,022,806	959,342	895,878
Site 23	Green 12	50,000	350,000	1,540,814	1,477,351	1,413,887	1,350,423	1,286,959	1,223,495	1,160,032	1,096,568	1,033,104	969,640	906,177
Site 24	Green 9	50,000	350,000	1,491,090	1,431,190	1,371,290	1,311,390	1,251,490	1,191,591	1,131,691	1,071,791	1,011,891	951,991	892,091
Site 25	Green 6	50,000	350,000	2,089,242	2,016,637	1,944,031	1,871,425	1,798,819	1,726,213	1,653,607	1,581,001	1,508,396	1,435,790	1,363,184

Source: HDH (October 2019)

Table 10.6b Affordable Housing v Varied Developer Contributions

South East and Ashton Green

15% Affordable

		EUV	BLV	Residual Value											
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	239,720	192,657	144,641	96,113	47,586	-1,440	-52,358	-103,276	-155,250	-208,339	-262,547
Site 3	Brown 100 HD	1,200,000	1,440,000	-1,675,765	-1,996,926	-2,318,087	-2,639,248	-2,962,933	-3,288,119	-3,613,305	-3,938,491	-4,263,677	-4,588,863	-4,914,048
Site 4	Brown 100	600,000	720,000	160,511	116,639	72,767	28,375	-17,653	-63,686	-109,719	-155,940	-203,301	-250,663	-298,024
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,351,351	-1,608,280	-1,865,209	-2,122,137	-2,381,152	-2,641,300	-2,901,449	-3,161,598	-3,421,746	-3,681,895	-3,942,044
Site 8	Brown 60	600,000	720,000	152,908	108,436	63,552	17,217	-29,446	-76,110	-122,773	-169,937	-217,948	-265,959	-313,970
Site 11	Brown 20	600,000	720,000	362,647	302,969	241,748	180,425	117,997	55,569	-6,859	-69,288	-131,716	-194,144	-257,743
Site 12	Brown 20 Flats	600,000	720,000	187,624	35,259	-117,106	-269,471	-421,965	-578,734	-735,503	-892,273	-1,049,042	-1,205,811	-1,362,580
Site 13	Brown 12	600,000	720,000	674,599	563,286	449,796	336,290	222,784	109,279	-4,227	-117,733	-231,239	-344,745	-459,256
Site 14	Brown 12 Flats	600,000	720,000	162,767	35,796	-91,175	-218,146	-345,255	-475,896	-606,537	-737,178	-867,819	-998,460	-1,129,101
Site 15	Brown 9	600,000	720,000	93,146	5,722	-81,703	-169,127	-256,551	-343,975	-433,888	-523,837	-613,787	-703,736	-793,685
Site 16	Brown 9 Flats	600,000	720,000	-201,110	-328,961	-459,602	-590,243	-720,884	-851,525	-982,166	-1,112,807	-1,243,448	-1,374,865	-1,507,094
Site 17	Brown 6	600,000	720,000	273,037	191,776	110,514	29,253	-52,008	-133,270	-214,531	-297,048	-380,659	-464,269	-547,879
Site 18	Brown 6 Flats	600,000	720,000	-104,506	-186,319	-269,488	-353,666	-437,845	-522,023	-606,201	-690,380	-774,558	-858,737	-942,915
Site 19	Brown 3	600,000	720,000	616,244	540,061	463,879	387,696	311,514	235,331	159,149	82,966	6,784	-69,399	-145,581
Site 20	Green 400	25,000	325,000	1,133,775	1,090,342	1,046,909	1,003,475	960,042	916,609	873,176	829,743	786,310	742,877	699,443
Site 21	Green 75	25,000	325,000	1,092,667	1,045,242	997,817	950,392	902,968	855,543	808,118	760,693	713,269	665,844	618,419
Site 22	Green 40	25,000	325,000	1,417,221	1,353,757	1,290,294	1,226,830	1,163,366	1,099,902	1,036,438	972,975	909,511	846,047	782,583
Site 23	Green 12	50,000	350,000	1,428,951	1,365,488	1,302,024	1,238,560	1,175,096	1,111,632	1,048,169	984,705	921,241	857,777	794,313
Site 24	Green 9	50,000	350,000	1,378,508	1,318,608	1,258,708	1,198,808	1,138,908	1,079,008	1,019,109	959,209	899,309	839,409	779,509
Site 25	Green 6	50,000	350,000	1,931,860	1,859,254	1,786,649	1,714,043	1,641,437	1,568,831	1,496,225	1,423,619	1,351,013	1,278,408	1,204,521

20% Affordable

		EUV	BLV	Residual Value										
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	197,025	149,318	100,790	52,263	3,467	-47,451	-98,369	-150,295	-203,384	-257,696	-313,375
Site 3	Brown 100 HD	1,200,000	1,440,000	-1,870,172	-2,191,333	-2,512,494	-2,835,424	-3,160,609	-3,485,795	-3,810,981	-4,136,167	-4,461,353	-4,786,539	-5,111,724
Site 4	Brown 100	600,000	720,000	119,078	75,207	30,884	-15,094	-61,127	-107,160	-153,434	-200,796	-248,157	-295,518	-342,880
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,508,876	-1,765,804	-2,022,733	-2,281,156	-2,541,304	-2,801,453	-3,061,602	-3,321,750	-3,581,899	-3,842,048	-4,102,196
Site 8	Brown 60	600,000	720,000	110,050	65,213	18,911	-27,752	-74,416	-121,080	-168,313	-216,325	-264,336	-312,347	-360,358
Site 11	Brown 20	600,000	720,000	303,163	241,941	180,622	118,194	55,766	-6,662	-69,090	-131,519	-193,947	-257,711	-321,943
Site 12	Brown 20 Flats	600,000	720,000	39,826	-112,539	-264,904	-417,524	-574,293	-731,063	-887,832	-1,044,601	-1,201,370	-1,358,140	-1,514,909
Site 13	Brown 12	600,000	720,000	556,421	442,915	329,409	215,904	102,398	-11,108	-124,614	-238,120	-351,626	-466,679	-583,465
Site 14	Brown 12 Flats	600,000	720,000	52,836	-74,134	-201,105	-328,076	-458,603	-589,244	-719,885	-850,526	-981,167	-1,111,808	-1,242,449
Site 15	Brown 9	600,000	720,000	-31,211	-118,636	-206,060	-293,484	-382,105	-472,055	-562,004	-651,953	-741,903	-831,852	-921,801
Site 16	Brown 9 Flats	600,000	720,000	-316,484	-447,125	-577,766	-708,407	-839,048	-969,689	-1,100,330	-1,230,971	-1,362,572	-1,494,801	-1,627,030
Site 17	Brown 6	600,000	720,000	184,518	103,256	21,995	-59,266	-140,528	-221,789	-304,633	-388,243	-471,853	-555,464	-639,074
Site 18	Brown 6 Flats	600,000	720,000	-190,033	-273,420	-357,599	-441,777	-525,956	-610,134	-694,313	-778,491	-862,670	-946,848	-1,031,026
Site 19	Brown 3	600,000	720,000	523,494	447,311	371,129	294,946	218,764	142,581	66,399	-9,784	-85,966	-162,149	-238,331
Site 20	Green 400	25,000	325,000	1,051,207	1,007,774	964,341	920,908	877,475	834,042	790,609	747,175	703,742	660,309	616,876
Site 21	Green 75	25,000	325,000	1,007,201	959,777	912,352	864,927	817,502	770,078	722,653	675,228	627,804	580,379	532,954
Site 22	Green 40	25,000	325,000	1,303,926	1,240,463	1,176,999	1,113,535	1,050,071	986,608	923,144	859,680	796,216	732,752	669,289
Site 23	Green 12	50,000	350,000	1,317,088	1,253,624	1,190,161	1,126,697	1,063,233	999,769	936,305	872,842	809,378	745,914	682,450
Site 24	Green 9	50,000	350,000	1,265,925	1,206,026	1,146,126	1,086,226	1,026,326	966,426	906,526	846,627	786,727	726,827	666,331
Site 25	Green 6	50,000	350,000	1,774,478	1,701,872	1,629,266	1,556,661	1,484,055	1,411,449	1,338,843	1,266,237	1,191,997	1,117,287	1,042,577

Source: HDH (October 2019)

Table 10.6c Affordable Housing v Varied Developer Contributions

South East and Ashton Green

25% Affordable

		EUV	BLV	Residual Value											
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	153,994	105,467	56,940	8,339	-42,544	-93,461	-145,339	-198,428	-252,846	-308,525	-367,161
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,064,579	-2,385,740	-2,707,914	-3,033,100	-3,358,285	-3,683,471	-4,008,657	-4,333,843	-4,659,029	-4,984,215	-5,309,401
Site 4	Brown 100	600,000	720,000	77,646	33,394	-12,535	-58,568	-104,600	-150,929	-198,290	-245,651	-293,013	-340,374	-387,735
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,666,400	-1,923,329	-2,181,160	-2,441,308	-2,701,457	-2,961,606	-3,221,754	-3,481,903	-3,742,052	-4,002,200	-4,262,349
Site 8	Brown 60	600,000	720,000	66,874	20,605	-26,059	-72,722	-119,386	-166,690	-214,702	-262,713	-310,724	-358,735	-406,746
Site 11	Brown 20	600,000	720,000	242,134	180,820	118,391	55,963	-6,465	-68,893	-131,321	-193,750	-257,679	-321,911	-386,143
Site 12	Brown 20 Flats	600,000	720,000	-107,973	-260,338	-413,083	-569,853	-726,622	-883,391	-1,040,160	-1,196,930	-1,353,699	-1,510,468	-1,667,237
Site 13	Brown 12	600,000	720,000	436,034	322,528	209,023	95,517	-17,989	-131,495	-245,001	-358,507	-474,103	-590,889	-707,674
Site 14	Brown 12 Flats	600,000	720,000	-57,094	-184,065	-311,036	-441,310	-571,951	-702,592	-833,233	-963,874	-1,094,515	-1,225,156	-1,355,797
Site 15	Brown 9	600,000	720,000	-155,568	-242,993	-330,417	-420,272	-510,221	-600,171	-690,120	-780,069	-870,018	-960,472	-1,051,607
Site 16	Brown 9 Flats	600,000	720,000	-434,648	-565,289	-695,930	-826,571	-957,212	-1,087,853	-1,218,494	-1,350,279	-1,482,508	-1,614,737	-1,746,966
Site 17	Brown 6	600,000	720,000	95,998	14,737	-66,524	-147,786	-229,047	-312,217	-395,828	-479,438	-563,048	-646,658	-730,269
Site 18	Brown 6 Flats	600,000	720,000	-277,353	-361,532	-445,710	-529,888	-614,067	-698,245	-782,424	-866,602	-950,781	-1,034,959	-1,119,138
Site 19	Brown 3	600,000	720,000	430,744	354,561	278,379	202,196	126,014	49,831	-26,351	-102,534	-178,716	-254,899	-333,115
Site 20	Green 400	25,000	325,000	968,640	925,207	881,774	838,341	794,907	751,474	708,041	664,608	621,175	577,742	534,309
Site 21	Green 75	25,000	325,000	921,736	874,312	826,887	779,462	732,037	684,613	637,188	589,763	542,338	494,914	447,489
Site 22	Green 40	25,000	325,000	1,190,632	1,127,168	1,063,704	1,000,240	936,777	873,313	809,849	746,385	682,921	619,458	555,994
Site 23	Green 12	50,000	350,000	1,205,225	1,141,761	1,078,298	1,014,834	951,370	887,906	824,442	760,979	697,515	634,051	570,587
Site 24	Green 9	50,000	350,000	1,153,343	1,093,443	1,033,544	973,644	913,744	853,844	793,944	734,044	673,757	612,121	550,485
Site 25	Green 6	50,000	350,000	1,617,096	1,544,490	1,471,884	1,399,278	1,326,673	1,254,067	1,179,474	1,104,764	1,030,053	955,343	880,633

30% Affordable

		EUV	BLV	Residual Value										
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	110,144	61,616	13,089	-37,636	-88,554	-140,384	-193,473	-247,995	-303,859	-362,588	-421,316
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,258,986	-2,580,404	-2,905,590	-3,230,776	-3,555,962	-3,881,147	-4,206,333	-4,531,519	-4,856,705	-5,181,891	-5,507,077
Site 4	Brown 100	600,000	720,000	35,904	-9,975	-56,008	-102,041	-148,423	-195,784	-243,145	-290,507	-337,868	-385,229	-432,989
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,823,924	-2,081,164	-2,341,312	-2,601,461	-2,861,610	-3,121,758	-3,381,907	-3,642,056	-3,902,204	-4,162,353	-4,422,502
Site 8	Brown 60	600,000	720,000	22,298	-24,365	-71,029	-117,692	-165,067	-213,079	-261,090	-309,101	-357,112	-405,123	-453,134
Site 11	Brown 20	600,000	720,000	181,017	118,589	56,160	-6,268	-68,696	-131,124	-193,552	-257,647	-321,879	-386,111	-450,343
Site 12	Brown 20 Flats	600,000	720,000	-255,771	-408,643	-565,412	-722,181	-878,950	-1,035,720	-1,192,489	-1,349,258	-1,506,027	-1,662,797	-1,820,852
Site 13	Brown 12	600,000	720,000	315,647	202,142	88,636	-24,870	-138,376	-251,882	-365,388	-481,526	-598,312	-715,098	-831,884
Site 14	Brown 12 Flats	600,000	720,000	-167,025	-293,996	-424,016	-554,657	-685,298	-815,940	-946,581	-1,077,222	-1,207,863	-1,338,504	-1,470,217
Site 15	Brown 9	600,000	720,000	-279,926	-368,489	-458,439	-548,388	-638,337	-728,286	-818,236	-908,241	-999,376	-1,090,510	-1,181,644
Site 16	Brown 9 Flats	600,000	720,000	-552,811	-683,452	-814,093	-944,734	-1,075,375	-1,206,016	-1,337,986	-1,470,215	-1,602,444	-1,734,673	-1,866,902
Site 17	Brown 6	600,000	720,000	7,479	-73,782	-155,044	-236,305	-319,802	-403,412	-487,022	-570,633	-654,243	-737,853	-821,463
Site 18	Brown 6 Flats	600,000	720,000	-365,464	-449,643	-533,821	-618,000	-702,178	-786,357	-870,535	-954,713	-1,038,892	-1,123,070	-1,207,249
Site 19	Brown 3	600,000	720,000	337,994	261,812	185,629	109,446	33,264	-42,919	-119,101	-195,284	-271,899	-350,284	-428,669
Site 20	Green 400	25,000	325,000	886,073	842,639	799,206	755,773	712,340	668,907	625,474	582,041	538,608	495,174	451,741
Site 21	Green 75	25,000	325,000	836,271	788,847	741,422	693,997	646,572	599,148	551,723	504,298	456,873	409,449	362,024
Site 22	Green 40	25,000	325,000	1,077,337	1,013,873	950,410	886,946	823,482	760,018	696,554	633,091	569,627	506,163	442,699
Site 23	Green 12	50,000	350,000	1,093,362	1,029,898	966,434	902,971	839,507	776,043	712,579	649,116	585,652	521,382	456,078
Site 24	Green 9	50,000	350,000	1,040,761	980,861	920,961	861,062	801,162	741,262	681,184	619,548	557,912	496,276	434,640
Site 25	Green 6	50,000	350,000	1,459,714	1,387,108	1,314,502	1,241,661	1,166,951	1,092,241	1,017,530	942,820	868,109	793,399	718,072

Source: HDH (October 2019)

10.33 The South East and Ashton Green area is located in the higher value area of the City. The modelled development on greenfield sites can bear both 30% affordable housing and substantial developer contributions. Contributions of up to £25,000/unit have been tested, although at this level the cushion or buffer is limited.

10.34 The results are less good in the wider city.

Table 10.7a Affordable Housing v Varied Developer Contributions

Elsewhere

5% Affordable

		EUV	BLV	Residual Value											
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	293,645	246,581	199,518	151,432	102,904	54,377	5,685	-45,232	-96,150	-147,557	-200,646
Site 3	Brown 100 HD	1,200,000	1,440,000	-1,431,989	-1,753,150	-2,074,311	-2,395,472	-2,716,633	-3,039,981	-3,365,166	-3,690,352	-4,015,538	-4,340,724	-4,665,910
Site 4	Brown 100	600,000	720,000	11,334	-34,699	-80,732	-126,765	-173,554	-220,915	-268,276	-315,638	-362,999	-410,360	-458,010
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,151,939	-1,408,868	-1,665,796	-1,922,725	-2,179,654	-2,438,366	-2,698,515	-2,958,664	-3,218,812	-3,478,961	-3,739,110
Site 8	Brown 60	600,000	720,000	6,385	-40,278	-86,942	-133,605	-181,166	-229,178	-277,189	-325,200	-373,211	-421,222	-469,233
Site 11	Brown 20	600,000	720,000	160,122	97,694	35,266	-27,162	-89,591	-152,019	-214,499	-278,731	-342,964	-407,196	-471,428
Site 12	Brown 20 Flats	600,000	720,000	483,220	330,855	178,490	26,125	-126,240	-278,605	-430,970	-587,615	-744,385	-901,154	-1,057,923
Site 13	Brown 12	600,000	720,000	261,036	147,531	34,025	-79,481	-192,987	-306,493	-420,084	-536,869	-653,655	-770,441	-887,227
Site 14	Brown 12 Flats	600,000	720,000	382,628	255,657	128,686	1,716	-125,255	-252,226	-379,841	-510,482	-641,123	-771,764	-902,405
Site 15	Brown 9	600,000	720,000	-174,659	-262,083	-349,990	-439,939	-529,889	-619,838	-709,787	-799,737	-889,686	-980,435	-1,071,569
Site 16	Brown 9 Flats	600,000	720,000	28,284	-98,687	-225,658	-353,916	-484,557	-615,198	-745,839	-876,480	-1,007,121	-1,137,762	-1,268,403
Site 17	Brown 6	600,000	720,000	82,409	1,148	-80,113	-161,375	-242,636	-326,217	-409,827	-493,437	-577,048	-660,658	-744,268
Site 18	Brown 6 Flats	600,000	720,000	66,546	-15,267	-97,080	-178,893	-261,622	-345,801	-429,979	-514,158	-598,336	-682,514	-766,693
Site 19	Brown 3	600,000	720,000	416,506	340,323	264,141	187,958	111,776	35,593	-40,589	-116,772	-192,954	-269,399	-347,784
Site 20	Green 400	25,000	325,000	799,937	756,504	713,071	669,638	626,205	582,772	539,338	495,905	452,202	407,654	363,105
Site 21	Green 75	25,000	325,000	735,098	687,673	640,249	592,824	545,399	497,975	450,550	403,125	355,700	308,276	260,851
Site 22	Green 40	25,000	325,000	952,986	889,522	826,058	762,594	699,130	635,667	572,203	508,739	445,275	381,811	318,348
Site 23	Green 12	50,000	350,000	987,229	923,765	860,301	796,838	733,374	669,910	606,446	542,779	477,476	412,172	346,869
Site 24	Green 9	50,000	350,000	967,670	907,770	847,870	787,970	728,070	667,610	605,974	544,338	482,702	421,066	358,384
Site 25	Green 6	50,000	350,000	1,357,537	1,284,931	1,211,233	1,136,523	1,061,813	987,102	912,392	837,681	762,971	687,044	610,862

10% Affordable

		EUV	BLV	Residual Value										
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	252,361	205,298	157,561	109,034	60,506	11,979	-38,801	-89,719	-141,010	-194,099	-247,384
Site 3	Brown 100 HD	1,200,000	1,440,000	-1,620,123	-1,941,284	-2,262,445	-2,583,606	-2,906,104	-3,231,289	-3,556,475	-3,881,661	-4,206,847	-4,532,033	-4,857,219
Site 4	Brown 100	600,000	720,000	-21,217	-67,250	-113,283	-159,795	-207,156	-254,518	-301,879	-349,241	-396,602	-444,232	-492,214
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,304,476	-1,561,405	-1,818,333	-2,075,262	-2,333,308	-2,593,457	-2,853,605	-3,113,754	-3,373,903	-3,634,051	-3,894,200
Site 8	Brown 60	600,000	720,000	-27,833	-74,496	-121,160	-168,467	-216,478	-264,489	-312,500	-360,511	-408,523	-456,534	-504,901
Site 11	Brown 20	600,000	720,000	112,892	50,464	-11,964	-74,392	-136,821	-199,249	-263,245	-327,477	-391,709	-455,942	-520,174
Site 12	Brown 20 Flats	600,000	720,000	335,422	183,057	30,692	-121,673	-274,038	-426,405	-583,175	-739,944	-896,713	-1,053,482	-1,210,252
Site 13	Brown 12	600,000	720,000	170,426	56,920	-56,586	-170,092	-283,597	-397,103	-513,616	-630,402	-747,188	-863,974	-980,760
Site 14	Brown 12 Flats	600,000	720,000	272,698	145,727	18,756	-108,215	-235,186	-362,548	-493,189	-623,830	-754,471	-885,112	-1,015,753
Site 15	Brown 9	600,000	720,000	-277,775	-366,273	-456,222	-546,172	-636,121	-726,070	-816,019	-905,992	-997,126	-1,088,261	-1,179,395
Site 16	Brown 9 Flats	600,000	720,000	-86,413	-213,384	-341,438	-472,079	-602,720	-733,361	-864,002	-994,643	-1,125,284	-1,255,926	-1,387,157
Site 17	Brown 6	600,000	720,000	9,010	-72,251	-153,512	-234,774	-318,224	-401,835	-485,445	-569,055	-652,665	-736,276	-819,886
Site 18	Brown 6 Flats	600,000	720,000	-18,980	-100,793	-182,606	-265,555	-349,733	-433,912	-518,090	-602,269	-686,447	-770,626	-854,804
Site 19	Brown 3	600,000	720,000	339,598	263,416	187,233	111,051	34,868	-41,314	-117,497	-193,679	-270,246	-348,631	-427,016
Site 20	Green 400	25,000	325,000	739,722	696,289	652,855	609,422	565,989	522,556	479,123	435,366	390,818	346,269	301,720
Site 21	Green 75	25,000	325,000	673,398	625,974	578,549	531,124	483,699	436,275	388,850	341,425	294,000	246,576	199,151
Site 22	Green 40	25,000	325,000	870,368	806,904	743,441	679,977	616,513	553,049	489,585	426,122	362,658	299,194	235,730
Site 23	Green 12	50,000	350,000	904,387	840,923	777,459	713,996	650,532	587,068	522,839	457,536	392,232	326,869	260,278
Site 24	Green 9	50,000	350,000	881,243	821,343	761,443	701,543	640,314	578,678	517,042	455,406	393,401	330,550	267,700
Site 25	Green 6	50,000	350,000	1,236,333	1,161,623	1,086,912	1,012,202	937,492	862,781	788,071	712,638	636,456	560,273	484,091

Source: HDH (October 2019)

Table 10.7b Affordable Housing v Varied Developer Contributions

Elsewhere

15% Affordable

		EUV	BLV	Residual Value											
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	211,077	163,690	115,163	66,635	18,108	-32,370	-83,288	-134,463	-187,552	-240,859	-296,538
Site 3	Brown 100 HD	1,200,000	1,440,000	-1,808,257	-2,129,418	-2,450,579	-2,772,227	-3,097,412	-3,422,598	-3,747,784	-4,072,970	-4,398,156	-4,723,342	-5,048,528
Site 4	Brown 100	600,000	720,000	-53,768	-99,801	-146,037	-193,398	-240,759	-288,121	-335,482	-382,843	-430,455	-478,437	-526,418
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,457,013	-1,713,942	-1,970,870	-2,228,250	-2,488,398	-2,748,547	-3,008,696	-3,268,844	-3,528,993	-3,789,142	-4,049,290
Site 8	Brown 60	600,000	720,000	-62,051	-108,715	-155,767	-203,778	-251,789	-299,801	-347,812	-395,823	-443,834	-492,206	-540,837
Site 11	Brown 20	600,000	720,000	65,662	3,234	-59,194	-121,622	-184,051	-247,759	-311,991	-376,223	-440,455	-504,687	-568,920
Site 12	Brown 20 Flats	600,000	720,000	187,624	35,259	-117,106	-269,471	-421,965	-578,734	-735,503	-892,273	-1,049,042	-1,205,811	-1,362,580
Site 13	Brown 12	600,000	720,000	79,815	-33,690	-147,196	-260,702	-374,208	-490,364	-607,149	-723,935	-840,721	-957,507	-1,074,293
Site 14	Brown 12 Flats	600,000	720,000	162,767	35,796	-91,175	-218,146	-345,255	-475,896	-606,537	-737,178	-867,819	-998,460	-1,129,101
Site 15	Brown 9	600,000	720,000	-382,556	-472,505	-562,455	-652,404	-742,353	-832,302	-922,684	-1,013,818	-1,104,952	-1,196,086	-1,287,220
Site 16	Brown 9 Flats	600,000	720,000	-201,110	-328,961	-459,602	-590,243	-720,884	-851,525	-982,166	-1,112,807	-1,243,448	-1,374,865	-1,507,094
Site 17	Brown 6	600,000	720,000	-64,389	-145,650	-226,912	-310,232	-393,842	-477,452	-561,063	-644,673	-728,283	-811,893	-895,504
Site 18	Brown 6 Flats	600,000	720,000	-104,506	-186,319	-269,488	-353,666	-437,845	-522,023	-606,201	-690,380	-774,558	-858,737	-942,915
Site 19	Brown 3	600,000	720,000	262,691	186,509	110,326	34,144	-42,039	-118,221	-194,404	-271,094	-349,478	-427,863	-506,248
Site 20	Green 400	25,000	325,000	679,506	636,073	592,640	549,207	505,774	462,341	418,531	373,982	329,433	284,884	240,335
Site 21	Green 75	25,000	325,000	611,698	564,274	516,849	469,424	421,999	374,575	327,150	279,725	232,300	184,876	137,451
Site 22	Green 40	25,000	325,000	787,751	724,287	660,823	597,360	533,896	470,432	406,968	343,504	280,041	216,577	152,768
Site 23	Green 12	50,000	350,000	821,545	758,081	694,617	631,153	567,690	502,899	437,596	372,292	306,536	239,946	173,356
Site 24	Green 9	50,000	350,000	794,816	734,916	674,654	613,018	551,382	489,746	428,110	365,567	302,716	239,866	177,015
Site 25	Green 6	50,000	350,000	1,112,012	1,037,302	962,591	887,881	813,171	738,233	662,050	585,868	509,685	433,503	357,320

20% Affordable

		EUV	BLV	Residual Value										
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	169,793	121,292	72,765	24,237	-25,939	-76,857	-127,916	-181,005	-234,334	-290,012	-347,261
Site 3	Brown 100 HD	1,200,000	1,440,000	-1,996,391	-2,317,552	-2,638,712	-2,963,535	-3,288,721	-3,613,907	-3,939,093	-4,264,279	-4,589,465	-4,914,651	-5,239,836
Site 4	Brown 100	600,000	720,000	-86,319	-132,352	-179,639	-227,001	-274,362	-321,723	-369,085	-416,677	-464,659	-512,641	-560,623
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,609,550	-1,866,479	-2,123,407	-2,383,340	-2,643,489	-2,903,637	-3,163,786	-3,423,935	-3,684,083	-3,944,232	-4,204,381
Site 8	Brown 60	600,000	720,000	-96,269	-143,068	-191,079	-239,090	-287,101	-335,112	-383,123	-431,134	-479,511	-528,142	-576,772
Site 11	Brown 20	600,000	720,000	18,432	-43,996	-106,424	-168,852	-232,272	-296,504	-360,737	-424,969	-489,201	-553,433	-617,665
Site 12	Brown 20 Flats	600,000	720,000	39,826	-112,539	-264,904	-417,524	-574,293	-731,063	-887,832	-1,044,601	-1,201,370	-1,358,140	-1,514,909
Site 13	Brown 12	600,000	720,000	-10,795	-124,301	-237,807	-351,313	-467,111	-583,897	-700,682	-817,468	-934,254	-1,051,040	-1,167,825
Site 14	Brown 12 Flats	600,000	720,000	52,836	-74,134	-201,105	-328,076	-458,603	-589,244	-719,885	-850,526	-981,167	-1,111,808	-1,242,449
Site 15	Brown 9	600,000	720,000	-488,788	-578,738	-668,687	-758,636	-848,585	-939,375	-1,030,509	-1,121,643	-1,212,778	-1,303,912	-1,395,046
Site 16	Brown 9 Flats	600,000	720,000	-316,484	-447,125	-577,766	-708,407	-839,048	-969,689	-1,100,330	-1,230,971	-1,362,572	-1,494,801	-1,627,030
Site 17	Brown 6	600,000	720,000	-137,788	-219,050	-302,239	-385,850	-469,460	-553,070	-636,680	-720,291	-803,901	-887,511	-971,121
Site 18	Brown 6 Flats	600,000	720,000	-190,033	-273,420	-357,599	-441,777	-525,956	-610,134	-694,313	-778,491	-862,670	-946,848	-1,031,026
Site 19	Brown 3	600,000	720,000	185,784	109,601	33,419	-42,764	-118,946	-195,129	-271,941	-350,325	-428,710	-507,095	-585,479
Site 20	Green 400	25,000	325,000	619,291	575,858	532,424	488,991	445,558	401,695	357,146	312,597	268,048	223,500	178,951
Site 21	Green 75	25,000	325,000	549,998	502,574	455,149	407,724	360,299	312,875	265,450	218,025	170,600	123,176	75,751
Site 22	Green 40	25,000	325,000	705,134	641,670	578,206	514,742	451,278	387,815	324,351	260,887	197,423	133,060	67,141
Site 23	Green 12	50,000	350,000	738,703	675,239	611,775	548,263	482,959	417,656	352,353	286,203	219,613	153,023	86,433
Site 24	Green 9	50,000	350,000	708,389	647,358	585,722	524,086	462,450	400,584	337,733	274,883	212,032	149,181	86,331
Site 25	Green 6	50,000	350,000	987,691	912,981	838,270	763,560	687,645	611,462	535,280	459,097	382,915	306,732	230,550

Source: HDH (October 2019)

Table 10.7c Affordable Housing v Varied Developer Contributions

Elsewhere

25% Affordable

		EUV	BLV	Residual Value											
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	127,421	78,894	30,366	-19,508	-70,426	-121,369	-174,458	-227,809	-283,487	-340,912	-399,641
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,184,524	-2,505,685	-2,829,659	-3,154,844	-3,480,030	-3,805,216	-4,130,402	-4,455,588	-4,780,774	-5,105,959	-5,431,145
Site 4	Brown 100	600,000	720,000	-118,870	-165,881	-213,242	-260,603	-307,965	-355,326	-402,900	-450,882	-498,864	-546,845	-594,827
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,762,087	-2,019,016	-2,278,282	-2,538,430	-2,798,579	-3,058,728	-3,318,876	-3,579,025	-3,839,174	-4,099,322	-4,359,471
Site 8	Brown 60	600,000	720,000	-130,488	-178,379	-226,390	-274,401	-322,413	-370,424	-418,435	-466,817	-515,447	-564,078	-612,708
Site 11	Brown 20	600,000	720,000	-28,798	-91,226	-153,654	-216,786	-281,018	-345,250	-409,482	-473,715	-537,947	-602,179	-666,411
Site 12	Brown 20 Flats	600,000	720,000	-107,973	-260,338	-413,083	-569,853	-726,622	-883,391	-1,040,160	-1,196,930	-1,353,699	-1,510,468	-1,667,237
Site 13	Brown 12	600,000	720,000	-101,406	-214,911	-328,417	-443,858	-560,644	-677,429	-794,215	-911,001	-1,027,787	-1,144,573	-1,261,358
Site 14	Brown 12 Flats	600,000	720,000	-57,094	-184,065	-311,036	-441,310	-571,951	-702,592	-833,233	-963,874	-1,094,515	-1,225,156	-1,355,797
Site 15	Brown 9	600,000	720,000	-595,021	-684,970	-774,919	-864,932	-956,067	-1,047,201	-1,138,335	-1,229,469	-1,320,603	-1,411,738	-1,502,872
Site 16	Brown 9 Flats	600,000	720,000	-434,648	-565,289	-695,930	-826,571	-957,212	-1,087,853	-1,218,494	-1,350,279	-1,482,508	-1,614,737	-1,746,966
Site 17	Brown 6	600,000	720,000	-211,187	-294,247	-377,857	-461,467	-545,078	-628,688	-712,298	-795,908	-879,519	-963,129	-1,047,082
Site 18	Brown 6 Flats	600,000	720,000	-277,353	-361,532	-445,710	-529,888	-614,067	-698,245	-782,424	-866,602	-950,781	-1,034,959	-1,119,138
Site 19	Brown 3	600,000	720,000	108,876	32,694	-43,489	-119,671	-195,854	-272,788	-351,173	-429,557	-507,942	-586,327	-664,711
Site 20	Green 400	25,000	325,000	559,075	515,642	472,209	428,776	384,859	340,310	295,761	251,212	206,664	162,115	117,566
Site 21	Green 75	25,000	325,000	488,298	440,874	393,449	346,024	298,599	251,175	203,750	156,325	108,901	61,325	11,985
Site 22	Green 40	25,000	325,000	622,516	559,052	495,589	432,125	368,661	305,197	241,733	178,270	113,351	47,044	-19,546
Site 23	Green 12	50,000	350,000	655,861	592,397	528,323	463,019	397,716	332,413	265,870	199,280	132,690	66,100	-490
Site 24	Green 9	50,000	350,000	620,062	558,426	496,790	435,154	372,750	309,899	247,049	184,198	121,348	58,497	-4,354
Site 25	Green 6	50,000	350,000	863,370	788,660	713,239	637,057	560,874	484,692	408,509	332,327	256,144	179,962	103,779

30% Affordable

		EUV	BLV	Residual Value										
				£0	£2,500	£5,000	£7,500	£10,000	£12,500	£15,000	£17,500	£20,000	£22,500	£25,000
Site 1	Brown 500 HD	1,200,000	1,440,000	85,023	36,496	-13,077	-63,995	-114,913	-167,911	-221,283	-276,962	-334,564	-393,292	-452,021
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,372,658	-2,695,782	-3,020,967	-3,346,153	-3,671,339	-3,996,525	-4,321,711	-4,646,897	-4,972,082	-5,297,268	-5,622,454
Site 4	Brown 100	600,000	720,000	-152,122	-199,484	-246,845	-294,206	-341,568	-389,123	-437,104	-485,086	-533,068	-581,050	-629,031
Site 7	Brown 60 HD	1,200,000	1,440,000	-1,914,624	-2,173,223	-2,433,372	-2,693,521	-2,953,669	-3,213,818	-3,473,967	-3,734,116	-3,994,264	-4,254,413	-4,514,562
Site 8	Brown 60	600,000	720,000	-165,680	-213,691	-261,702	-309,713	-357,724	-405,735	-454,122	-502,753	-551,383	-600,014	-648,644
Site 11	Brown 20	600,000	720,000	-76,028	-138,456	-201,299	-265,532	-329,764	-393,996	-458,228	-522,460	-586,693	-650,925	-715,277
Site 12	Brown 20 Flats	600,000	720,000	-255,771	-408,643	-565,412	-722,181	-878,950	-1,035,720	-1,192,489	-1,349,258	-1,506,027	-1,662,797	-1,820,852
Site 13	Brown 12	600,000	720,000	-192,016	-305,522	-420,605	-537,391	-654,177	-770,962	-887,748	-1,004,534	-1,121,320	-1,238,106	-1,354,891
Site 14	Brown 12 Flats	600,000	720,000	-167,025	-293,996	-424,016	-554,657	-685,298	-815,940	-946,581	-1,077,222	-1,207,863	-1,338,504	-1,470,217
Site 15	Brown 9	600,000	720,000	-701,253	-791,202	-881,624	-972,758	-1,063,892	-1,155,026	-1,246,161	-1,337,295	-1,428,429	-1,519,563	-1,610,698
Site 16	Brown 9 Flats	600,000	720,000	-552,811	-683,452	-814,093	-944,734	-1,075,375	-1,206,016	-1,337,986	-1,470,215	-1,602,444	-1,734,673	-1,866,902
Site 17	Brown 6	600,000	720,000	-286,254	-369,864	-453,475	-537,085	-620,695	-704,306	-787,916	-871,526	-955,136	-1,039,207	-1,123,834
Site 18	Brown 6 Flats	600,000	720,000	-365,464	-449,643	-533,821	-618,000	-702,178	-786,357	-870,535	-954,713	-1,038,892	-1,123,070	-1,207,249
Site 19	Brown 3	600,000	720,000	31,969	-44,213	-120,396	-196,578	-273,635	-352,020	-430,404	-508,789	-587,174	-665,558	-743,943
Site 20	Green 400	25,000	325,000	498,860	455,427	411,993	368,023	323,474	278,925	234,377	189,828	145,279	100,730	56,182
Site 21	Green 75	25,000	325,000	426,599	379,174	331,749	284,324	236,900	189,475	142,050	94,625	46,636	-2,994	-52,755
Site 22	Green 40	25,000	325,000	539,899	476,435	412,971	349,508	286,044	222,580	158,946	93,537	26,947	-39,643	-106,234
Site 23	Green 12	50,000	350,000	573,019	508,383	443,079	377,776	312,127	245,537	178,947	112,357	45,767	-20,823	-87,413
Site 24	Green 9	50,000	350,000	531,130	469,494	407,767	344,916	282,065	219,215	156,364	93,514	30,663	-32,187	-95,038
Site 25	Green 6	50,000	350,000	738,834	662,651	586,469	510,286	434,104	357,921	281,739	205,556	129,373	53,191	-22,992

Source: HDH (October 2019)

10.35 The above analysis is based on the wider areas of Leicester City, excluding the Central Development Area and the South East and Ashton Green area. This analysis is based on lower values than the South East and Ashton Green areas.

10.36 As in the South East and Ashton Green areas, the modelled development on greenfield sites can bear 30% affordable housing and developer contributions of a little over £5,000/unit or so. As the affordable housing is reduced, the level of developer contributions increases, for example at 20% affordable housing the greenfield sites can bear contributions of up to £15,000/unit or so.

10.37 It is important to note that the above analysis is based on the assumption that the affordable housing is provided as 70% Affordable Rent and 30% Intermediate Housing. If Social Rented housing was to be provided, the results would be less good.

Density Assumptions

10.38 The above density assumptions are consistent with the Council's wider evidence base assumptions. A range of alternative densities have been tested on the greenfield sites. The Council are seeking to balance a market demand for lower density / high value development and higher density development on the greenfield sites, in particular the one that they own (which is about half of the sites).

10.39 The above analysis is based on the following modelling assumptions:

Table 10.8 Base Modelling Assumptions

		Current Use	Units	Area Ha		Density Units/ha		Density
				Gross	Net	Gross	Net	m^2/ha
20	Green 400	Agricultural	400	20.00	12.50	20.00	32.00	2,797
21	Green 75	Agricultural	75	3.75	2.34	20.00	32.00	2,811
22	Green 40	Agricultural	40	1.52	1.25	26.40	32.00	2,787
23	Green 12	Paddock	12	0.45	0.38	26.40	32.00	2,723
24	Green 9	Paddock	9	0.36	0.30	24.75	30.00	2,783
25	Green 6	Paddock	6	0.20	0.20	30.00	30.00	3,210

Source: HDH (October 2019)

10.40 In the following analysis the net density has been varied between 20units/net ha and 40units/net ha and takes into account the net / gross developable area assumptions set out in Table 9.1 above.

Table 10.9a Impact of Varied Density – No Developer Contributions

Greenfield Sites - South East and Ashton Green

BASE

		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	1,381,477	1,298,910	1,216,342	1,133,775	1,051,207	968,640	886,073
Site 21	Green 75	25,000	325,000	1,349,062	1,263,597	1,178,132	1,092,667	1,007,201	921,736	836,271
Site 22	Green 40	25,000	325,000	1,757,105	1,643,811	1,530,516	1,417,221	1,303,926	1,190,632	1,077,337
Site 23	Green 12	50,000	350,000	1,764,541	1,652,678	1,540,814	1,428,951	1,317,088	1,205,225	1,093,362
Site 24	Green 9	50,000	350,000	1,716,254	1,603,672	1,491,090	1,378,508	1,265,925	1,153,343	1,040,761
Site 25	Green 6	50,000	350,000	2,404,007	2,246,625	2,089,242	1,931,860	1,774,478	1,617,096	1,459,714

20 Dwellings / Net Ha

		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	863,423	811,819	760,214	708,609	657,005	605,400	553,795
Site 21	Green 75	25,000	325,000	843,164	789,748	736,332	682,917	629,501	576,085	522,670
Site 22	Green 40	25,000	325,000	831,963	778,319	724,676	671,033	617,389	563,746	510,103
Site 23	Green 12	50,000	350,000	1,102,838	1,032,923	963,009	893,095	823,180	753,266	683,351
Site 24	Green 9	50,000	350,000	1,144,169	1,069,115	994,060	919,005	843,950	768,896	693,841
Site 25	Green 6	50,000	350,000	1,602,671	1,497,750	1,392,828	1,287,907	1,182,985	1,078,064	973,143

30 Dwellings / Net Ha

		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	1,295,135	1,217,728	1,140,321	1,062,914	985,507	908,100	830,693
Site 21	Green 75	25,000	325,000	1,264,745	1,184,622	1,104,498	1,024,375	944,251	864,128	784,004
Site 22	Green 40	25,000	325,000	1,247,944	1,167,479	1,087,014	1,006,549	926,084	845,619	765,154
Site 23	Green 12	50,000	350,000	1,654,257	1,549,385	1,444,514	1,339,642	1,234,770	1,129,899	1,025,027
Site 24	Green 9	50,000	350,000	2,080,308	1,943,845	1,807,382	1,670,918	1,534,455	1,397,992	1,261,529
Site 25	Green 6	50,000	350,000	2,404,007	2,246,625	2,089,242	1,931,860	1,774,478	1,617,096	1,459,714

40 Dwellings / Net Ha

		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	1,726,846	1,623,637	1,520,428	1,417,219	1,314,009	1,210,800	1,107,591
Site 21	Green 75	25,000	325,000	1,686,327	1,579,496	1,472,665	1,365,833	1,259,002	1,152,170	1,045,339
Site 22	Green 40	25,000	325,000	2,196,382	2,054,763	1,913,145	1,771,526	1,629,908	1,488,290	1,346,671
Site 23	Green 12	50,000	350,000	2,673,546	2,504,057	2,334,567	2,165,078	1,995,588	1,826,099	1,656,609
Site 24	Green 9	50,000	350,000	2,773,744	2,591,793	2,409,842	2,227,891	2,045,940	1,863,989	1,682,038
Site 25	Green 6	50,000	350,000	3,205,342	2,995,499	2,785,657	2,575,814	2,365,971	2,156,128	1,946,285

50 Dwellings / Net Ha

		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	2,158,558	2,029,546	1,900,535	1,771,523	1,642,512	1,513,500	1,384,488
Site 21	Green 75	25,000	325,000	2,107,909	1,974,370	1,840,831	1,707,291	1,573,752	1,440,213	1,306,674
Site 22	Green 40	25,000	325,000	2,745,477	2,568,454	2,391,431	2,214,408	2,037,385	1,860,362	1,683,339
Site 23	Green 12	50,000	350,000	3,341,933	3,130,071	2,918,209	2,706,347	2,494,485	2,282,623	2,070,761
Site 24	Green 9	50,000	350,000	3,467,180	3,239,741	3,012,303	2,784,864	2,557,425	2,329,986	2,102,548
Site 25	Green 6	50,000	350,000	4,006,678	3,744,374	3,482,071	3,219,767	2,957,464	2,695,160	2,432,856

Source: HDH (October 2019)

Table 10.9b Impact of Varied Density – No Developer Contributions

Greenfield Sites - Elsewhere

BASE										
		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	860,153	799,937	739,722	679,506	619,291	559,075	498,860
Site 21	Green 75	25,000	325,000	796,798	735,098	673,398	611,698	549,998	488,298	426,599
Site 22	Green 40	25,000	325,000	1,035,603	952,986	870,368	787,751	705,134	622,516	539,899
Site 23	Green 12	50,000	350,000	1,070,071	987,229	904,387	821,545	738,703	655,861	573,019
Site 24	Green 9	50,000	350,000	1,054,097	967,670	881,243	794,816	708,389	620,062	531,130
Site 25	Green 6	50,000	350,000	1,478,356	1,357,537	1,236,333	1,112,012	987,691	863,370	738,834
20 Dwellings / Net Ha										
		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	537,595	499,961	462,326	424,691	387,057	349,422	311,787
Site 21	Green 75	25,000	325,000	497,999	459,436	420,874	382,311	343,749	305,187	266,624
Site 22	Green 40	25,000	325,000	490,342	451,224	412,106	372,988	333,870	294,752	255,634
Site 23	Green 12	50,000	350,000	668,794	617,018	565,242	513,466	461,689	409,913	358,137
Site 24	Green 9	50,000	350,000	702,731	645,113	587,495	529,877	472,259	413,375	354,087
Site 25	Green 6	50,000	350,000	985,571	905,025	824,222	741,341	658,461	575,580	492,556
30 Dwellings / Net Ha										
		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	806,393	749,941	693,489	637,037	580,585	524,133	467,681
Site 21	Green 75	25,000	325,000	746,998	689,155	631,311	573,467	515,623	457,780	399,936
Site 22	Green 40	25,000	325,000	735,513	676,836	618,159	559,482	500,805	442,128	383,451
Site 23	Green 12	50,000	350,000	1,003,191	925,527	847,863	770,198	692,534	614,870	537,205
Site 24	Green 9	50,000	350,000	1,277,693	1,172,933	1,068,173	963,413	858,653	751,591	643,794
Site 25	Green 6	50,000	350,000	1,478,356	1,357,537	1,236,333	1,112,012	987,691	863,370	738,834
40 Dwellings / Net Ha										
		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	1,075,191	999,922	924,652	849,383	774,113	698,844	623,575
Site 21	Green 75	25,000	325,000	995,998	918,873	841,748	764,623	687,498	610,373	533,248
Site 22	Green 40	25,000	325,000	1,294,504	1,191,232	1,087,960	984,689	881,417	778,145	674,874
Site 23	Green 12	50,000	350,000	1,621,320	1,495,801	1,370,283	1,244,765	1,119,247	993,729	868,210
Site 24	Green 9	50,000	350,000	1,703,591	1,563,911	1,424,231	1,284,551	1,144,871	1,002,121	858,392
Site 25	Green 6	50,000	350,000	1,971,141	1,810,049	1,648,444	1,482,683	1,316,922	1,151,160	985,111
50 Dwellings / Net Ha										
		EUV	BLV	Residual Value						
	Affordable %			**0%**	**5%**	**10%**	**15%**	**20%**	**25%**	**30%**
Site 20	Green 400	25,000	325,000	1,343,989	1,249,902	1,155,815	1,061,728	967,642	873,555	779,468
Site 21	Green 75	25,000	325,000	1,244,997	1,148,591	1,052,185	955,779	859,372	762,966	666,560
Site 22	Green 40	25,000	325,000	1,618,129	1,489,040	1,359,950	1,230,861	1,101,771	972,682	843,592
Site 23	Green 12	50,000	350,000	2,026,649	1,869,752	1,712,854	1,555,956	1,399,058	1,242,161	1,085,263
Site 24	Green 9	50,000	350,000	2,129,488	1,954,888	1,780,288	1,605,689	1,431,089	1,252,651	1,072,990
Site 25	Green 6	50,000	350,000	2,463,927	2,262,562	2,060,555	1,853,354	1,646,152	1,438,950	1,231,389

Source: HDH (October 2019)

10.41 On the greenfield sites in the higher value South East and Aston Green area, a 10 unit /ha increase in the development density results in an increase in the Residual Value of about £500,000/ha. On the greenfield sites in the remaining areas of Leicester, a10 unit /ha increase in the development density results in an increase in the Residual Value of about £300,000/ha.

10.42 These are significant amounts and it is clear that should the Council pursue a higher development density that viability would be improved.

Recommended Affordable Housing Targets

10.43 Before moving on and considering the scope for CIL and other aspects of viability, it is necessary to consider and recommend an affordable housing target. As well as the analysis

set out above it is also important to take into account the Council's current delivery record. The Council rarely archives its 15%, 20% or 30% affordable housing targets, although it is important to note that almost all the development under the current plan is brownfield development.

10.44 The analysis set out above is based on the expected types of development that are anticipated to come forward under the new Plan (being a mix of greenfield and brownfield sites). The initial appraisals are based on the Council's policy aspirations of 30% affordable housing on sites of 10 and larger (70% Affordable Rent, 30% Intermediate). It is also assumed that all the homes are to be to accessible and adaptable standards and 10% are to be Wheelchair Accessible. Water efficiency measures and car charging points are allowed for and a base developer contribution of £2,500/unit is assumed.

10.45 The analysis shows that greenfield development is viable at 30% affordable and that the national threshold (10 units and larger) is appropriate. At this level the development in the higher value South East and Ashton area can bear considerable levels of developer contributions, although outside this area contributions of over £5,000/unit are unlikely to be viable.

10.46 Much of the greenfield land supply is owned by the Council. Depending on its own corporate priorities it may be able to take a different approach to returns to ensure that its own sites are forthcoming.

10.47 Across the City, in almost all the scenarios modelled, brownfield development is shown as unviable and unable to bear developer contributions. To some extent this aligns with what is happening on the ground with development. Having said this it is clear that development is coming forward on brownfield sites, and in some cases is making modest developer contributions (in particular towards public open space). The Council should be cautious about relying on the brownfield sites, including those in the Central Development Area (for example within the five-year land supply assessment).

10.48 It is important to note that brownfield sites are coming forward and whilst some of these may have benefitted from some public intervention (maybe, for example, site assembly or site remediation), others are coming forward as the developer may have purchased the site at a lower cost or is able to develop the site at less than the costs used in this study (which are generally cautious). The Council should be cautious about relying on the brownfield sites in the plan-making process, unless they are confident that the schemes will be forthcoming (for example where there is a recent planning consent or known public intervention).

10.49 The results do give rise to some concerns about the delivery of some types of site, based on current assumptions. This is explored further below. It is recommended that that the Council continues to engage 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.*

10.50 On balance it is recommended that the Council adopts a 30% affordable housing target on greenfield sites and a zero affordable housing target on brownfield sites.

10.51 The remaining analysis in this report assumes that the Council adopts this advice. It is important to note that should the Council significantly alter its policy requirements, for example seeking Social Rent rather than Affordable Rent, seeking a different housing mix or requiring higher standards, then it may be necessary to revisit this advice.

Scope for CIL

10.52 As set out at the start of this report, part of the scope of this study is to consider the capacity for CIL. It is timely to note that an important principle of CIL is that the Levy is set on the assumption that all other policy requirements (such as affordable housing, and environmental standards) are 'paid' first. That is to say CIL should be set on the assumption that the full affordable housing requirement is achieved. From this starting point, and based on the above, the capacity to bear CIL is explored in relation to the greenfield sites (as the brownfield sites have been found not to have the capacity to deliver affordable housing and bear developer contributions).

10.53 As set out in Chapter 2 above, CIL Regulation 14 (as amended) sets out the core principle for setting CIL:

> *In setting rates (including differential rates) in a charging schedule, a charging authority must strike an appropriate balance between— (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area…..*

10.54 Viability testing in the context of CIL concerns the '*effects*' on development viability of the imposition of CIL. This Viability Assessment has been prepared in line with the current (October 2019) CIL Guidance and the CIL Regulations, best practice, and the various other sources of relevant Guidance.

10.55 The Strategic Sites are not considered in this report, having been considered separately. We understand that the current assumption is that strategic infrastructure and mitigation costs will be met through s106 contributions, although they could be subject to CIL if it were to be introduced.

Neighbouring Authorities

10.56 The rates of CIL introduced by neighbouring local authorities provide interesting contextual information when the Council comes to set its rates of CIL (although each Council must draw on its own evidence base). This information needs to be considered against the Councils' wider policies, most importantly their affordable housing target. None of LCC's neighbours have adopted CIL.

Table 10.10 – Local CIL Rates - Residential		
Council	**Affordable Housing Target**	**CIL**
Charnwood	SUEs 30% Quorn 40% Thurmaston, Shepshed 20% Elsewhere 20%	Not being pursued
Harborough	40%	Not being pursued (assessed in 2016)
Oadby & Wigston	Oadby 20% Wigston 20% South Wigston 10%	Not being pursued
Blaby	25%	Not being pursued (assessed in 2014)
Hinkley & Bosworth	Urban 20% SUEs 20% Rural 40%	Not being pursued

Source: Council websites (July 2019)

Instalment Policy

10.57 The CIL Guidance sets out:

> *Regulation 70 (as amended by the 2012 and 2013 Regulations) provides for payment by instalment where an instalment policy is in place. Where no instalment policy is in place, payment is due in full at the end of 60 days after development commenced (see Regulation 7, and section 56(4) of the Town and Country Planning Act 1990, for the definition of 'commencement of development').*
>
> *PPG Reference ID: 25-055-20140612*

10.58 If an Instalment Policy is not adopted, then payment is due on full at the end of 60 days after commencement. To require payment, particularly on large schemes 'up front', could have a dramatic and serious impact on the delivery of projects. It is our firm recommendation that the Council introduces an Instalment Policy. Not to do so could put the Development Plan at serious risk.

10.59 The modelling in this study is on the basis that the Council does introduce an Instalment Policy that enables CIL to be paid, through the life of a project, in equal instalments. There are a range of alternative instalment policy structures that could be adopted such as the one set out below as an example. In any event any instalment policy should have a provision whereby, in all cases, the full balance is payable on occupation/opening of the development if this is earlier than the instalment dates set out in the table.

Viability Evidence

10.60 The range of development typologies have been modelled and from this the effect of CIL is inferred. The results presented earlier in this chapter consider the impact of the emerging policy requirements. A further set of appraisals have been run with a range of levels of CIL.

10.61 In Chapter 3 above we set out the principle of Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required). The following tables show the additional profit. This is the amount over and above the Benchmark Land Value, having provided the full policy requirements set out in the emerging Plan, but not the current adopted rates of CIL.

Table 10.11 Additional Profit

		£ site	£/m²
South East and Ashton Green			
Site 20	Green 400	13,170,595	486
Site 21	Green 75	2,155,647	421
Site 22	Green 40	1,245,004	466
Site 23	Green 12	359,400	466
Site 24	Green 9	591,953	709
Site 25	Green 6	486,974	759
Elsewhere			
Site 20	Green 400	3,668,837	135
Site 21	Green 75	378,524	74
Site 22	Green 40	321,918	121
Site 23	Green 12	93,359	121
Site 24	Green 9	317,718	381
Site 25	Green 6	275,122	429

Source: HDH (October 2019)

10.62 The additional profit varies considerably. When the additional profit is considered across the greenfield sites, it can be seen that there is considerable capacity to bear CIL.

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

> *the proposed rate or rates are informed by, and consistent with, the evidence on viability across the charging authority's area; and*
>
> *evidence has been provided that shows the proposed rate or rates would not undermine the deliverability of the plan (see National Planning Policy Framework paragraph 34).*
>
> *PG 25-040-20190901*

10.64 The following appraisals incorporate CIL at a range of levels:

Table 10.12 Impact of CIL

South East and Ashton Green

	CIL	EUV	BLV	Residual Value																
				£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 20	Green 400	25,000	325,000	842,639	829,496	816,353	803,210	790,067	776,924	763,781	750,638	737,495	724,352	711,209	698,066	684,923	671,780	658,637	645,494
Site 21	Green 75	25,000	325,000	788,847	775,457	762,067	748,677	735,288	721,898	708,508	695,118	681,729	668,339	654,949	641,559	628,170	614,780	601,390	588,001
Site 22	Green 40	25,000	325,000	1,013,873	996,589	979,304	962,020	944,735	927,451	910,166	892,882	875,597	858,312	841,028	823,743	806,459	789,174	771,890	754,605
Site 23	Green 12	50,000	350,000	1,029,898	1,013,261	996,624	979,987	963,351	946,714	930,077	913,440	896,803	880,166	863,529	846,892	830,255	813,618	796,981	780,344
Site 24	Green 9	50,000	350,000	1,656,354	1,633,823	1,611,292	1,588,761	1,566,229	1,543,698	1,521,167	1,498,636	1,476,105	1,453,573	1,431,042	1,408,511	1,385,980	1,363,449	1,340,917	1,318,386
Site 25	Green 6	50,000	350,000	2,331,401	2,299,904	2,268,407	2,236,910	2,205,413	2,173,915	2,142,418	2,110,921	2,079,424	2,047,927	2,016,430	1,984,933	1,953,436	1,921,939	1,890,442	1,858,945

Elsewhere

	CIL	EUV	BLV	Residual Value															
				£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 20	Green 400	25,000	325,000	455,427	442,283	429,140	415,997	402,854	389,711	376,568	363,425	350,282	337,139	323,996	310,853	297,710	284,567	271,424	258,281
Site 21	Green 75	25,000	325,000	379,174	365,784	352,394	339,005	325,615	312,225	298,835	285,446	272,056	258,666	245,276	231,887	218,497	205,107	191,717	178,328
Site 22	Green 40	25,000	325,000	476,435	459,151	441,866	424,582	407,297	390,012	372,728	355,443	338,159	320,874	303,590	286,305	269,021	251,736	234,452	217,167
Site 23	Green 12	50,000	350,000	508,383	491,264	474,144	457,025	439,906	422,787	405,668	388,549	371,429	354,310	337,191	319,876	302,420	284,963	267,507	250,050
Site 24	Green 9	50,000	350,000	994,197	971,666	949,134	926,603	904,072	881,541	859,010	836,478	813,947	791,416	768,885	746,354	723,822	701,291	678,507	655,322
Site 25	Green 6	50,000	350,000	1,405,750	1,374,253	1,342,756	1,311,259	1,279,762	1,248,214	1,215,804	1,183,394	1,150,984	1,118,574	1,086,164	1,053,754	1,021,344	988,934	956,524	924,114

Source: HDH (October 2019)

10.65 When considering these results, it is necessary to have regard to the CIL Guidance included within the PPG. This refers to a 'buffer' (with added emphasis).

> *A charging authority's proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a 'buffer' or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.*
>
> *PPG 25-020-20190901*

10.66 There are no hard and fast rules as to what is or is not an adequate buffer. We would suggest a 30% buffer is appropriate. On this basis, the greenfield sites in the higher value South East and Ashton Green area could bear CIL at rates of £150/m^2 and higher, but greenfield sites in the remaining areas of Leicester could bear rates of up to £25/m^2 or so.

10.67 If the Council do pursue CIL, it is important to note that the CIL Regulations do not allow rates to be set by land use, rather zones must be marked on a map.

CIL as a proportion of Land Value and Gross Development Value

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

10.69 CIL as the proportion of the Residual Value, in approximate terms, represents the percentage fall in land value that a landowner may receive. As set out earlier in this report, it is inevitable that CIL will depress land prices. This is recognised in the RICS Guidance and was considered at the Greater Norwich CIL examination[61]. In Greater Norwich it was suggested that landowners may accept a 25% fall in land prices following the introduction of CIL. It is important to note that a wide-ranging debate took place at that CIL Examination and on the specific local circumstances. It would however be prudent to set CIL at a rate that does not result in a fall in land prices of greater than 25% or so. The following tables show CIL, at a range of rates, as a percentage of the Residual Value.

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

Table 10.13 CIL as Percentage of Residual Value

South East and Ashton Green																				
	CIL	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 20	Green 400	0%	2%	3%	5%	7%	9%	11%	13%	15%	17%	19%	21%	24%	26%	29%	31%
Site 21	Green 75	0%	2%	4%	5%	7%	9%	12%	14%	16%	18%	21%	23%	26%	29%	32%	35%
Site 22	Green 40	0%	2%	4%	5%	7%	9%	12%	14%	16%	18%	21%	24%	26%	29%	32%	35%
Site 23	Green 12	0%	2%	3%	5%	7%	9%	11%	13%	15%	17%	20%	22%	25%	27%	30%	33%
Site 24	Green 9	0%	1%	3%	4%	6%	7%	9%	11%	12%	14%	16%	18%	20%	22%	24%	26%
Site 25	Green 6	0%	1%	3%	4%	6%	7%	9%	11%	12%	14%	16%	18%	20%	22%	24%	26%

Elsewhere																	
	CIL		£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 20	Green 400	0%	3%	6%	10%	13%	17%	22%	26%	31%	36%	42%	48%	55%	62%	70%	79%
Site 21	Green 75	0%	4%	8%	12%	17%	22%	27%	33%	40%	47%	56%	65%	75%	86%	100%	115%
Site 22	Green 40	0%	4%	8%	12%	17%	23%	28%	35%	42%	49%	58%	68%	79%	91%	105%	122%
Site 23	Green 12	0%	3%	7%	11%	15%	20%	25%	31%	37%	43%	50%	58%	67%	77%	89%	102%
Site 24	Green 9	0%	2%	5%	7%	10%	13%	16%	19%	23%	26%	30%	34%	38%	43%	47%	53%
Site 25	Green 6	0%	2%	5%	7%	10%	13%	16%	19%	22%	26%	30%	34%	38%	42%	47%	52%

Source: HDH (October 2019)

10.70 This analysis suggests that a maximum rate of CIL of £110m^2 would be appropriate in the higher value South East and Ashton Green area.

10.71 Plan-wide viability testing is not an exact science. The process is based on high level modelling and assumptions and development costs and assumptions. The process adopted by many developers is similar, hence the use of contingency sums, the competitive return assumptions and the generally cautious approach. In the following tables we have set out CIL, at a range of rates, as a proportion of the Gross Development Value (GDV). Generally, we would advise that CIL should be less than 5% or so of GDV.

Table 10.14 CIL as Percentage of GDV

South East and Ashton Green																					
	CIL	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 20	Green 400	0.00%	0.27%	0.54%	0.82%	1.09%	1.36%	1.63%	1.90%	2.17%	2.45%	2.72%	2.99%	3.26%	3.53%	3.80%	4.08%
Site 21	Green 75	0.00%	0.27%	0.55%	0.82%	1.09%	1.36%	1.64%	1.91%	2.18%	2.45%	2.73%	3.00%	3.27%	3.54%	3.82%	4.09%
Site 22	Green 40	0.00%	0.27%	0.54%	0.81%	1.08%	1.35%	1.62%	1.89%	2.16%	2.43%	2.70%	2.97%	3.24%	3.51%	3.78%	4.05%
Site 23	Green 12	0.00%	0.27%	0.53%	0.80%	1.07%	1.33%	1.60%	1.86%	2.13%	2.40%	2.66%	2.93%	3.20%	3.46%	3.73%	3.99%
Site 24	Green 9	0.00%	0.31%	0.63%	0.94%	1.26%	1.57%	1.89%	2.20%	2.52%	2.83%	3.14%	3.46%	3.77%	4.09%	4.40%	4.72%
Site 25	Green 6	0.00%	0.31%	0.63%	0.94%	1.26%	1.57%	1.89%	2.20%	2.52%	2.83%	3.14%	3.46%	3.77%	4.09%	4.40%	4.72%

Elsewhere																	
	CIL	£0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
Site 20	Green 400	0.00%	0.31%	0.62%	0.93%	1.24%	1.55%	1.86%	2.17%	2.48%	2.79%	3.10%	3.41%	3.72%	4.03%	4.34%	4.65%
Site 21	Green 75	0.00%	0.31%	0.62%	0.93%	1.24%	1.56%	1.87%	2.18%	2.49%	2.80%	3.11%	3.42%	3.73%	4.05%	4.36%	4.67%
Site 22	Green 40	0.00%	0.31%	0.62%	0.92%	1.23%	1.54%	1.85%	2.16%	2.46%	2.77%	3.08%	3.39%	3.70%	4.00%	4.31%	4.62%
Site 23	Green 12	0.00%	0.30%	0.61%	0.91%	1.21%	1.52%	1.82%	2.12%	2.43%	2.73%	3.03%	3.34%	3.64%	3.94%	4.25%	4.55%
Site 24	Green 9	0.00%	0.36%	0.73%	1.09%	1.45%	1.82%	2.18%	2.55%	2.91%	3.27%	3.64%	4.00%	4.36%	4.73%	5.09%	5.45%
Site 25	Green 6	0.00%	0.36%	0.73%	1.09%	1.45%	1.82%	2.18%	2.55%	2.91%	3.27%	3.64%	4.00%	4.36%	4.73%	5.09%	5.45%

Source: HDH (October 2019)

10.72 Bringing the three stands of analysis together, the viability analysis would suggest a maximum rate of CIL of £110/m^2 on greenfield sites in the South East and Ashton Green areas and £25/m^2 on greenfield sites elsewhere. Other residential development is not able to bear CIL.

10.73 Whether or not the Council pursues CIL will depend on a wide range of factors, including the nature of infrastructure to be delivered.

Commuted Sums

10.74 LCC'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*

10.75 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

10.76 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[62] 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.

10.77 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.

10.78 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

[62] 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.

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

10.79 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.

10.80 The calculation works as follows:

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 30% on greenfield sites) of affordable housing.

10.81 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 10.15 Affordable Housing Contribution: Calculations

South East and Ashton Green			Units		Residual			
			All	Market	0% Affordable	30% Affordable	Difference	£/ Aff Unit
Site 20	Green 400	Agricultural	400	120	26,760,877	16,852,790	9,908,087	82,567
Site 21	Green 75	Agricultural	75	23	4,881,139	2,958,175	1,922,965	85,465
Site 22	Green 40	Agricultural	40	12	2,566,123	1,536,172	1,029,952	85,829
Site 23	Green 12	Paddock	12	4	773,217	468,136	305,081	84,745

Elsewhere			Units		Residual			
			All	Market	0% Affordable	30% Affordable	Difference	£/ Aff Unit
Site 20	Green 400	Agricultural	400	120	16,334,393	9,108,531	7,225,862	60,216
Site 21	Green 75	Agricultural	75	23	2,810,150	1,421,902	1,388,249	61,700
Site 22	Green 40	Agricultural	40	12	1,472,938	721,871	751,067	62,589
Site 23	Green 12	Paddock	12	4	457,549	231,083	226,466	62,907

Source: HDH (October 2019)

10.82 Taking the appraisal for Site 20 in the South East and Ashton Green area as an example, the Residual Value with no affordable housing, i.e. 400 market dwellings, is £26,760,877. With the option of 30% affordable housing, the Residual Value falls to £16,852,790. The developer's contribution is £9,908,087 (£26,760,877 - £16,852,790); divided by 120 affordable dwellings (30% of 300), this gives a cost of £82,567 per affordable dwelling.

10.83 The calculated contributions in the tables above vary, but the average is about £85,000/unit in South East and Aston Green and £62,000/unit elsewhere.

Suggested guidance

10.84 Paragraph 62 of the 2018 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 LCC were to take this option, we would recommend a £85,000/unit payment per affordable unit not delivered on-site on the South East and Ashton Green Area and £62,000/unit payment per affordable unit not delivered on-site elsewhere.

10.85 LCC 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 LCC prepares separate guidance setting out the amount of the payment, and to allow a simple review should viability change.

10.86 Alternatively, LCC may prefer to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up to date 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.

Impact of Change in Values and Costs

10.87 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 produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 9.7% over the next 3 years[63]. We have tested a scenario with this (and other) increase in build costs.

10.88 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 five price change scenarios, minus 10% and 5%, and plus 15%, 10% and 5%. In this analysis, we have assumed all other matters in the base appraisals remain unchanged. It is important to note that, in the following table, only the costs of construction and the value of the market housing are altered.

[63] See Table 1.1 (Page 7) of in *Quarterly Review of Building Prices* (Issue 153, June 2019)

Table 10.16a Impact of Price and Cost Change

30% Affordable on Greenfield sites and 0% Affordable Housing on brownfield sites.

s106 £2,500/unit. Central Development Area

		EUV	BLV	Residual Value								
	BCIS			+15%	+10%	+5%		-10.0%	-5.0%	0.0%	+5%	+10%	+15%
	Value												
Site 1	Brown 500 HD	1,200,000	1,440,000	-209,317	-59,639	83,403		-92,860	67,573	222,111	373,346	524,581	675,816
Site 2	Brown 200 HD High	1,200,000	1,440,000	-13,174,223	-11,569,984	-9,980,684		-10,851,488	-9,619,902	-8,391,384	-7,162,866	-5,934,348	-4,717,959
Site 3	Brown 100 HD	1,200,000	1,440,000	-4,157,119	-3,389,776	-2,625,484		-3,268,035	-2,563,670	-1,867,639	-1,171,607	-485,000	190,515
Site 4	Brown 100	600,000	720,000	-830,504	-682,227	-535,527		-653,699	-521,113	-388,859	-258,528	-128,656	-2,148
Site 5	Brown 100 High	1,200,000	1,440,000	-10,041,244	-8,811,863	-7,593,271		-8,260,293	-7,316,643	-6,374,680	-5,432,717	-4,490,753	-3,558,896
Site 6	Brown 100 PRS	1,200,000	1,440,000	-290,247	269,199	805,257		81,174	714,219	1,341,315	1,968,410	2,595,505	3,222,601
Site 7	Brown 60 HD	1,200,000	1,440,000	-3,322,241	-2,710,677	-2,101,574		-2,613,938	-2,052,451	-1,497,579	-942,708	-395,411	143,182
Site 8	Brown 60	600,000	720,000	-826,931	-681,240	-535,549		-652,861	-521,360	-390,495	-260,937	-131,817	-6,060
Site 9	Brown 60 High	1,200,000	1,440,000	-12,152,333	-10,667,385	-9,195,487		-10,001,180	-8,861,356	-7,723,589	-6,585,822	-5,448,054	-4,322,471
Site 10	Brown 60 PRS	1,200,000	1,440,000	-186,110	163,926	500,346		44,945	443,562	834,121	1,224,681	1,615,240	2,005,800
Site 11	Brown 20	600,000	720,000	-954,149	-761,573	-571,095		-739,327	-559,674	-380,903	-202,133	-28,602	144,924
Site 12	Brown 20 Flats	600,000	720,000	-2,064,774	-1,692,551	-1,324,344		-1,630,675	-1,292,832	-956,591	-620,349	-287,622	38,755
Site 13	Brown 12	600,000	720,000	-1,947,164	-1,563,118	-1,182,512		-1,512,697	-1,156,752	-803,219	-449,687	-105,019	238,141
Site 14	Brown 12 Flats	600,000	720,000	-1,734,438	-1,426,474	-1,121,436		-1,372,640	-1,094,064	-817,171	-540,278	-265,436	3,333
Site 15	Brown 9	600,000	720,000	-1,947,668	-1,625,445	-1,306,234		-1,549,664	-1,268,184	-987,022	-707,823	-430,816	-158,968
Site 16	Brown 9 Flats	600,000	720,000	-1,811,669	-1,537,571	-1,263,474		-1,464,167	-1,226,771	-991,370	-757,483	-523,596	-289,980
Site 17	Brown 6	600,000	720,000	-1,149,180	-933,905	-720,799		-902,360	-704,870	-507,692	-310,514	-116,846	74,547
Site 18	Brown 6 Flats	600,000	720,000	-1,339,227	-1,134,954	-932,818		-1,079,947	-905,085	-730,682	-556,280	-381,877	-207,898
Site 19	Brown 3	600,000	720,000	-1,737,278	-1,487,892	-1,238,506		-1,408,521	-1,198,820	-989,487	-782,885	-576,283	-369,681
Site 20	Studios 60	600,000	720,000	-2,593,369	-2,106,749	-1,623,131		-2,073,208	-1,606,360	-1,139,512	-672,665	-217,290	235,861

Source: HDH (October 2019)

Table 10.16b Impact of Price and Cost Change

30% Affordable on Greenfield sites and 0% Affordable Housing on brownfield sites.

s106 £2,500/unit – South East and Ashton Green

		EUV	BLV	Residual Value								
	BCIS Value			+15%	+10%	+5%	-10.0%	-5.0%	0.0%	+5%	+10%	+15%
Site 1	Brown 500 HD	1,200,000	1,440,000	-99,832	45,097	184,909	2,995	164,003	320,743	476,909	633,076	789,243
Site 3	Brown 100 HD	1,200,000	1,440,000	-3,696,376	-2,929,396	-2,171,550	-2,853,366	-2,132,433	-1,413,705	-697,965	-322	676,783
Site 4	Brown 100	600,000	720,000	-171,615	-30,617	106,803	-65,402	90,227	240,937	391,646	542,356	693,066
Site 7	Brown 60 HD	1,200,000	1,440,000	-2,954,940	-2,343,696	-1,739,701	-2,283,367	-1,708,672	-1,135,706	-565,185	-9,029	537,707
Site 8	Brown 60	600,000	720,000	-174,211	-34,142	103,777	-68,938	87,195	237,011	386,828	536,644	686,460
Site 11	Brown 20	600,000	720,000	-62,575	122,275	304,777	58,161	273,340	481,078	687,802	894,525	1,101,248
Site 12	Brown 20 Flats	600,000	720,000	-597,929	-236,189	121,233	-316,003	81,325	478,654	873,547	1,262,826	1,641,500
Site 13	Brown 12	600,000	720,000	-181,457	187,183	555,822	66,561	495,512	917,468	1,326,844	1,735,657	2,144,469
Site 14	Brown 12 Flats	600,000	720,000	-526,082	-225,846	69,871	-288,807	38,390	365,588	692,786	1,016,377	1,337,252
Site 15	Brown 9	600,000	720,000	-544,978	-233,640	72,576	-293,408	42,693	378,793	712,351	1,039,992	1,360,313
Site 16	Brown 9 Flats	600,000	720,000	-786,887	-516,081	-247,188	-543,934	-260,368	16,010	292,388	568,767	844,917
Site 17	Brown 6	600,000	720,000	-164,026	43,094	250,214	-21,149	218,092	457,333	696,575	933,192	1,167,810
Site 18	Brown 6 Flats	600,000	720,000	-520,136	-320,416	-123,848	-345,608	-135,828	70,259	276,346	482,433	688,520
Site 19	Brown 3	600,000	720,000	216,875	417,354	617,833	316,960	567,636	818,311	1,068,987	1,319,663	1,568,979
Site 20	Green 400	25,000	325,000	513,621	623,294	732,967	556,282	699,461	842,639	985,818	1,128,997	1,272,176
Site 21	Green 75	25,000	325,000	428,556	548,653	668,750	485,879	637,363	788,847	940,330	1,091,814	1,243,298
Site 22	Green 40	25,000	325,000	535,862	695,199	854,536	616,419	815,146	1,013,873	1,212,600	1,411,328	1,610,055
Site 23	Green 12	50,000	350,000	567,409	721,572	875,735	645,086	837,492	1,029,898	1,222,304	1,414,710	1,607,116
Site 24	Green 9	50,000	350,000	1,189,494	1,345,114	1,500,734	1,166,666	1,411,510	1,656,354	1,901,199	2,146,043	2,390,887
Site 25	Green 6	50,000	350,000	1,677,966	1,895,778	2,113,589	1,646,850	1,989,125	2,331,401	2,673,676	3,015,952	3,358,227

Source: HDH (October 2019)

Table 10.16c Impact of Price and Cost Change

30% Affordable on Greenfield sites and 0% Affordable Housing on brownfield sites.

s106 £2,500/unit - Elsewhere

		BCIS Value	EUV	BLV	Residual Value +15%	+10%	+5%		-10.0%	-5.0%	0.0%	+5%	+10%	+15%
Site 1	Brown 500 HD		1,200,000	1,440,000	-135,334	11,262	151,073		-28,956	131,859	287,865	442,388	596,911	751,434
Site 3	Brown 100 HD		1,200,000	1,440,000	-3,849,957	-3,082,614	-2,322,861		-2,991,589	-2,276,179	-1,565,016	-853,853	-161,882	515,809
Site 4	Brown 100		600,000	720,000	-432,276	-287,473	-142,890		-297,628	-147,747	-2,148	138,454	277,107	415,760
Site 7	Brown 60 HD		1,200,000	1,440,000	-3,077,374	-2,465,810	-1,860,326		-2,393,557	-1,823,265	-1,256,331	-689,397	-137,823	409,290
Site 8	Brown 60		600,000	720,000	-433,327	-289,492	-145,858		-299,805	-150,813	-6,060	135,136	272,967	410,798
Site 11	Brown 20		600,000	720,000	-415,168	-224,976	-39,926		-255,764	-54,630	144,924	340,506	530,692	720,877
Site 12	Brown 20 Flats		600,000	720,000	-597,929	-236,189	121,233		-316,003	81,325	478,654	873,547	1,262,826	1,641,500
Site 13	Brown 12		600,000	720,000	-880,499	-501,206	-130,499		-555,747	-156,494	238,141	631,418	1,016,147	1,392,254
Site 14	Brown 12 Flats		600,000	720,000	-526,082	-225,846	69,871		-288,807	38,390	365,588	692,786	1,016,377	1,337,252
Site 15	Brown 9		600,000	720,000	-1,101,170	-783,931	-468,870		-790,925	-472,367	-158,968	150,245	459,457	765,088
Site 16	Brown 9 Flats		600,000	720,000	-786,887	-516,081	-247,188		-543,934	-260,368	16,010	292,388	568,767	844,917
Site 17	Brown 6		600,000	720,000	-555,478	-342,371	-132,572		-369,667	-145,555	74,547	294,649	514,751	734,853
Site 18	Brown 6 Flats		600,000	720,000	-520,136	-320,416	-123,848		-345,608	-135,828	70,259	276,346	482,433	688,520
Site 19	Brown 3		600,000	720,000	-184,206	16,273	216,752		-44,013	186,609	417,230	647,852	878,474	1,109,095
Site 20	Green 400		25,000	325,000	119,651	232,141	344,631		204,061	330,591	455,427	579,245	703,063	826,881
Site 21	Green 75		25,000	325,000	17,055	138,980	259,077		117,174	248,174	379,174	510,174	641,174	772,174
Site 22	Green 40		25,000	325,000	-8,482	157,551	317,098		131,789	304,580	476,435	648,290	820,146	992,001
Site 23	Green 12		50,000	350,000	26,626	188,383	349,751		162,727	337,171	508,383	675,944	842,333	1,008,722
Site 24	Green 9		50,000	350,000	522,694	682,825	838,577		567,339	782,460	994,197	1,205,933	1,417,670	1,629,406
Site 25	Green 6		50,000	350,000	737,651	962,015	1,186,140		801,120	1,105,692	1,405,750	1,701,743	1,997,736	2,293,729

Source: HDH (October 2019)

10.89 The analysis demonstrates that a relatively small increase in build costs will adversely impact on viability, similarly a modest increase in values is likely to improve viability.

Review

10.90 The direction of the market, as set out in Chapter 4 above, is uncertain. There is however some level of uncertainty. Bearing in mind LCC's wish to develop housing, and the requirements to fund infrastructure, it is recommended that LCC 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.

10.91 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*

Older People's Housing

10.92 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 £500/unit. The full appraisals are set out in **Appendix 12** below:

Table 10.17 Older People's Housing (Sheltered), Appraisal Results (£/ha)					
			EUV	BLV	Residual Value
Site 1	**Green**	**30%**	**50,000**	**350,000**	**98,372**
Site 2	Green	0%	50,000	350,000	2,755,543
Site 3	Green	5%	50,000	350,000	2,314,259
Site 4	Green	10%	50,000	350,000	1,874,853
Site 5	Green	15%	50,000	350,000	1,433,569
Site 6	Green	20%	50,000	350,000	994,162
Site 7	Green	25%	50,000	350,000	552,878
Site 8	Green	30%	50,000	350,000	98,372
Site 13	**Brown**	**30%**	**600,000**	**720,000**	**-904,361**
Site 14	Brown	0%	600,000	720,000	1,802,616
Site 15	Brown	5%	600,000	720,000	1,361,331
Site 16	Brown	10%	600,000	720,000	921,925
Site 17	Brown	15%	600,000	720,000	480,080
Site 18	Brown	20%	600,000	720,000	22,576
Site 19	Brown	25%	600,000	720,000	-440,446
Site 20	Brown	30%	600,000	720,000	-904,361

Source: HDH (October 2019)

10.93 Based on this analysis, the development of sheltered housing on greenfield sites is able bear up to 25% affordable housing, in addition to modest (£500/unit) s106 contribution. Brownfield development can bear a lower level of up to 10% or so.

Table 10.18 Older People's Housing (Extracare), Appraisal Results (£/ha)					
			EUV	BLV	Residual Value
Site 1	**Green**	**30%**	**50,000**	**350,000**	**-1,682,479**
Site 2	Green	0%	50,000	350,000	1,745,217
Site 3	Green	5%	50,000	350,000	1,193,668
Site 4	Green	10%	50,000	350,000	642,118
Site 5	Green	15%	50,000	350,000	74,340
Site 6	Green	20%	50,000	350,000	-504,380
Site 7	Green	25%	50,000	350,000	-1,086,085
Site 8	Green	30%	50,000	350,000	-1,682,479
Site 13	**Brown**	**30%**	**600,000**	**720,000**	**-3,047,378**
Site 14	Brown	0%	600,000	720,000	479,778
Site 15	Brown	5%	600,000	720,000	-95,176
Site 16	Brown	10%	600,000	720,000	-673,673
Site 17	Brown	15%	600,000	720,000	-1,258,172
Site 18	Brown	20%	600,000	720,000	-1,854,337
Site 19	Brown	25%	600,000	720,000	-2,450,502
Site 20	Brown	30%	600,000	720,000	-3,047,378

Source: HDH (October 2019)

10.94 Based on this analysis, the development of extracare housing on greenfield sites is able bear up to 10% affordable housing, in addition to modest (£500/unit) s106 contribution. Brownfield development cannot bear affordable housing.

10.95 Earlier in this report it has been recommended that greenfield development be subject to 30% affordable housing, with brownfield sites having a zero requirement. The PPG acknowledges that older people's housing is different to mainstream housing, giving it as one of the exceptions as to when viability testing may be appropriate at the development management stage.

> *Where up-to-date policies have set out the contributions expected from development, planning applications that fully 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. ...*
>
> *Such circumstances could include, for example ... where particular types of development are proposed which may significantly vary from standard models of development for sale (for example build to rent or housing for older people); ...*
>
> *PPG 10-007-20190509*

10.96 With this in mind it is not necessary for the Council to develop a specific affordable housing policy for this type of housing. As these types of housing are not viable at the previously recommended 30% affordable housing target, it is not appropriate to consider CIL. If the

Council were to adopt a lower affordable housing target on the greenfield sites, then Sheltered Housing is likely to have capacity to bear CIL.

Student Housing

10.97 It is appropriate to test this type of housing. The full appraisals are set out in **Appendix 13** below:

Table 10.19 Student Housing, Appraisal Results (£/ha)

			EUV	BLV	Residual Value
Site 1	Cluster 60	Brownfield	600,000	720,000	-500,737
Site 2	Cluster 175	Brownfield	600,000	720,000	223,714
Site 3	Cluster 500	Brownfield	600,000	720,000	368,892
Site 4	Studio 60	Brownfield	600,000	720,000	-5,529,871
Site 5	Studio 175	Brownfield	600,000	720,000	-3,765,800
Site 6	Studio 500	Brownfield	600,000	720,000	-3,317,330

Source: HDH (October 2019)

10.98 This is shown as unviable and not to have the capacity to bear CIL in the current market.

10.99 In considering these results it is timely to consider Typology 20 in the Central Development Area that was modelled as a scheme of 60 studio flats on an average size of 28m^2. This compares to the Student Studio that was modelled at 23m^2. The main difference lies in the assumptions around circulation space. In Typology 20 the site is modelled with 10% circulation space, however the student housing is modelled with 26% circulation space. The value applied to Typology 20 in the Central Area is £2,300/m^2 but the value attributed to student studio housing is £3,690/m^2.

10.100 There is a grey area in defining what is student studio housing and what are market studio flats. In many respects they are similar, but perhaps geared towards slightly different markets. There is no doubt that many students do live in unrestricted market housing and studio flats are likely to be attractive to students.

11. Non-Residential Appraisals

11.1 Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types.

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 As with the Residential analysis set out in the previous chapter, we have considered CIL, setting out the Additional Profit and CIL as a proportion of GDV and the Residual Value.

Table 11.1a Employment - Greenfield

Offices - Park

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	Site	-162,363	-119,438	-134,038	-154,638	-175,238	-195,838	-216,438	-237,038	-257,638	-278,238	-298,838	-319,438	-340,038	-360,638	-381,238	-401,838	-422,488	-443,038	-463,638	-484,238	-504,838
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	-405,908	-283,596	-335,096	-386,596	-438,096	-489,596	-541,096	-592,596	-644,096	-695,596	-747,096	-798,596	-850,096	-901,596	-953,096	-1,004,596	-1,056,096	-1,107,596	-1,159,096	-1,210,596	-1,262,096
Additional Profit	0	-294,363																				
	0	-147																				
CIL as %	Residual V	0.0%	-17.6%	-29.8%	-38.8%	-45.7%	-51.1%	-55.4%	-59.1%	-62.1%	-64.7%	-66.9%	-68.9%	-70.6%	-72.1%	-73.4%	-74.7%	-75.8%	-76.7%	-77.6%	-78.5%	-79.2%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.3%	3.7%	4.1%	4.4%	4.8%	5.2%	5.6%	5.9%	6.3%	6.7%	7.0%	7.4%

Larger Industrial

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	Site	-1,136,368	-1,135,248	-1,176,448	-1,217,648	-1,258,848	-1,300,048	-1,341,248	-1,382,448	-1,423,648	-1,464,848	-1,506,048	-1,547,248	-1,588,448	-1,629,648	-1,670,848	-1,712,048	-1,753,248	-1,794,448	-1,835,648	-1,876,848	-1,918,048
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	-1,136,368	-1,135,248	-1,176,448	-1,217,648	-1,258,848	-1,300,048	-1,341,248	-1,382,448	-1,423,648	-1,464,848	-1,506,048	-1,547,248	-1,588,448	-1,629,648	-1,670,848	-1,712,048	-1,753,248	-1,794,448	-1,835,648	-1,876,848	-1,918,048
Additional Profit		-1,466,368																				
		-367																				
CIL as %	dual Value	0.0%	-3.5%	-6.8%	-9.9%	-12.7%	-15.4%	-17.9%	-20.3%	-22.5%	-24.6%	-26.6%	-28.4%	-30.2%	-31.9%	-33.5%	-35.0%	-36.5%	-37.9%	-39.2%	-40.5%	-41.7%
	GDV	0.0%	1.2%	2.4%	3.7%	4.9%	6.1%	7.3%	8.5%	9.7%	11.0%	12.2%	13.4%	14.6%	15.8%	17.0%	18.3%	19.5%	20.7%	21.9%	23.1%	24.3%

Smaller Industrial

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	Site	-355,597	-355,262	-359,382	-363,502	-367,622	-371,742	-375,862	-379,982	-384,102	-388,222	-392,342	-396,462	-400,582	-404,702	-408,822	-412,942	-417,062	-421,182	-425,302	-429,422	-433,542
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	-3,555,969	-3,552,622	-3,593,822	-3,635,022	-3,676,222	-3,717,422	-3,758,622	-3,799,822	-3,841,022	-3,882,222	-3,923,422	-3,964,622	-4,005,822	-4,047,022	-4,088,222	-4,129,422	-4,170,622	-4,211,822	-4,253,022	-4,294,222	-4,335,422
Additional Profit		-388,597																				
		-973																				
CIL as %	dual Value	0.0%	-1.1%	-2.2%	-3.3%	-4.4%	-5.4%	-6.4%	-7.4%	-8.3%	-9.3%	-10.2%	-11.1%	-12.0%	-12.8%	-13.7%	-14.5%	-15.3%	-16.1%	-16.9%	-17.7%	-18.5%
	GDV	0.0%	1.2%	2.3%	3.5%	4.6%	5.8%	6.9%	8.1%	9.2%	10.4%	11.6%	12.7%	13.9%	15.0%	16.2%	17.3%	18.5%	19.7%	20.8%	22.0%	23.1%

Source: HDH (October 2019)

Table 11.1b Employment - Brownfield

Offices - Central

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	**Site**	**-378,705**	**-329,780**	**-350,380**	**-370,980**	**-391,580**	**-412,180**	**-432,780**	**-453,380**	**-473,980**	**-494,580**	**-515,180**	**-535,780**	**-556,380**	**-576,980**	**-597,580**	**-618,180**	**-638,780**	**-659,380**	**-679,980**	**-700,580**	**-721,180**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-6,059,272	-5,276,472	-5,606,072	-5,935,672	-6,265,272	-6,594,872	-6,924,472	-7,254,072	-7,583,672	-7,913,272	-8,242,872	-8,572,472	-8,902,072	-9,231,672	-9,561,272	-9,890,872	-10,220,472	-10,550,072	-10,879,672	-11,209,272	-11,538,872
Additional Profit		-423,705																				
		-212																				
CIL as %	Actual Value	0.0%	-6.1%	-11.4%	-16.2%	-20.4%	-24.3%	-27.7%	-30.9%	-33.8%	-36.4%	-38.8%	-41.1%	-43.1%	-45.1%	-46.9%	-48.5%	-50.1%	-51.6%	-52.9%	-54.2%	-55.5%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.3%	3.7%	4.1%	4.4%	4.8%	5.2%	5.6%	5.9%	6.3%	6.7%	7.0%	7.4%

Offices - Park

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	**Site**	**-451,131**	**-402,206**	**-422,806**	**-443,406**	**-464,006**	**-484,606**	**-505,206**	**-525,806**	**-546,406**	**-567,006**	**-587,606**	**-608,206**	**-628,806**	**-649,406**	**-670,006**	**-690,606**	**-711,206**	**-731,806**	**-752,406**	**-773,006**	**-793,606**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-1,127,828	-1,005,515	-1,057,015	-1,108,515	-1,160,015	-1,211,515	-1,263,015	-1,314,515	-1,366,015	-1,417,515	-1,469,015	-1,520,515	-1,572,015	-1,623,515	-1,675,015	-1,726,515	-1,778,015	-1,829,515	-1,881,015	-1,932,515	-1,984,015
Additional Profit		-739,131																				
		-370																				
CIL as %	Residual V	0.0%	-8.0%	-9.9%	-13.5%	-17.2%	-20.6%	-23.8%	-26.8%	-29.3%	-31.7%	-34.0%	-36.2%	-38.2%	-40.0%	-41.8%	-43.4%	-45.0%	-46.5%	-47.8%	-49.2%	-50.4%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.3%	3.7%	4.1%	4.4%	4.8%	5.2%	5.6%	5.9%	6.3%	6.7%	7.0%	7.4%

Larger Industrial

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	**Site**	**-1,384,656**	**-1,383,534**	**-1,404,734**	**-1,465,934**	**-1,507,134**	**-1,548,334**	**-1,589,534**	**-1,630,734**	**-1,671,934**	**-1,713,134**	**-1,754,334**	**-1,795,534**	**-1,836,734**	**-1,877,934**	**-1,919,134**	**-1,960,334**	**-2,001,534**	**-2,042,734**	**-2,083,934**	**-2,125,134**	**-2,166,334**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-1,384,656	-1,383,534	-1,404,734	-1,465,934	-1,507,134	-1,548,334	-1,589,534	-1,630,734	-1,671,934	-1,713,134	-1,754,334	-1,795,534	-1,836,734	-1,877,934	-1,919,134	-1,960,334	-2,001,534	-2,042,734	-2,083,934	-2,125,134	-2,166,334
Additional Profit		-2,104,654																				
		-588																				
CIL as %	Actual Value	0.0%	-2.9%	-5.6%	-8.7%	-10.6%	-12.9%	-15.1%	-17.2%	-19.1%	-21.0%	-22.8%	-24.5%	-26.1%	-27.7%	-29.2%	-30.6%	-32.0%	-33.3%	-34.6%	-35.8%	-36.9%
	GDV	0.0%	1.2%	2.4%	3.7%	4.9%	6.1%	7.3%	8.5%	9.7%	11.0%	12.2%	13.4%	14.6%	15.8%	17.0%	18.3%	19.5%	20.7%	21.9%	23.1%	24.3%

Smaller Industrial

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	**Site**	**-391,488**	**-391,154**	**-395,274**	**-399,394**	**-403,514**	**-407,634**	**-411,754**	**-415,874**	**-419,994**	**-424,114**	**-428,234**	**-432,354**	**-436,474**	**-440,594**	**-444,714**	**-448,834**	**-452,954**	**-457,074**	**-461,194**	**-465,314**	**-469,434**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-3,914,892	-3,911,545	-3,952,745	-3,993,945	-4,035,145	-4,076,345	-4,117,545	-4,158,745	-4,199,945	-4,241,145	-4,282,345	-4,323,545	-4,364,745	-4,405,945	-4,447,145	-4,488,345	-4,529,545	-4,570,745	-4,611,945	-4,653,145	-4,694,345
Additional Profit		-465,488																				
		-1,158																				
CIL as %	Actual Value	0.0%	1.0%	-2.0%	-3.0%	-4.0%	-4.9%	-5.8%	-6.7%	-7.6%	-8.5%	-9.3%	-10.2%	-11.0%	-11.8%	-12.6%	-13.4%	-14.1%	-14.9%	-15.6%	-16.3%	-17.0%
	GDV	0.0%	1.2%	2.3%	3.5%	4.6%	5.8%	6.9%	8.1%	9.2%	10.4%	11.6%	12.7%	13.9%	15.0%	16.2%	17.3%	18.5%	19.7%	20.8%	22.0%	23.1%

Source: HDH (October 2019)

11.5 To a large extent the above results are reflective of the current market in the City and more widely. Office and industrial development are shown as being unviable, however this is not just an issue within Leicester City, 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), it tends to be from existing businesses for operational reasons, or it is being promoted by the Council, taking a long-term view and as part of their wider regeneration initiatives.

11.6 It is notable that agents operating in the local market have reported that, over the last 2 or 3 months, that there has been a change in sentiment and an improvement in the market, and that this is expected to continue. Having said this, the uncertainty around 'Brexit' is reported by some to be causing the market to pause.

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. Much of the development coming forward in the LCC area is '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 challenging in the current market, but it is improving. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.

11.9 Currently, there is no scope to introduce CIL for employment uses.

Table 11.2a Retail and Hotels - Greenfield

Secondary Retail

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	Site	-46,892	-43,995	-45,340	-47,085	-48,630	-50,175	-51,720	-53,265	-54,810	-56,355	-57,900	-59,445	-60,990	-62,535	-64,080	-65,625	-67,170	-68,715	-70,260	-71,805	-73,350
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	-2,500,886	-2,346,386	-2,419,784	-2,511,184	-2,593,584	-2,675,986	-2,758,386	-2,840,784	-2,923,186	-3,005,586	-3,087,986	-3,170,386	-3,252,786	-3,335,186	-3,417,586	-3,499,986	-3,582,386	-3,664,786	-3,747,186	-3,829,586	-3,911,986
Additional Profit		-53,079																				
		-354																				
CIL as %	dual Value	0.0%	-3.4%	-6.6%	-9.6%	-12.3%	-14.9%	-17.4%	-19.7%	-21.9%	-24.0%	-25.9%	-27.8%	-29.6%	-31.2%	-32.8%	-34.3%	-35.7%	-37.1%	-38.4%	-39.7%	-40.9%
	GDV	0.0%	0.4%	0.9%	1.3%	1.7%	2.2%	2.6%	3.0%	3.5%	3.9%	4.3%	4.8%	5.2%	5.7%	6.1%	6.5%	7.0%	7.4%	7.8%	8.3%	8.7%

Supermarket

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	Site	5,994,888	6,157,113	6,115,913	6,074,713	6,033,513	5,992,313	5,951,113	5,909,913	5,868,713	5,827,513	5,786,313	5,745,113	5,703,913	5,662,713	5,621,513	5,580,313	5,539,113	5,497,913	5,456,713	5,415,513	5,374,313
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	4,496,166	4,617,835	4,586,935	4,556,035	4,525,135	4,494,235	4,463,335	4,432,435	4,401,535	4,370,635	4,339,735	4,308,835	4,277,935	4,247,035	4,216,135	4,185,235	4,154,335	4,123,435	4,092,535	4,061,635	4,030,735
Additional Profit		5,554,888																				
		1,389																				
CIL as %	dual Value	0.0%	0.6%	1.3%	2.0%	2.7%	3.3%	4.0%	4.7%	5.5%	6.2%	6.9%	7.7%	8.4%	9.2%	10.0%	10.8%	11.6%	12.4%	13.2%	14.0%	14.9%
	GDV	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	2.8%	3.0%	3.3%	3.5%	3.8%	4.1%	4.3%	4.6%	4.8%	5.1%

Smaller Supermarket

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	Site	1,169,775	1,207,936	1,195,576	1,183,216	1,170,856	1,158,496	1,146,136	1,133,776	1,121,416	1,109,056	1,096,696	1,084,336	1,071,976	1,059,616	1,047,256	1,034,896	1,022,536	1,010,176	997,816	985,456	973,096
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	3,899,249	4,026,454	3,985,254	3,944,054	3,902,854	3,861,654	3,820,454	3,779,254	3,738,054	3,696,854	3,655,654	3,614,454	3,573,254	3,532,054	3,490,854	3,449,654	3,408,454	3,367,254	3,326,054	3,284,854	3,243,654
Additional Profit		1,070,775																				
		892																				
CIL as %	dual Value	0.0%	1.0%	2.0%	3.0%	4.1%	5.2%	6.3%	7.4%	8.6%	9.7%	10.9%	12.2%	13.4%	14.7%	16.0%	17.4%	18.8%	20.2%	21.6%	23.1%	24.7%
	GDV	0.0%	0.3%	0.6%	0.9%	1.2%	1.5%	1.8%	2.1%	2.4%	2.8%	3.1%	3.4%	3.7%	4.0%	4.3%	4.6%	4.9%	5.2%	5.5%	5.8%	6.1%

Retail Warehouse

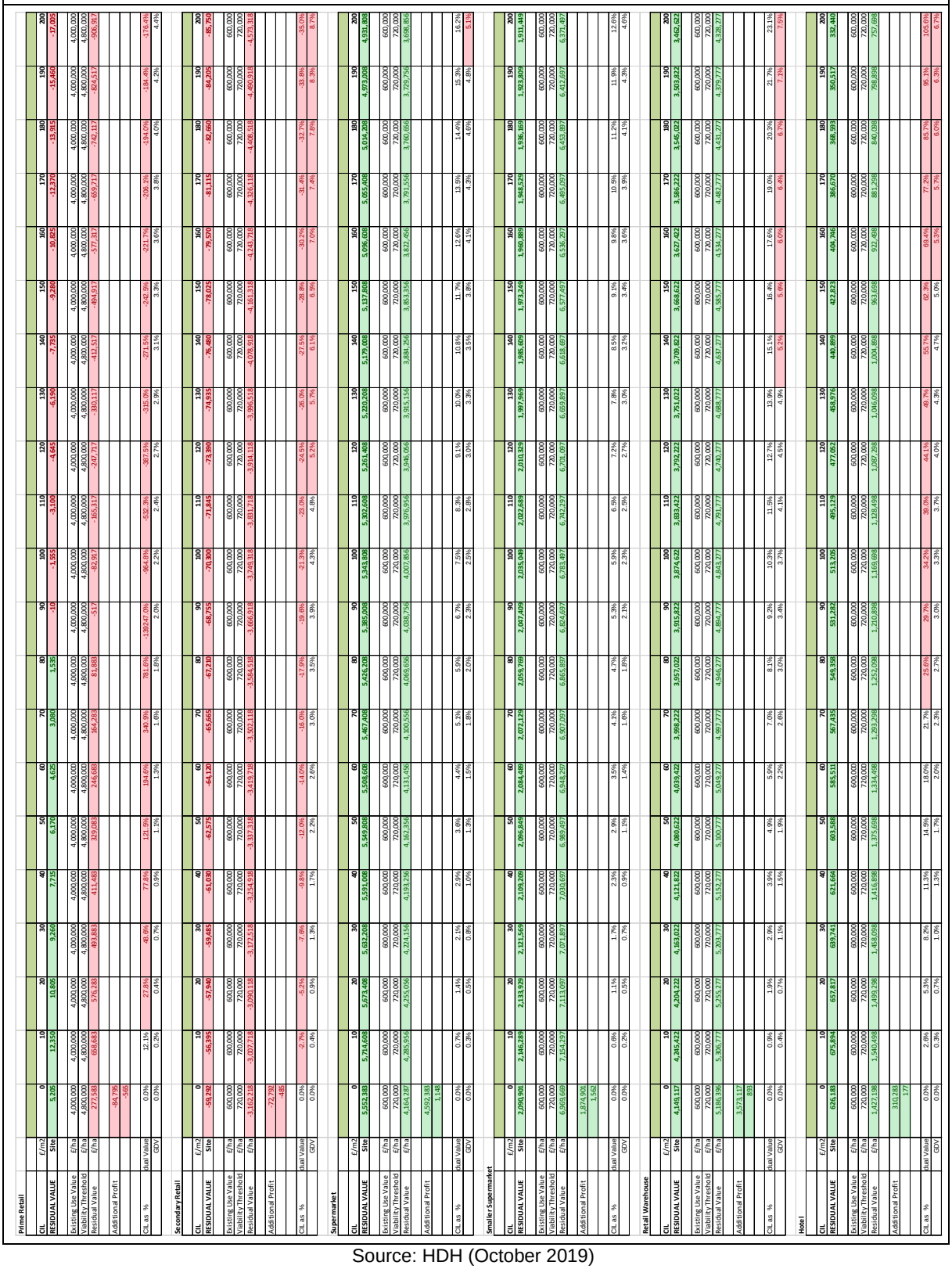
CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	Site	4,427,755	4,524,060	4,482,860	4,441,660	4,400,460	4,359,260	4,318,060	4,276,860	4,235,660	4,194,460	4,153,260	4,112,060	4,070,860	4,029,660	3,988,460	3,947,260	3,906,060	3,864,860	3,823,660	3,782,460	3,741,260
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	5,534,694	5,655,075	5,603,575	5,552,075	5,500,575	5,449,075	5,397,575	5,346,075	5,294,575	5,243,075	5,191,575	5,140,075	5,088,575	5,037,075	4,985,575	4,934,075	4,882,575	4,831,075	4,779,575	4,728,075	4,676,575
Additional Profit		4,163,755																				
		1,041																				
CIL as %	dual Value	0.0%	0.9%	1.8%	2.7%	3.6%	4.6%	5.6%	6.5%	7.6%	8.6%	9.6%	10.7%	11.8%	12.9%	14.0%	15.2%	16.4%	17.6%	18.8%	20.1%	21.4%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.4%	3.7%	4.1%	4.5%	4.9%	5.2%	5.6%	6.0%	6.4%	6.7%	7.1%	7.5%

Hotel

CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
RESIDUAL VALUE	Site	2,757,970	2,838,975	2,820,898	2,802,822	2,784,745	2,766,669	2,748,592	2,730,516	2,712,439	2,694,363	2,676,286	2,658,210	2,640,133	2,622,057	2,603,980	2,585,904	2,567,827	2,549,751	2,531,674	2,513,598	2,495,521
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	6,285,970	6,470,598	6,429,398	6,388,198	6,346,998	6,305,798	6,264,598	6,223,398	6,182,198	6,140,998	6,099,798	6,058,598	6,017,398	5,976,198	5,934,998	5,893,798	5,852,598	5,811,398	5,770,198	5,728,998	5,687,798
Additional Profit		2,613,182																				
		1,489																				
CIL as %	dual Value	0.0%	0.6%	1.2%	1.9%	2.5%	3.2%	3.8%	4.5%	5.2%	5.9%	6.6%	7.3%	8.0%	8.7%	9.4%	10.2%	10.9%	11.7%	12.5%	13.3%	14.1%
	GDV	0.0%	0.2%	0.5%	0.7%	0.9%	1.1%	1.4%	1.6%	1.8%	2.1%	2.3%	2.5%	2.7%	3.0%	3.2%	3.4%	3.6%	3.9%	4.1%	4.3%	4.6%

Source: HDH (October 2019)

Table 11.2b Retail and Hotels - Brownfield



Source: HDH (October 2019)

11.10 Shop based retail is shown as unviable in both the primary and secondary locations. This is consistent with the uncertain situation around high-street retailing.

11.11 The large format retailing is shown as viable. Whilst limited large format development is anticipated in the foreseeable future within the LCC area, if it were to come forward it is most likely to be through the redevelopment of existing retail sites or on brownfield land. A CIL set at £130/m^2 would not only provide a substantial cushion (or buffer) but also be less than 25% of the Residual Value and 5% of the GDV.

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 Assessment 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 (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 In the two or so 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. The methodology used in this report is consistent with the 2019 NPPF and the updated PPG (as at October 2019).

Compliance

12.4 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*.

12.5 *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.

Viability Testing under the 2019 NPPF and Updated PPG (May 2019)

12.6 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 (as set out at PPG 10-001-20190509) 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 .'.

12.7 This Viability Assessment takes a proportionate approach, building on the Council's existing available evidence, and considers the effect of the local and national policies that will apply to new development.

12.8 The PPG sets out that drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers. This report informs that process and has included a consultation with the development industry, and refinement of policy with the Council.

12.9 This study is based on typologies are representative of the sites to be allocated in the new Local Plan.

12.10 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+).*

12.11 Research has been undertaken into the price paid for land with a recent, policy compliant planning consent. The prices paid vary tremendously, from over £6,000,000/ha to less than £10,000/ha. Typically, values were around £575,000/ha. The Benchmark Land Value (BLV) is the amount the Residual Value must exceed for the development to be considered viable. The following BLV assumptions are made:

Brownfield Sites:	Industrial EUV (£600,000/ha) Plus 20%.
Greenfield Sites:	Large (0.5ha and larger) Agricultural EUV (£25,000/ha) + £300,000/ha.
	Small (less than 0.5ha) Paddock EUV (£50,000/ha) £300,000/ha.

Viability Guidance

12.12 There is no specific technical guidance on how to test the 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 *Viability Testing in Local Plans – Advice for planning practitioners* (LGA/HBF – Sir John Harman) June 2012 (known as the **Harman Guidance**).

12.13 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.

12.14 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

12.15 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 CEC has been reviewed. This includes that which has been prepared earlier in the plan-making process and to inform the setting of CIL, and that which LCC 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. 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 the assessment.

12.16 The PPG requires stakeholder engagement. A consultation event was held on the 24th July 2019. The comments of the consultees are reflected through this report and the assumptions adjusted where appropriate. There was not agreement on all points although there was a broad consensus on most matters.

Viability Process

12.17 The assessment of viability as required under the 2019 NPPF and the CIL Regulations is a quantitative and qualitative process. The basic viability methodology involves preparing financial development appraisals for a representative range of 'typologies', and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied and on our own experience of development. This process ensures that the appraisals are representative of unconsented LPS sites and the sites in the emerging Local Plan.

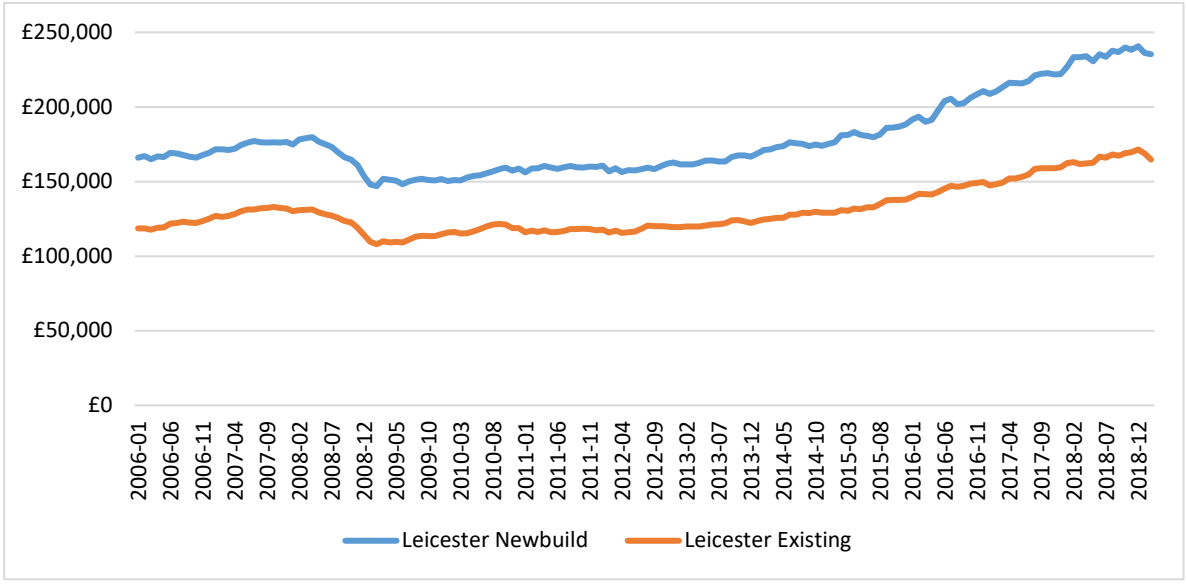
Residential Market

12.18 An assessment of the housing market was undertaken. The study is concerned not just with the prices but the differences across different areas.

12.19 When ranked across England and Wales, the average house price for LCC is 264th (out of 348) at about £194,444. To set this in context, the Council at the middle of the rank (174 – Herefordshire), has an average price of £264,989. It is relevant to note that LCC's median price is a lower than the mean at £172,000.

12.20 Prices in the LCC 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 Leicester (£235,248) is about £70,000 or 45% higher than the average price paid for existing homes (£164,813).

Figure 12.1 Change in House Prices. Existing v Newbuild – LLC



Source: Figure 4.2, LCC WPVA (HDH, October 2019)

12.21 This report is being completed after the United Kingdom voted to leave 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 exit are underway but not concluded, so the future of trade with the EU and wider world are not yet known.

12.22 A range of views as to the impact on house prices have been expressed that cover nearly the whole spectrum of possibilities. 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.

The Local Market

12.23 A survey of asking prices across the LCC area was carried out in June 2019. The Land Registry publishes data of all homes sold. Across the LCC area 8,800 home sales are recorded since the start of 2017. 446 newbuild home sales are recorded since the start of 2017. Each dwelling sold requires an Energy Performance Certificate (EPC). The EPC

contains the floor area (the Gross Internal Area – GIA) as well as a wide range of other information about the construction and energy performance of the building.

12.24 The price paid data from the Land Registry has been married with the floor area from the EPC Register. The Land Registry data can be broken down by house type. The data can be summarised as follows:

Figure 12.2 Average Price Paid

Source: Figure 4.9, LCC WPVA (HDH, October 2019)

12.25 The average price paid is £2,467/m^2, ranging from less than £1,145/m^2 to over £3,202/m^2. Care should be taken when considering the disaggregated data as some of the sample sizes are small.

Price Assumptions for Financial Appraisals

12.26 Bringing together the evidence above (which we acknowledge is varied), the following price assumptions are used:

Table 12.1 Post-consultation Residential Price Assumptions (£/m²)			
	Central Development Area (15%)	South East of the City and Ashton Green (30%)	Elsewhere (20%)
Larger Brownfield	£2,000	£2,500	£2,300
Smaller Brownfield Sites	£2,200	£2,500	£2,300
Urban Flatted Schemes	£2,300	£2,375	£2,350
Smaller Flatted Schemes		£2,800	£2,800
Large Greenfield Sites		£3,180	£2,750
Medium Greenfield Sites		£3,180	£2,750
Small Greenfield Sites		£3,180	£2,800

Source: Table 4.6, LCC WPVA (HDH, October 2019)

Build to Rent

12.27 The Council has seen several Build to Rent schemes coming forward in the city centre. Some of the activity in this sector is driven by the large student population (see student housing below). The Built to Rent sector is a different sector to mainstream housing.

12.28 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. In estimating the likely level of rent, we have undertaken a survey of market rents across the LCC area, and capitalised the rents:

Table 12.2 Capitalisation of Private Rents				
	1 bed	2 bed	3 bed	4 bed
Gross Rent (£/month)	£630	£850	£1,200	£1,300
Gross Rent (£/annum)	£7,560	£10,200	£14,400	£15,600
Net Rent	£6,048	£8,160	£11,520	£12,480
Value	£134,400	£181,330	£256,000	£277,333
m^2	50	70	84	97
£/m^2	£2,688	£2,590	£3,047	£2,859

Source: Table 4.9, LCC WPVA (HDH, October 2019)

12.29 In this study we have assumed a value for private rent, in all areas, of £2,800/m^2.

Affordable Housing

12.30 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 LCC area:

a. Social Rent – a value of £1,120/m^2.

b. Affordable Rent – a value of £1,500/m^2.

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

Older People's Housing

12.31 Housing for older people is generally a growing sector due to the demographic changes and the aging population. Based on a review of the market a value of £3,500/m^2 is assumed for Sheltered housing and £3,700/m^2 is assumed for Extracare.

Student Housing

12.32 There is a large student population in the Leicester. The University of Leicester (about 17,000 students) and De Montfort University (about 23,000 students) have a major impact on the housing market. It is appropriate to consider the viability of student housing in its own right. There is an overlap in the market with the Build to Rent sector which is also considered as a separate development type (the economics of Build to Rent are different to market housing).

12.33 A survey of student housing has been carried out. Two forms of student accommodation have been modelled, the Cluster Flat model and the Studio Flat model. Cluster Flats are groups of rooms (en-suite or not) sharing living space and a kitchen. Studio Flats are slightly larger rooms, including a kitchenette.

12.34 Having made an allowance of 25% for management and repair costs, and capitalised the income at 6%, the following capital values are derived.

Table 12.3 Value of Student Housing

		Cluster	Studio
Rent		£5,199	£6,790
Management etc	%	25%	25%
Net Rent		£3,899	£5,093
Yield		6.00%	6.00%
Value per room	£	£64,990	£84,875

Source: Table 4.19, LCC WPVA (HDH, October 2019)

Non-Residential Market

12.35 In the LCC area, market conditions will broadly reflect a combination of national economic circumstances and local supply and demand factors. The following assumptions have been used:

Table 12.4 Commercial Values £/m² 2019					
	Rent £/m²	Yield	Rent free period		Assumption
Offices	£236	7.00%	2.0	£2,945	£3,000
Industrial	£75	7.50%	2.0	£865	£865
Retail - City Centre	£400	7.00%	2.0	£4,991	£4,500
Retail (elsewhere)	£250	10.00%	1.0	£2,273	£2,300
Large Supermarket	£230	5.50%	1.0	£3,964	£3,950
Small Supermarket	£200	5.50%	2.0	£3,267	£3,270
Retail Warehouse	£180	6.00%	2.0	£2,670	£2,670
Hotel (per room)	£6,500	6.00%	0.0	£4,386	£4,385

Source: Table 5.2, LCC WPVA (HDH, October 2019)

Land Values

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

Table 12.5 Existing Use Value Land Prices £/ha July 2019	
Brownfield Land	
City centres	£1,200,000
Elsewhere	£600,000
City centre - Retail	£4,000,000
Greenfield Land	
Agricultural	£25,000
Paddock	£50,000

Source: Table 6.4, LCC WPVA (HDH, October 2019)

Benchmark Land Values

12.37 The updated PPG makes specific reference to BLV so it is necessary to address this. In this iteration of this Viability Assessment the following BLV assumptions are made:

12.38 In the pre-consultation iteration of this Viability Assessment, the following Benchmark Land Value assumptions are used:

Brownfield Sites: Industrial EUV (£600,000/ha) Plus 20%.

Greenfield Sites: Large (0.5ha and larger) Agricultural EUV (£25,000/ha) + £300,000/ha.

Small (less than 0.5ha) Paddock EUV (£50,000/ha) £300,000/ha.

Development Costs

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

Construction costs: baseline costs

12.40 The cost assumptions are derived from the Building Cost Information Service (BCIS) data – using the figures re-based for Leicester. The cost figure for 'Estate Housing – Generally' is £1,328/m^2 at the time of this study.

Other normal development costs

12.41 In addition to the BCIS £/m^2 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).

12.42 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

12.43 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 (and in due course at the development management stage, in the BLV). 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.

Fees

12.44 For residential and non-residential development we have assumed a base professional fees cost of 8% of build costs. Separate allowances are made for planning fees, acquisition, sales and finance costs and for meeting the Council's planning policy requirements.

Contingencies

12.45 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.

S106 Contributions and the costs of infrastructure

12.46 Having reviewed this with the Council, on a worst-case scenario, it is assumed the residential sites will contribute £2,500/unit to reflect, in particular, contributions towards open space and to be in line with the Council's current practice

Financial and Other Appraisal Assumptions

12.47 Our appraisals assume 6%p.a. for total debit balances, we have made no allowance for any equity provided by the developer. An arrangement fee of 1% of the peak borrowing requirement is also allowed for.

Developers' return

12.48 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.

Acquisition costs and Disposal costs

12.49 1.5% is assumed for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates.

12.50 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.

Local Plan Policy Requirements

12.51 The specific purpose of this study is to consider the cumulative impact of the policies in the emerging Local Plan. These policies are still being developed but can be separated into various headings. In due course, LCC will consider the advice set out in this report and the wider evidence to settle on a set of planning policies.

12.52 The new Local Plan will replace The Leicester City Core Strategy - Adopted June 2014, Incorporating revised policies: - CS Policy 4. Strategic Regeneration Area; and CS Policy 10. Employment Opportunities, as well as various Supplementary Planning Documents.

12.53 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.

12.54 The various policy requirements that impact directly on viability have been considered.

Modelling

12.55 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.

12.56 LCC is considering a number of sites for allocation in the new Local Plan. In line with the PPG the sites have been modelled as typologies (the Strategic Sites have been modelled

separately, outside this report). The characteristics of these have been considered to inform the modelling.

12.57 A range of non-residential uses are also modelled.

12.58 This assessment does not consider the Council's Strategic Sites, which are modelled and assessed separately.

Residential Appraisals

12.59 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).

Base Appraisals – full policy requirements

12.60 These appraisals are based on the following assumptions. These base appraisals have been based on 30% affordable housing on sites of 10 and larger (70% Affordable Rent, 30% Intermediate), Design 100% Accessible and Adaptable – Category 2, 10% Wheelchair Accessible, NDSS (except on the Typology 20 modelled as studio flats), Water efficiency / Car Charging Points and Developer Contributions of £2,500/unit.

12.61 The results vary across the modelled sites, this is largely due to the different assumptions around the nature of each typology. The additional costs associated with brownfield sites result in the lower value areas.

12.62 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.

12.63 In the following tables the Residual Value is compared with the BLV. The Benchmark Land Value being an amount over and above the Existing Use Value that is sufficient to provide the willing landowner with a premium and induce them to sell the land for development.

Table 12.6a Residual Value v Benchmark Land Value - Central Development Area 30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,500/unit				
		EUV	BLV	Residual Value
Site 1	Brown 500 HD	1,200,000	1,440,000	-14,876
Site 2	Brown 200 HD High	1,200,000	1,440,000	-10,547,041
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,926,537
Site 4	Brown 100	600,000	720,000	-491,259
Site 5	Brown 100 High	1,200,000	1,440,000	-7,584,516
Site 6	Brown 100 PRS	1,200,000	1,440,000	-34,614
Site 7	Brown 60 HD	1,200,000	1,440,000	-2,357,343
Site 8	Brown 60	600,000	720,000	-504,290
Site 9	Brown 60 High	1,200,000	1,440,000	-9,231,182
Site 10	Brown 60 PRS	1,200,000	1,440,000	-34,567
Site 11	Brown 20	600,000	720,000	-534,287
Site 12	Brown 20 Flats	600,000	720,000	-1,512,592
Site 13	Brown 12	600,000	720,000	-1,088,331
Site 14	Brown 12 Flats	600,000	720,000	-1,194,037
Site 15	Brown 9	600,000	720,000	-1,434,070
Site 16	Brown 9 Flats	600,000	720,000	-1,464,373
Site 17	Brown 6	600,000	720,000	-821,205
Site 18	Brown 6 Flats	600,000	720,000	-1,080,101
Site 19	Brown 3	600,000	720,000	-1,322,544
Site 20	Studios 60	600,000	720,000	-2,073,614

Source: Table 10.2a LCC WPVA, (HDH, October 2019)

Table 12.6b Residual Value v Benchmark Land Value –
South East and Ashton Green
30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,500/unit

		EUV	BLV	Residual Value
Site 1	Brown 500 HD	1,200,000	1,440,000	61,616
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,580,404
Site 4	Brown 100	600,000	720,000	-9,975
Site 7	Brown 60 HD	1,200,000	1,440,000	-2,081,164
Site 8	Brown 60	600,000	720,000	-24,365
Site 11	Brown 20	600,000	720,000	118,589
Site 12	Brown 20 Flats	600,000	720,000	-408,643
Site 13	Brown 12	600,000	720,000	202,142
Site 14	Brown 12 Flats	600,000	720,000	-293,996
Site 15	Brown 9	600,000	720,000	-368,489
Site 16	Brown 9 Flats	600,000	720,000	-683,452
Site 17	Brown 6	600,000	720,000	-73,782
Site 18	Brown 6 Flats	600,000	720,000	-449,643
Site 19	Brown 3	600,000	720,000	261,812
Site 20	Green 400	25,000	325,000	842,639
Site 21	Green 75	25,000	325,000	788,847
Site 22	Green 40	25,000	325,000	1,013,873
Site 23	Green 12	50,000	350,000	1,029,898
Site 24	Green 9	50,000	350,000	980,861
Site 25	Green 6	50,000	350,000	1,387,108

Source: Table 10.2b LCC WPVA, (HDH, October 2019)

Table 12.6c Residual Value v Elsewhere - Central Development Area 30% Affordable (70% Social Rent / 30% Intermediate), s106 £2,500/unit				
		EUV	BLV	Residual Value
Site 1	Brown 500 HD	1,200,000	1,440,000	36,496
Site 3	Brown 100 HD	1,200,000	1,440,000	-2,695,782
Site 4	Brown 100	600,000	720,000	-199,484
Site 7	Brown 60 HD	1,200,000	1,440,000	-2,173,223
Site 8	Brown 60	600,000	720,000	-213,691
Site 11	Brown 20	600,000	720,000	-138,456
Site 12	Brown 20 Flats	600,000	720,000	-408,643
Site 13	Brown 12	600,000	720,000	-305,522
Site 14	Brown 12 Flats	600,000	720,000	-293,996
Site 15	Brown 9	600,000	720,000	-791,202
Site 16	Brown 9 Flats	600,000	720,000	-683,452
Site 17	Brown 6	600,000	720,000	-369,864
Site 18	Brown 6 Flats	600,000	720,000	-449,643
Site 19	Brown 3	600,000	720,000	-44,213
Site 20	Green 400	25,000	325,000	455,427
Site 21	Green 75	25,000	325,000	379,174
Site 22	Green 40	25,000	325,000	476,435
Site 23	Green 12	50,000	350,000	508,383
Site 24	Green 9	50,000	350,000	469,494
Site 25	Green 6	50,000	350,000	662,651

Source: Table 10.2c LCC WPVA, (HDH, October 2019)

12.64 In very simple terms the greenfield sites are shown as viable and the brownfield sites not viable (with 30% affordable housing). This is to be expected, generally the Council is achieving affordable housing on greenfield sites but not on brownfield sites.

12.65 There is no doubt that the delivery of any large site is challenging. Regardless of these results, it is recommended that that the Council continues to engage 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.*

12.66 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*

12.67 To assist the Council, a range of other appraisals have been run.

Affordable Housing

12.68 The total amount of affordable housing has been considered, as has the tenure mix.

12.69 The current affordable housing target, set out in Policy CS7 of the adopted Core Strategy (2014), seeks 15% in the Strategic Regeneration Area; 30% in the South East of the City and Ashton Green; 20% elsewhere in the City, on sites of 15 dwellings or more or 0.5 ha or over, however this is not always being achieved. A range of other levels of affordable housing have been tested.

12.70 The analysis shows that as the level of affordable housing is reduced the residual value rises. When considered on a per ha basis this varies considerably across the typologies (because of the development densities), but the average is that a 5% rise in affordable housing results in a £100,000/ha fall in the Residual Value.

12.71 Across the City, even without affordable housing, the brownfield sites are not shown as viable. Some such sites are coming forward and are being delivered, but without affordable housing and only making limited developer contributions.

12.72 The typologies 2 and 5 are based on higher density formats that assume construction of 6 or more stories. The construction of taller buildings is more expensive on a £/m^2 basis than the construction of less tall buildings. This is due to the costs of engineering to prevent internal collapse. The above analysis suggests that building taller is unlikely to improve viability (based on our wider experience we would only expect taller buildings to be viable in higher value markets).

12.73 The above analysis assumes NDSS. Typology 20 in the Central area is based on very small studio flats. This is shown as unviable, indicating the building very small units does not improve viability sufficiently to enable the delivery of affordable housing.

12.74 In the analysis agricultural and paddock values are used as the EUV for the greenfield sites. Many of these sites (over half) are owned by LCC and are in a range of amenity uses such as playing fields, parks and other areas of Public Open Space. A range of views can be taken as to their EUV, that could lead to a slightly lower or slightly higher assumption, however there is a significant cushion or buffer between the Residual Value and the BLV which is unlikely to change significantly.

12.75 The greenfield sites are shown as viable with 30% affordable housing. These results apply to both those sites that are above the current affordable housing threshold of 15 units, and below it. Based on these results alone, we would suggest that a 30% affordable housing target is

adopted on greenfield sites, and a zero target on brownfield sites and previously developed land. The results also suggest that that a threshold in line with the national threshold of 10 units or more.

12.76 The analysis in the base appraisals (above) assumes that the affordable housing is provided as 70% Affordable Rent and 30% Intermediate Housing. When considering the affordable housing tenure sought is necessary to consider the types of affordable housing that is attractive to the Housing Associations that will acquire and manage it in the future. It is understood that the majority of affordable housing for rent delivered in the LCC area over the last few years has been as Affordable Rent as this tenure fits into their wider business plans and strategies better.

12.77 Where all the affordable housing for rent is provided as Affordable Rent rather than Social Rent the Residual Value is, on average, over £200,000/ha greater. Where all the affordable housing is provided as Intermediate Housing then the Residual Value is, on average, about £150,000/ha greater than where all the housing is provided as Affordable Rent.

12.78 Where a mix of Affordable Rent and Intermediate Housing is changed a 10% (of 30%) increase in the amount of Intermediate Housing, on average results in a £15,000/ha increase in the Residual Value.

12.79 Ultimately, the mix of affordable housing and the balance between Affordable Rent and Intermediate Housing with be informed by the Council's new Housing Needs Assessment, however it can be seen that an element of Intermediate Housing has a positive impact on viability with the introduction of Social Rent showing a negative impact.

Developer Contributions

12.80 The above analysis considered the impact of affordable housing on development viability. It is also necessary to considers the ability to bear additional developer contributions.

12.81 The results indicate that there is very limited room for developer contributions on brownfield sites, but that there is considerable room to seek developer contributions over and above affordable housing.

Affordable Housing v Developer Contributions

12.82 The Council wishes to deliver both affordable housing and it requires contributions towards strategic infrastructure and mitigation measures to make development acceptable. The study considers the balance between developer contributions and affordable housing (where the affordable housing is provided as 70% Affordable Rent and 30% Intermediate Housing. This analysis is not included for the Central Development Area as these appraisals show development is unviable without affordable housing and without developer contributions.

12.83 The South East and Ashton Green area is the higher value area of the City. The modelled development on greenfield sites can bear both 30% affordable housing and substantial

developer contributions. Contributions of up to £25,000/unit have been tested, although at this level the cushion or buffer is limited. The results are less good in the wider city.

12.84 As in the South East and Ashton Green area, the modelled development on greenfield sites can bear 30% affordable housing and developer contributions of a little over £5,000/unit or so. As the affordable housing is reduced, the level of developer contributions increases, for example at 20% affordable housing the greenfield sites can bear contributions of up to £15,000/unit or so.

Density Assumptions

12.85 The analysis is based on density assumptions that are consistent with the Council's wider evidence base assumptions. A range of alternative densities have tested on the greenfield sites. The Council are seeking to balance a market demand for lower density / high value development and higher density development on the greenfield sites, in particular the one that they own (which is about half of the sites).

12.86 Further analysis was undertaken where the net density has been varied between 20 units/net ha and 40 units/net ha and takes into account the net / gross developable area assumptions used in the base assumptions.

12.87 On the greenfield sites, in the higher value South East and Aston Green area, a 10 unit /ha increase in the development density, results in an increase in the Residual Value of about £500,000/ha. On the greenfield sites, in the remaining areas of Leicester, a10 unit /ha increase in the development density, results in an increase in the Residual Value of about £300,000/ha.

12.88 These are significant amounts and it is clear that should the Council pursue a higher development density that viability would be improved.

Recommended Affordable Housing Targets

12.89 Before considering the scope for CIL, it is necessary to consider and recommend an affordable housing target. As well as the analysis set out above it is also important to take into account the Council's current delivery record. The Council rarely archives its 15%, 20% or 30% affordable housing targets, although it is important to note that almost all the development under the current Plan is brownfield development.

12.90 The analysis set out above is based on the expected types of development that are anticipated to come forward under the new Plan (being a mix of greenfield and brownfield sites). The initial appraisals are based on the Council's policy aspirations of 30% affordable housing on sites of 10 and larger (70% Affordable Rent, 30% Intermediate). It is also assumed that all the homes are to be to accessible and adaptable standards and 10% are to be Wheelchair Accessible. Water efficiency measures and car charging points are allowed for and a base developer contribution of £2,500/unit is assumed.

12.91 The analysis shows that greenfield development is viable at 30% affordable at that the national threshold (10 units and larger) is appropriate. At this level the development in the higher value South East and Ashton area can bear considerable levels of developer contributions although outside this area contributions of over £5,000/unit are unlikely to be viable.

12.92 Much of the greenfield land supply is owned by the Council. Depending on its own corporate priorities it may be able to take a different approach to returns to ensure that its own sites are forthcoming.

12.93 Across the City, in almost all the scenarios modelled, brownfield development is shown as unviable an unable to bear developer contributions. To some extent this aligns with what is happening on the ground with development. Having said this it is clear that development is coming forward on brownfield sites, and in some cases is making modest developer contributions (in particular towards public open space). The Council should be cautious about relying on the brownfield sites, including those in the Central Development Area (for example within the five-year land supply assessment).

12.94 It is important to note that brownfield sites are coming forward and whilst some of these may have benefitted from some public intervention (maybe, for example, site assembly or site remediation), others are coming forward as the developer may have purchased the site at a lower cost or is able to develop the site at less than the costs used in this study (which are generally cautious). The Council should be cautious about relying on the brownfield sites in the plan-making process, unless they are confident that the schemes will be forthcoming (for example where there is a recent planning consent or known public intervention).

12.95 The results do give rise to some concerns about the delivery of some types of site, based on current assumptions. This is explored further below. It is recommended that that the Council continues to engage 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.*

12.96 **On balance it is recommended that the Council adopts a 30% affordable housing target on greenfield sites and a zero affordable housing target on brownfield sites**.

12.97 The remaining analysis in this report assumes that the Council adopts this advice. It is important to note that should the Council significantly alter its policy requirements (for example seeking social rent rather than affordable rent, seeking a different housing mix or requiring higher standards, then it may be necessary to revisit this advice.

Scope for CIL

12.98 An important principle of CIL is that the Levy is set on the assumption that all other policy requirements (such as affordable housing, and environmental standards) are 'paid' first. That is to say CIL should be set on the assumption that the full affordable housing requirement is

achieved. From this starting point, and based on the above, the capacity to bear CIL is explored in relation to the greenfield sites (as the brownfield sites have been found not to have the capacity to deliver affordable housing and bear developer contributions).

12.99 Viability testing in the context of CIL concerns the '*effects*' on development viability of the imposition of CIL.

12.100 Viability testing in the context of CIL concerns the '*effects*' on development viability of the imposition of CIL. This Viability Assessment has been prepared in line with the current (October 2019) CIL Guidance and the CIL Regulations, best practice, and the various other sources of relevant Guidance.

12.101 The Strategic Sites are not considered in this report, having been considered separately. We understand that the current assumption is that strategic infrastructure and mitigation costs will be met through s106 contributions, although they could be subject to CIL if it were to be introduced.

12.102 The rates of CIL introduced by neighbouring local authorities provide interesting contextual information when the Council comes to set its rates of CIL (although each council must draw on its own evidence base). This information needs to be considered against the councils' wider policies, most importantly their affordable housing target. None of LCC's neighbours have adopted CIL.

12.103 The CIL Guidance sets out:

> *Regulation 70 (as amended by the 2012 and 2013 Regulations) provides for payment by instalment where an instalment policy is in place. Where no instalment policy is in place, payment is due in full at the end of 60 days after development commenced (see Regulation 7, and section 56(4) of the Town and Country Planning Act 1990, for the definition of 'commencement of development').*
>
> *PPG Reference ID: 25-055-20140612*

12.104 If an Instalment Policy is not adopted, then payment is due on full at the end of 60 days after commencement. To require payment, particularly on large schemes 'up front', could have a dramatic and serious impact on the delivery of projects. It is our firm recommendation that the Council introduces an Instalment Policy. Not to do so could put the Development Plan at serious risk.

12.105 The range of development typologies have been modelled and from this the effect of CIL is inferred (these do not include the Strategic Sites). The results presented earlier in this chapter consider the impact of the emerging policy requirements. A further set of appraisals have been run with a range of levels of CIL.

12.106 The analysis uses the concept of Additional Profit. Additional Profit is the amount of profit over and above the normal profit made by the developers having purchased the land, developed the site and sold the units (including provision of any affordable housing that is required). The following tables show the additional profit. This is the amount over and above the Benchmark

Land Value, having provided the full policy requirements set out in the emerging Plan, but not the current adopted rates of CIL.

Table 12.7 Additional Profit			
		£ site	£/m²
South East and Ashton Green			
Site 20	Green 400	13,170,595	486
Site 21	Green 75	2,155,647	421
Site 22	Green 40	1,245,004	466
Site 23	Green 12	359,400	466
Site 24	Green 9	591,953	709
Site 25	Green 6	486,974	759
Elsewhere			
Site 20	Green 400	3,668,837	135
Site 21	Green 75	378,524	74
Site 22	Green 40	321,918	121
Site 23	Green 12	93,359	121
Site 24	Green 9	317,718	381
Site 25	Green 6	275,122	429

Source: Table 10.11, LCC WPVA, (HDH, October 2019)

12.107 The additional profit varies considerably. When the additional profit is considered across the greenfield sites, it can be seen that there is considerable capacity to bear CIL.

12.108 Viability testing in the context of CIL is to assess the '*effects*' on development. The following appraisals incorporate CIL at a range of levels:

Table 12.8 Impact of CIL

	CIL	EUV	BLV	Residual Value £0	£10	£20	£30	£40	£50	£60	£70	£80	£90	£100	£110	£120	£130	£140	£150
South East and Ashton Green																			
Site 20	Green 400	25,000	325,000	842,639	829,496	816,353	803,210	790,067	776,924	763,781	750,638	737,495	724,352	711,209	698,066	684,923	671,780	658,637	645,494
Site 21	Green 75	25,000	325,000	788,847	775,457	762,067	748,677	735,288	721,898	708,508	695,118	681,729	668,339	654,949	641,559	628,170	614,780	601,390	588,001
Site 22	Green 40	25,000	325,000	1,013,873	996,589	979,304	962,020	944,735	927,451	910,166	892,882	875,597	858,312	841,028	823,743	806,459	789,174	771,890	754,605
Site 23	Green 12	50,000	350,000	1,029,898	1,013,261	996,624	979,987	963,351	946,714	930,077	913,440	896,803	880,166	863,529	846,892	830,255	813,618	796,981	780,344
Site 24	Green 9	50,000	350,000	1,656,354	1,633,823	1,611,292	1,588,761	1,566,229	1,543,698	1,521,167	1,498,636	1,476,105	1,453,573	1,431,042	1,408,511	1,385,980	1,363,449	1,340,917	1,318,386
Site 25	Green 6	50,000	350,000	2,331,401	2,299,904	2,268,407	2,236,910	2,205,413	2,173,915	2,142,418	2,110,921	2,079,424	2,047,927	2,016,430	1,984,933	1,953,436	1,921,939	1,890,442	1,858,945
Elsewhere																			
Site 20	Green 400	25,000	325,000	455,427	442,283	429,140	415,997	402,854	389,711	376,568	363,425	350,282	337,139	323,996	310,853	297,710	284,567	271,424	258,281
Site 21	Green 75	25,000	325,000	379,174	365,784	352,394	339,005	325,615	312,225	298,835	285,446	272,056	258,666	245,276	231,887	218,497	205,107	191,717	178,328
Site 22	Green 40	25,000	325,000	476,435	459,151	441,866	424,582	407,297	390,012	372,728	355,443	338,159	320,874	303,590	286,305	269,021	251,736	234,452	217,167
Site 23	Green 12	50,000	350,000	508,383	491,264	474,144	457,025	439,906	422,787	405,668	388,549	371,429	354,310	337,191	319,876	302,420	284,963	267,507	250,050
Site 24	Green 9	50,000	350,000	994,197	971,666	949,134	926,603	904,072	881,541	859,010	836,478	813,947	791,416	768,885	746,354	723,822	701,291	678,507	655,322
Site 25	Green 6	50,000	350,000	1,405,750	1,374,253	1,342,756	1,311,259	1,279,762	1,248,214	1,215,804	1,183,394	1,150,984	1,118,574	1,086,164	1,053,754	1,021,344	988,934	956,524	924,114

Source: Table 10.12, LCC WPVA, (HDH, October 2019)

12.109 When considering these results, it is necessary to have regard to the CIL Guidance included within the PPG. This refers to a 'buffer'. There are no hard and fast rules as to what is or is

not an adequate buffer. We would suggest a 30% buffer is appropriate. On this basis, the greenfield sites in the higher value South East and Ashton Green area could bear CIL at rates of £150/m^2 and higher, but greenfield sites in the remaining areas of Leicester at rates of up to £25/m^2 or so.

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

12.111 This analysis suggests that that a maximum rate of CIL of £110m^2 would be appropriate in the higher value South East and Ashton Green area.

12.112 Bringing the three strands of analysis together, the viability analysis would suggest a maximum rate of CIL of £110/m^2 of greenfield sites in the South East and Ashton Green areas, and £25/m^2 on greenfield sites elsewhere. Other residential development is not able to bear CIL.

12.113 Whether or not the Council pursue CIL will depend on a wide range of factors, including the nature if infrastructure to be delivered.

Commuted Sums

12.114 LCC's preference is for affordable housing to be delivered on-site. This approach is in line with Paragraph 62 of the 2019 NPPF. Having said this, 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.

12.115 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.

12.116 The calculated contributions in the tables above vary, but the average is about £85,000/unit in South East and Aston Green and £62,000/unit elsewhere.

12.117 Paragraph 62 of the 2018 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 LCC were to take this option, we would recommend a £85,000/unit payment per affordable unit not delivered on-site on the South East and Ashton Green Area, and £62,000/unit payment per affordable unit not delivered on-site elsewhere.

12.118 LCC 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 LCC prepares separate guidance setting out the amount of the payment, and to allow a simple review should viability change.

12.119 Alternatively, LCC may prefer to calculate the commuted sum scheme by scheme as it does now. This has the advantage of being an up to date 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.

Impact of Change in Values and Costs

12.120 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 produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecasts an increase in prices of 9.7% over the next 3 years. We have tested a scenario with this increase in build costs. Further, we are in a current period of uncertainty in the property market, so we have tested several price change scenarios.

12.121 The analysis demonstrates that a relatively small increase in build costs will adversely impact on viability, similarly a modest increase in values is likely to improve viability.

Review

12.122 The direction of the market is uncertain. Bearing in mind LCC's wish to develop housing, and the requirements to fund infrastructure, it is recommended that LCC 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.

12.123 In this regard it is timely to highlight paragraph 10-009-20180724 of the PPG which suggests that 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 ...'.

Older People's Housing

12.124 As well as mainstream housing, we have considered the Sheltered and Extracare sectors separately. Appraisals were run for a range of affordable housing requirements.

12.125 Based on this analysis, the development of Sheltered housing on greenfield sites is able bear up to 25% affordable housing, in addition to modest (£500/unit) s106 contribution. Brownfield development can bear a lower level of up to 10% or so.

12.126 Based on this analysis, the development of Extracare housing on greenfield sites is able bear up to 10% affordable housing, in addition to a modest (£500/unit) s106 contribution. Brownfield development cannot bear affordable housing.

12.127 With this in mind it is not necessary for the Council to develop a specific affordable housing policy for this type of housing. As these types of housing are not viable at the previously recommended 30% affordable housing target, it is not appropriate to consider CIL. If the Council were to adopt a lower affordable housing target on the greenfield sites, then Sheltered Housing is likely to have capacity to bear CIL.

Student Housing

12.128 It is appropriate to test this type of housing. This is shown as unviable and does not to have the capacity to bear CIL in the current market.

Non-Residential Appraisals

12.129 A set of development financial appraisals for the non-residential development types were run.

12.130 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).

12.131 The results are reflective of the current market in the City and more widely. Office and industrial development are shown as being unviable, however this is not just an issue within Leicester City, 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), it tends to be from existing businesses for operational reasons, or it is being promoted by the Council, taking a long-term view and as part of their wider regeneration initiatives.

12.132 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. 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 longterm view as to the direction of the market based on the prospects of an area and wider economic factors. Much of the development coming forward in the City is 'user led' being brought forward by businesses that will use the eventual space for operational uses, rather than for investment purposes.

12.133 It is clear that the delivery of the employment uses is challenging in the current market, but it is improving. We would urge caution in relation to setting policy requirements for employment uses that would unduly impact on viability.

12.134 Currently, there is no scope to introduce CIL for employment uses.

12.135 Shop based retail is shown as unviable in both the primary and secondary locations. This is consistent with the uncertain situation around high-street retailing.

12.136 The large format retailing is shown as viable. Whilst limited large format development is anticipated in the foreseeable future within the LCC area, if it were to come forward it is most likely to be through the redevelopment of existing retail sites or on brownfield land. A CIL set at £130/m^2 would not only provide a substantial cushion (or buffer) but also be less than 25% of the Residual Value and 5% of the GDV.

Conclusions

12.137 The property market across Leicester is mixed. Some parts are vibrant and active, whilst others are more challenging.

12.138 All types of residential and non-residential development are coming forward, however, on the whole, the Council is not securing developer contributions, although this is in the context that the sites being consented are generally brownfield sites.

12.139 The analysis shows that greenfield development is viable at 30% affordable at that the national threshold (10 units and larger) is appropriate. At this level the development in the higher value South East and Ashton area can bear considerable levels of developer contributions although outside this area contributions of over £5,000/unit are unlikely to be viable.

12.140 It is recommended that the Council adopts a 30% affordable housing target on greenfield sites and a zero affordable housing target on brownfield sites. Such a policy would not put the Development Plan at risk (when considered with the Council's wider policy aspirations).

12.141 Across the City, in almost all the scenarios modelled, brownfield development is shown as unviable and unable to bear developer contributions. To some extent this aligns with what is happening on the ground with development. Having said this it is clear that development is coming forward on brownfield sites, and in some cases is making modest developer contributions (in particular towards public open space). The Council should be cautious about relying on the brownfield sites, including those in the Central Development Area (for example within the five-year land supply assessment).

12.142 Whilst the employment uses are not shown as being viable this is not due to the impact of the Council's policies, rather it is a factor of the wider market. The Council has a well developed set of initiatives (including land assembly) to facilitate such development.

Community Infrastructure Levy

12.143 The scope to introduce CIL is relatively limited. The analysis suggests the following maximum rates:

Table 12.9 Maximum Rates of CIL	
Use	CIL
Residential	
Greenfield sites in the South East and Ashton Green	£110/m^2
Greenfield sites Elsewhere	£25/m^2
Retailing	
Supermarkets and retail warehousing	£130/m^2
All other development	£0/m^2

Source: HDH (October 2019)

12.144 In line with the CIL Regulations it would be necessary for the CIL Zones to be mapped on an Ordnance Survey Plan.

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

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Planning & Development

Leicester City Council

Whole Plan Viability Assessment

(including CIL)

APPENDICES ONLY

December 2019

Planning & Development

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Appendix 1 – Project Specification

LEICESTER LOCAL PLAN

WHOLE PLAN VIABILITY ASSESSMENT

Brief

1. Introduction:

Leicester City Council is preparing a new Local Plan for consultation which will replace the adopted Core Strategy (2014), and saved policies from the saved Local Plan (2006). The new Local Plan will set out the vision and objectives for growth in the City up to 2036.

The Council therefore wishes to commission consultants to undertake:

- A Local Plan viability assessment to demonstrate that the development being planned and the policies being progressed in the Local Plan are viable.
- The viability assessment will also assess the potential for a Community Infrastructure Levy and should recommend the potential rates that could be applied in the City.

The City Council is seeking to ensure that a comprehensive approach is taken to viability in accordance with the 2019 National Planning Policy Framework, the current Planning Practice Guidance and emerging guidance on housing delivery.

The selected consultants will be expected to produce viability assessments which will provide a proportionate, robust and consistent evidence base to support the Local Plan, through the examination process.

2. Background

The City Council has progressed through several public consultations to date:

- Local Plan Issues and Options (October 2014)
- Leicester Local Plan 2016–2031 Sustainability Appraisal Including Strategic Environmental Assessment Scoping Report (October 2016)
- Development Management Policies (July 2017)
- Emerging options (July 2017)
- Potential Development Sites (2017)
- Sustainability Appraisal (2017)

Leicester City Council anticipates consultation on a draft Local Plan in Summer/Autumn 2019, a draft Plan for submission in Spring/Summer 2020, and submission of the Local Plan to Government in Summer/Autumn 2020. This will be followed by the Hearing in early 2021.

There is ongoing work to update the existing evidence bases. New work the Council is expected to commission includes a Waste Needs Assessment, Aggregates Assessment, Local Plan Transport Modelling Study, Infrastructure Assessment, Employment Study, Economic Development Areas Assessment, Additional Housing Needs assessment, Strategic Housing Land Availability Assessment. In addition, the Council have undertaken a Call for Sites which includes sites greater than 0.25ha, and will inform the Council's Housing and Economic Needs Assessment.

Leicester City Council currently does not have a 5 year housing land supply, and has declared an Unmet Need. Due to recent changes in the National Planning Policy Framework and uncertainty relating to the standard method for assessing housing need, the City Council has yet to calculate the city's housing requirement to be planned for. In order to ensure Leicester City's future growth can be accommodated, recent Local Plans being adopted by Leicestershire local planning authorities have

included a trigger mechanism to review their Local Plan to enable potential accommodation of Leicester's anticipated unmet need.

3. Purpose of Viability Assessment

- To show that policies and other requirements set out in the Local Plan do not threaten the ability of sites to be developed viably, and that the development strategy, cumulative impact of plan policies, infrastructure costs and potential CIL charges work together without compromising deliverability of residential and non - residential development.
- To provide clear and robust assessment of development viability across a range of indicative development sites likely to come forward over the Plan period
- The approach taken should build on existing and emerging evidence supporting the Local Plan development process. This should enable the Council to develop Plan policies and proposals including an overall affordable housing target, percentage targets and thresholds, tenure mix, space standards, in accordance with the 2019 NPPF and updated PPG, the Housing and Economic Development Needs Assessment (2017), and relevant Local Plan evidence.

4. Study Outputs

The key work and outputs of the Local Plan Viability Study are set out in more detail below. The outputs are interlinked and the study should not duplicate work

A. Local Plan Viability

- To provide a viability assessment of the Local Plan as a whole. This will need to be a cumulative assessment of all of the emerging plan policies, proposals and requirements in order to satisfy the viability and deliverability tests in the 2019 National Planning Policy Framework (NPPF), and updated PPG.
- The study will recommend economically viable, defensible and justified policy thresholds and mechanisms which will support the aspirations of the Leicester Local Plan. This will include testing a range of infrastructure costs (to be agreed with the Council) to inform the viability assessment, and potential levels of developer contributions.
- The study should consider how changes in development viability over time would be taken into account, and how potential review mechanisms can be built into the Local Plan.
- inform and justify the setting of policies to address a range of planning issues including, but not limited to:
    - Affordable Housing provision, including unit thresholds, on-site percentages and tenure splits;
    - Optional technical housing standards (relating to water, space and access), including advice on the viability implications of proposing or not, such standards in the Local Plan.
    - Alternative delivery mechanisms, such as self-build housing and Community Land Trust development;
    - Provide an assessment of an indicative range of sites, to demonstrate the likely deliverability of the sites over the plan period.

B .Community Infrastructure Levy Viability (Subject to Government guidance)

As part of the plan viability, the study will also include a CIL viability assessment:

- This will provide the relevant viability evidence for the potential appropriate levy rates that can be sustained by residential and non residential development (including student housing). It will include advice on the key issues and the potential if required, for introducing or not introducing

a Community Infrastructure Levy once the planned level of overall growth, infrastructure needs and estimated costs are known.

- Parts A and B overlap and consultants should not duplicate any work. The City Council has been through a CIL process up to a public hearing in 2015. The evidence produced at that stage was considered sound by the Inspector.
- This commission does not include preparation for a draft Charging Schedule as this, if pursued, will be the subject of a separate invitation to tender.

C. Site Viability

To provide a robust and thorough examination of the viability of the range of indicative development sites likely to come forward in the plan period, considered against the policies of the Local Plan as a whole. The report should draw clear and robust conclusions in relation to the viability of the policies of the Local Plan and their application to sites likely to come forward for delivery through the Local Plan.

These include:

- SHLAA sites
- Potential allocations
- City Centre Character Areas.

Strategic Sites - the Council has undertaken an assessment of four strategic sites, and will also be separately assessing the deliverability of economic development areas in the Local Plan.

5. Process for Iterative Viability Work

- The assessment process should be iterative, with testing undertaken at different stages of plan preparation. The Council will confirm with the selected consultants the most appropriate process for undertaking this.

1) <u>Assessment of Draft Local Plan</u>

This should be based on, and published alongside, the consultation Draft Local Plan. In essence, this report should refine and set out the evidence behind why the Council is justified in its preferred policy position on matters such as affordable housing. Working drafts of this report should be submitted to enable any issues to be raised before the report is finalised, including those relating to whether the study is in line with the Councils' requirements.

The consultant will be required to assist with and prepare responses received to the draft plan viability study

2 **<u>Final Submission Plan Report</u>**

The consultant should produce a draft submission report, taking into account the issues and outputs from the draft plan stage. A final report should be published alongside the Proposed Submission Consultation Local Plan. In order to complete this final report, the consultants will be expected to review relevant representations received from the public during the consultation on the Draft Local Plan, draw out the key issues raised in such representations (from a viability perspective), and where necessary prepare a response to those key issues. For the avoidance of doubt, a bespoke and detailed response to each relevant representation is not required; rather, a general response to each of the key issues raised.

Stakeholder Engagement:

The selected consultant must undertake the appropriate stakeholder engagement with the development industry and other organisations and bodies, where appropriate. Workshops with developers / agents will be required. This is an essential element to ensure the process is transparent

and strives for consensus amongst stakeholders on the methodological approach. The Council will consider proposals from tenderers as to how this is best managed for effectiveness, efficiency and value for money.

Presentation of Findings

In addition to the inception meeting, the selected consultant will need to programme two presentations.

Support at Public Hearing

The Council will expect the selected consultant to be the expert witness at the Local Plan Hearing and respond to the Inspector's written questions should this be required.

6. Methodology

- The Viability Assessment should be of sufficient detail to provide a proportionate, relevant and up-to-date source of evidence. The consultant must therefore gather relevant local information to ensure the Viability Assessment reflects the local context.
- The methodology to be applied by the consultant will be largely a matter for the consultant to determine, taking into account existing guidance and best practice such as the Harman Guidance, but it must be one that is capable of withstanding examination in public and close scrutiny by all interested parties.
- The methodology proposed and supporting justification must be set out in the tender response. Tenders which demonstrate evidence whereby the methodology has been used elsewhere including adoption by Local Authorities, and passed scrutiny, would be considered favourably
- The methodology must take into account, and be up to date and adaptable to accommodate, recent and upcoming regulatory guidance.
- Consultants may put forward and justify alternative approaches within their proposed methodology. Where an alternative approach is proposed to meet the requirements of the brief, it should clearly identify how this would be robust and credible.

Appendix 2 – Consultation Presentation

The pages in this appendix are not numbered.

Leicester City Council

Whole Plan Viability Assessment

Consultation - Methodology, Assumptions

24th July 2019

Planning & Development

1

Agenda

2019 NPPF, PPG (updated July 2018 & May 2019) and Guidance
Methodology
- Harman Guidance / RICS Guidance / PPG

Main Assumptions
- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test
Moving Forward

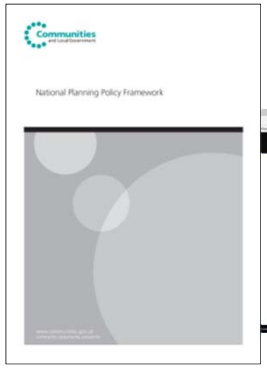
2

Key issue

- Delivery of the emerging Local Plan
  - Affordable Housing
  - Developer Contributions
- Scope for CIL

3

The Old



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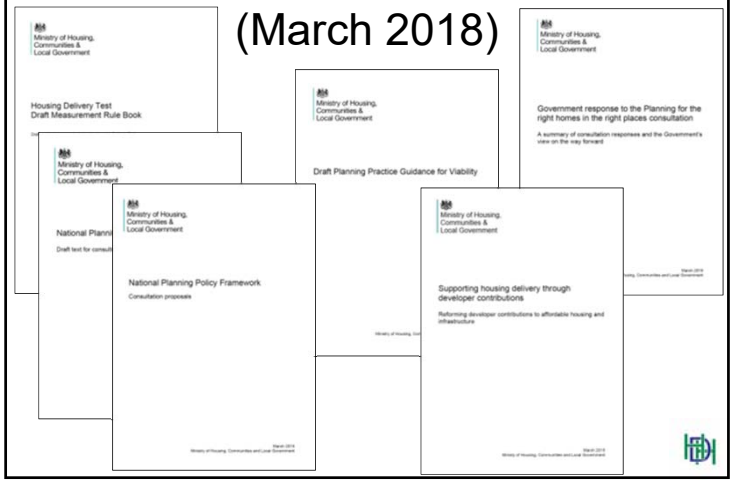
NPPF / PPG Consultation (March 2018)



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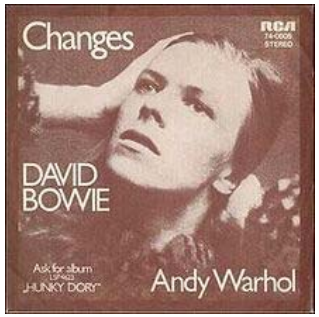
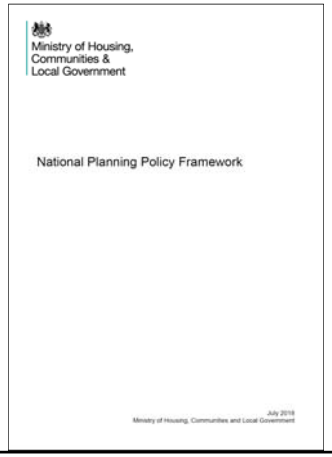
Ch-ch-ch-ch-changes



Ch-ch-ch-ch-changes
Turn and face the strange
Ch-ch-changes
Don't want to be a richer man
Ch-ch-ch-ch-changes
Turn and face the strange
Ch-ch-changes
There's gonna have to be a different man
Time may change me
But I can't trace time

6

The new ...



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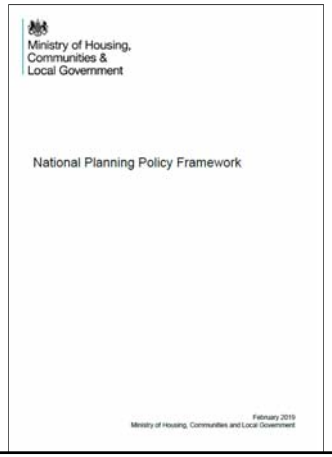
The Changes

8

... and newer



9

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.

10

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.*

11

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.

12

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

PPG Standardised inputs

- 10-010
  - *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*

14

PPG costs

- 10-012 – 'should be based on evidence which is reflective of local market conditions'
  - Build costs – from BCIS
  - Abnormals – in benchmark land value
  - Infrastructure – in benchmark land value
  - Total policy costs – all including CIL
  - Finance
  - Fees
  - Contingency – relative to risk and developer's return

15

PPG Land Value 10-013

Benchmark Land Value (BLV)

=

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

- *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.*

16

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.*

17

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.

18

PPG Landowners' Premium

- a reasonable premium to the landowner
- an iterative process informed by professional judgement
- best available evidence informed by cross sector collaboration

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 …*

20

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?

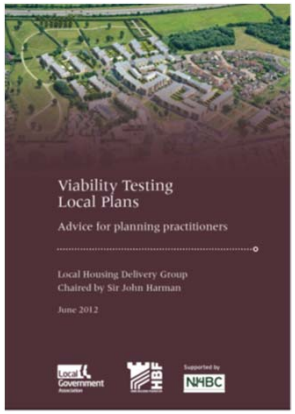
21

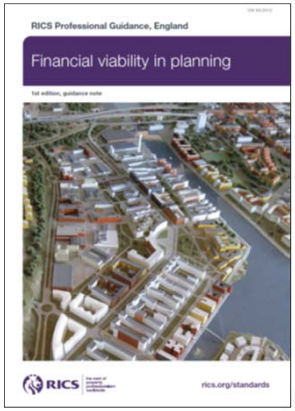
'New' / Current issues – for this project

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

22

Harman / RICS





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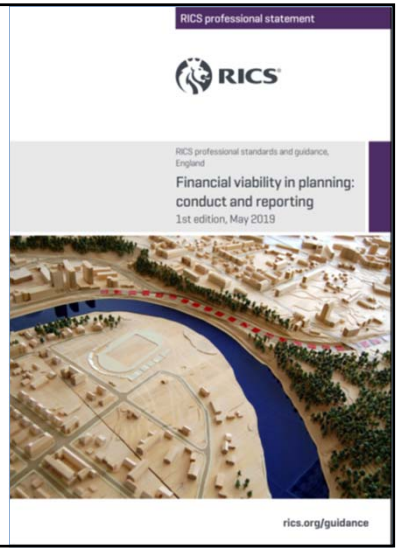
New Mandatory RICS Guidance



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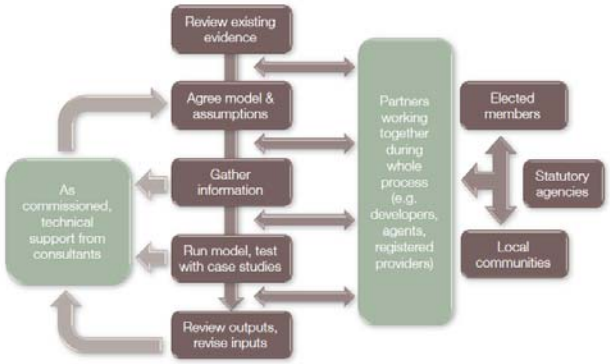
Engagement Phases



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Methodology

26

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)

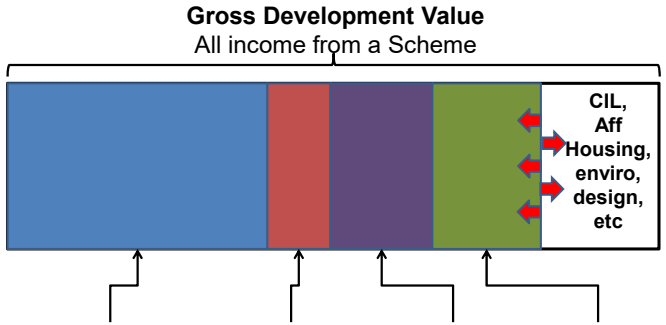
=

RESIDUAL VALUE

STEP 2

Residual Value v Existing / Alternative Use Value

27



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Key Assumptions

29

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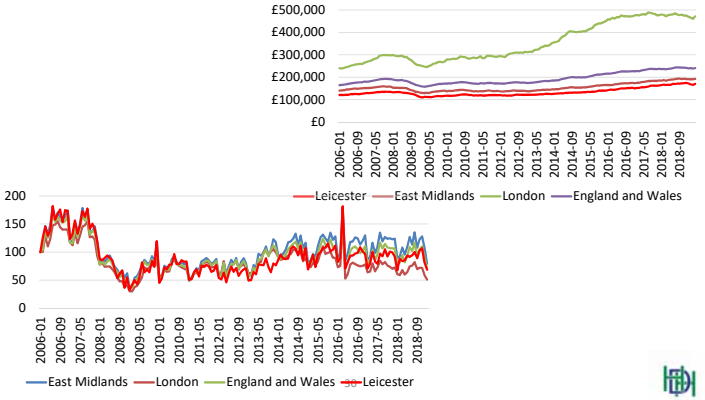
Average House Prices (all) and turnover



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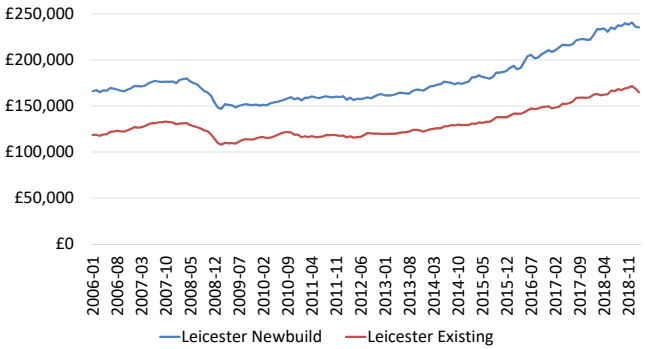
But newbuild are higher than existing



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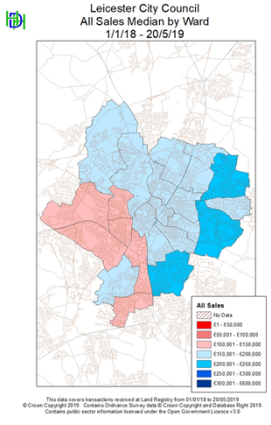
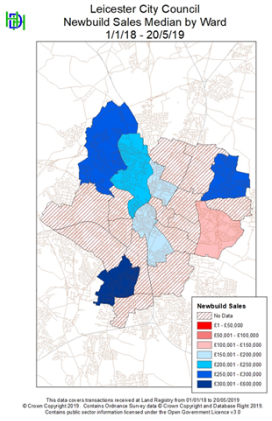
Average House Prices





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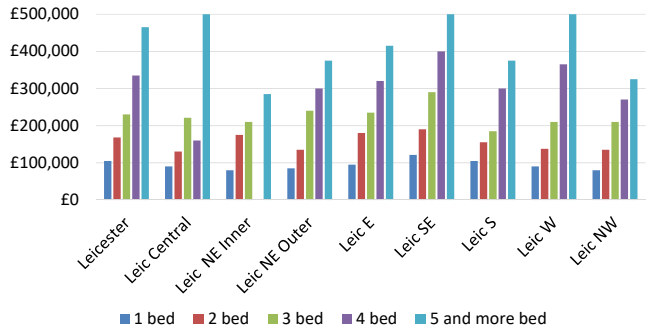
32

Median Asking Prices



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Average Values £/m²

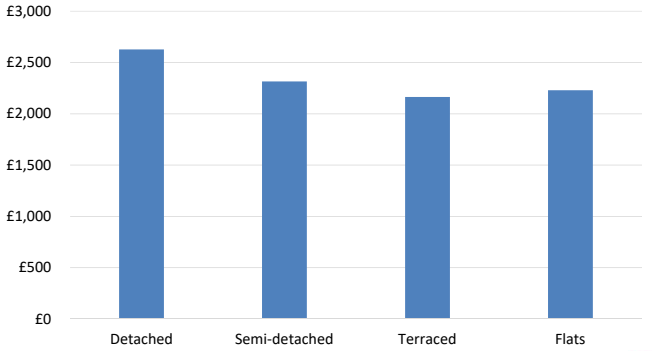

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Table 4.1 Land Registry Price Paid Data – by Postcode Area					
Sample Size					
	Detached	Flats	Semi Detached	Terraced	All
LE1	2	456	2	17	477
LE2	218	385	719	1,060	2,382
LE3	126	149	630	1,001	1,906
LE4	210	109	638	737	1,694
LE5	514	175	819	820	2,328
LE7	3	0	5	1	9
LE8	2	0	2	0	4
LE9	4	0	2	1	7
All	1,079	1,274	2,817	3,637	8,807
Average Price Paid					
	Detached	Flats	Semi Detached	Terraced	All
LE1	£393,750	£140,678	£245,000	£257,762	£146,349
LE2	£375,688	£133,327	£206,249	£168,994	£193,391
LE3	£269,764	£234,955	£163,206	£140,481	£163,925
LE4	£245,984	£107,597	£171,920	£162,088	£172,685
LE5	£316,461	£101,214	£218,660	£168,631	£213,803
LE7	£261,333		£219,000	£112,000	£221,222
LE8	£203,500		£133,500		£168,500
LE9	£259,488		£193,500	£133,000	£222,564
All	£308,827	£141,231	£192,445	£160,055	£185,919

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Price Paid by Postcode

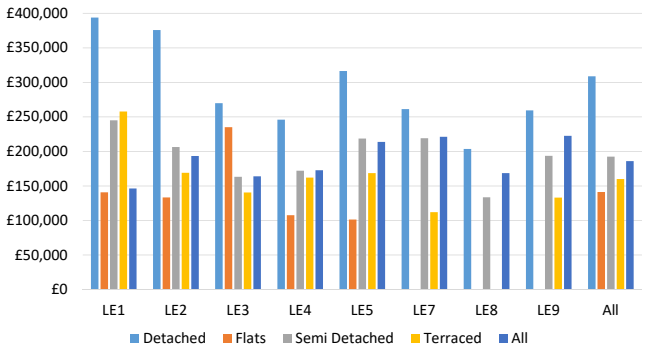

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Table 4.3 Prices Paid – New Build Homes from January 2017					
Count of Newbuild Sales					
	Detached	Flats	Semi Detached	Terraced	All
LE1	0	4	0	0	4
LE2	0	53	0	0	53
LE4	0	6	17	98	121
LE5	151	7	59	51	268
All	151	70	76	149	446
Average of Newbuild Sales					
	Detached	Flats	Semi Detached	Terraced	All
LE1		£113,250			£113,250
LE2		£159,987			£159,987
LE4		£142,967	£220,988	£226,507	£221,589
LE5	£347,017	£103,850	£232,639	£194,387	£286,440
All	£347,017	£150,244	£230,033	£215,513	£252,266
Count of EPCs					
	Detached	Flats	Semi Detached	Terraced	All
LE1	0	3	0	0	3
LE2	0	43	0	0	43
LE4	0	6	17	98	121
LE5	150	7	59	46	262
All	150	59	76	144	429
Average of Newbuild Price Paid £/m²					
	Detached	Flats	Semi Detached	Terraced	All
LE1		£1,858			£1,858
LE2		£2,271			£2,271
LE4		£2,321	£2,536	£2,566	£2,550
LE5	£2,565	£1,788	£2,499	£2,213	£2,468
All	£2,565	£2,197	£2,507	£2,453	£2,467

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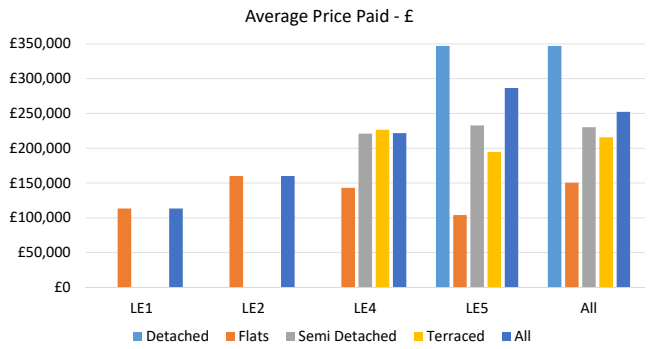
Land Registry PPD Average



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Land Registry PPD & EPC

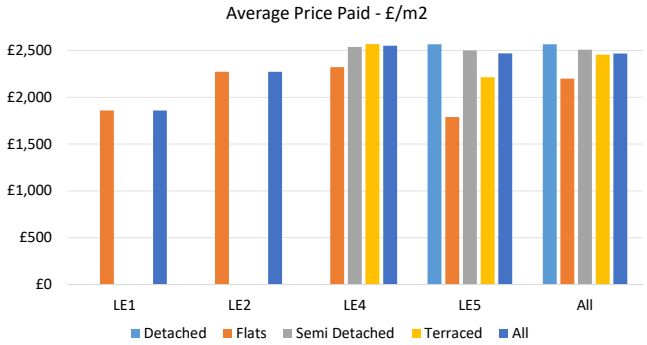

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Table 4.4 Summary of Newbuild Asking Prices			
Developer / Agent	Development	Asking Price	£/m2
Leic 1			
Opulent	#47	£147,600	
Leic 2			
Leic 3			
Leic 4			
Sand Royale	City Heights	£69,900	
Kings	Uppingham Gardens	£435,000	£2,305
Leic 5			
Purplebricks		£120,000	£1,176.47
James Sellicks	Cox Close		
Leic 6			
Harrison Murray	Evelyn Road		
Leic 7			
Leic 8			
Barratt	City Heights	£256,662	£3,072
Morris	Glebelands	£334,083	£3,134
Wider Area			
Frank Innes		£358,750	
Jelson	Hallam Fields	£226,950	£2,962
Barratt	New Lubbersthorpe	£190,995	£2,615
Davidsons	The Market Village	£274,395	£3,266
Davidsons	The Market Village	£319,841	£3,141
Taylor Wimpey	Rainbow Meadows	£235,000	£2,920.92
Davidsons	Bradgate Chase	£318,162	£3,094
Jelson	The Leys	£353,700	£3,261

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Price Assumptions (£/m²)

Table 4.6 Pre-consultation Residential Price Assumptions (£/m²)			
	Strategic Regeneration Area (15%)	South East of the City and Ashton Green (30%)	Elsewhere (20%)
Larger Brownfield	£2,000	£2,500	£2,300
Smaller Brownfield Sites	£2,000	£2,500	£2,300
Urban Flatted Schemes	£2,200	£2,300	£2,275
Smaller Flatted Schemes		£2,800	£2,800
Large Greenfield Sites		£2,750	£2,750
Medium Greenfield Sites		£2,750	£2,750
Small Greenfield Sites		£2,800	£2,800

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Build to Rent

Table 4.7 Rents Reported by Zoopla (£/month)				
	1 bed	2 beds	3 beds	4 beds
Leicester	£563	£725	£825	£1,213
Leic Central	£628	£825	£950	£1,300
Leic NE Inner	£475	£675	£650	
Leic NE Outer	£475	£675	£775	£1,000
Leic E	£480	£880	£910	£1,200
Leic SE	£585	£895	£895	£1,200
Leic S	£500	£695	£900	£1,214
Leic W	£510	£635	£715	£1,205
Leic NW	£575	£675	£725	£1,060

Table 4.8 Median Asking Rents Reported by Rightmove.					
	1 bed	2 beds	3 beds	4 beds	5 beds
Houses	£472	£690	£805	£1,216	£1,343
Flats	£574	£832	£1,053	£1,127	£1,601

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PRS

Table 4.9 Capitalisation of Private Rents				
	1 bed	2 bed	3 bed	4 bed
Gross Rent (£/month)	£630	£825	£1,000	£1,300
Gross Rent (£/annum)	£7,560	£9,900	£12,000	£15,600
Net Rent	£6,048	£7,920	£9,600	£12,480
Value	£134,400	£176,000	£213,333	£277,333
m²	50	70	84	97
£/m²	£2,688	£2,514	£2,540	£2,859

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Social Rent

Table 4.12 Capitalisation of Social Rents				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/week)	£70	£84	£93	£110
Gross Rent (£/annum)	£3,649	£4,375	£4,814	£5,699
Net Rent	£2,919	£3,500	£3,851	£4,559
Value	£64,878	£77,783	£85,576	£101,319
m²	50	70	84	97
£/m²	£1,298	£1,111	£1,019	£1,045

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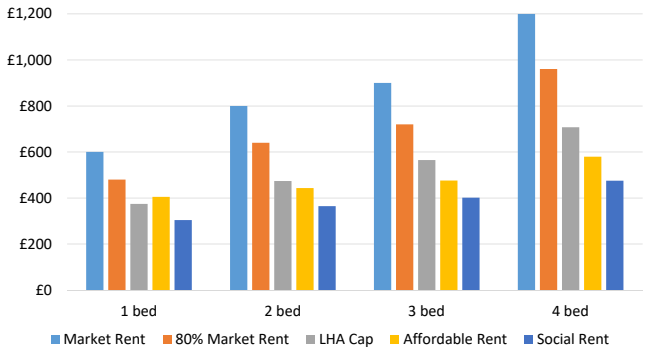
Affordable Rent



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Affordable Rent

Table 4.15 Capitalisation of Affordable Rents				
	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/week)	£86	£109	£130	£163
Gross Rent (£/annum)	£4,488	£5,685	£6,780	£8,484
Net Rent	£3,590	£4,548	£5,424	£6,787
Value	£79,780	£101,060	£120,529	£150,832
m^2	50	70	84	97
£/m^2	£1,596	£1,444	£1,435	£1,555

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Affordable Housing

- **Affordable Rent**
  LHA CAP; Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 5%

  = £1,500/m^2
- **Social Rent**

  Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.5%

  = £1,120/m^2
- **Intermediate**
  50% Share; Rent 2.75%

  = 70% OMV

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Older Peoples Housing

Table 4.13 Worth of Sheltered and Extracare			
	Area (m^2)	£	£/m^2
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

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Table 4.18 – Student Housing – Rent by Type			
	Count	Per Week	Per Year
1 bed flat	5	£168	£6,656
city ensuite	1	£122	£5,246
classic ensuite	2	£126	£5,407
classic studio	1	£177	£7,611
double	5	£106	£5,177
double ensuite	5	£134	£6,009
ensuite	6	£136	£6,052
premium ensuite	6	£140	£6,027
single	53	£114	£4,489
single ensuite	25	£152	£6,105
single ensuite adapted	2	£151	£6,321
single studio	9	£166	£6,737
small ensuite	1	£125	£5,500
studio	17	£166	£8,283
studio classic plus	1	£147	£7,497
twin	3	£102	£3,990
Grand Total	**142**	**£136**	**£5,739**

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Student Housing

Table 4.19 Value of Student Housing			
		Cluster	Studio
Rent		£5,199	£6,790
Management etc	%	25%	25%
Net Rent		£3,899	£5,093
Yield		6.00%	6.00%
Value per room	£	£64,990	£84,875

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Offices

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Retail

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Non-Residential

Table 5.2 Commercial Values £/m² 2019					
	Rent £/m²	Yield	Rent free period		Assumption
Offices	£236	7.00%	2.0	£2,945	£3,000
Industrial	£51	7.50%	2.0	£588	£600
Retail - City Centre	£400	7.00%	2.0	£4,991	£4,500
Retail (elsewhere)	£250	10.00%	1.0	£2,273	£2,300
Large Supermarket	£230	5.50%	1.0	£3,964	£3,950
Small Supermarket	£200	5.50%	2.0	£3,267	£3,270
Retail warehouse	£180	6.00%	2.0	£2,670	£2,670
Hotel (per room)	£4,500	6.00%	0.0	£3,036	£3,000

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Land Registry Prices Paid

- Recently consented sites

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Planning Ref	Site	Date approved	ha	All Units	Aff	s106 contribution	£/ha	£/unit
20180464	ABBEY MEADOWS, SITE OF FORMER BESTWAY CASH & CARRY	01-Mar-19	1.95	85	0.00%	£100,000	£1,192,308	£27,353
20180144	GREAT CENTRAL STREET, HIGHCROSS STREET, ALL SAINTS OPEN	06-Jun-18	0.173	73	0.00%	£97,583	£1,965,318	£4,658
20172690	10 CANAL STREET, AYLESTONE	14-Mar-19	0.23	28	0.00%	£0	£652,174	£5,357
20172367	37 WELFORD ROAD, REYNARD HOUSE	28-Mar-18	1.5	79	0.00%	£0	£866,667	£16,456
20172270	GREEN LANE ROAD, SHIELD ENGINEERING	12-Sep-18	0.51	26	0.00%	£0	£6,270,588	£123,000
20171959	17-19 AND 21 SOUTHAMPTON STREET	03-Apr-19	0.05	29	13.79%	£42,220	£4,900,000	£8,448
20171868	64-66 HUMBERSTONE GATE	17-Aug-18	0.15	42	0.00%	£0	£4,133,333	£14,762
20181813	ASHTON GREEN, PARCEL 4	14-Nov-18		307	29.97%		Council owned. No PPD	£0
20162521	BATH LANE, FORMER MERLIN WORKS	26-Mar-18	0.63	413	0.00%	£0	£2,418,013	£3,688
20171374	2 YEOMAN STREET	18-Jul-18	0.03	17	0.00%	£0	£10,833,333	£19,118
20171126	47-55 NORTHGATE STREET	10-Aug-18	0.18	69	0.00%	£61,925	£1,944,444	£5,072
20181372	BELGRAVE ROAD, SITE OF FORMER SAINSBURY'S (Part residential only)	21-Nov-18	3.7	18	0.00%		No PPD	
20170813	101 KNIGHTON FIELDS ROAD WEST	30-Sep-18	0.08	22	0.00%	£21,013	£4,125,000	£15,000

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Existing Use Value £/ha

Table 6.4 Existing Use Value Land Prices £/ha July 2019	
Brownfield Land	
City centres	£1,200,000
Elsewhere	£500,000
City centre - Retail	£4,000,000
Greenfield Land	
Agricultural	£25,000
Paddock	£50,000

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Development Costs 1

- Construction — BCIS
  - Median £1,328/m²
- Small sites — +13% / +6%
- Site Costs — 5% to 15%
- Brownfield — +5%
- Fees — 8%+1%=9%
- Contingencies — 2.5% / 5%

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Development Costs 2

- S106 — £2,500/unit
- Interest — 6% plus fees
- Developer's Return — 17.5% Market Housing
  6% Affordable
  15% Non Res
- Sales — 3.5%

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Cumulative Impact of Policy

- Affordable Housing – 30% base (70:30)
- Developer Contributions – s106
- NDSS
- Accessible and Adaptable (100% + 10% wheelchair)
- Mix – Emerging Housing Needs Assessment
- Open space
- Energy 10%
- Charging points
- SUDS
- Climate Change
- Biodiversity 'net gain'?

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Modelling

- Strategic Sites – in due course
- Typologies
  - by area
  - based on potential allocations
  - SHLAA densities and net / gross

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Modelling

- Density
  - HELAA Assumptions and higher

Table 9.1 Developable Area Assumptions	
Site Size	**Gross to Net Development Ratio**
Up to 0.4ha	100%
0.4 - 2ha	82.5%
2 - 35ha	62.5%
Over 35ha	50%

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Table 9.4 Average Site Sizes						
	Brownfield		Greenfield		All	
	Ha	Units	Ha	Units	Ha	Units
Ashton Green	0.00	0.00	100.00	2,900.00	100.00	2,900.00
Hamilton	0.00	0.00	0.00	416.00	0.00	416.00
Inner Areas	0.35	52.58	2.72	85.00	1.05	62.12
Outer Areas	0.15	12.20	0.00	0.00	0.15	12.20
Outer Estates	0.71	47.22	3.10	90.31	2.87	85.07
SRA	1.71	148.51	1.31	36.40	1.67	138.50
Suburbs	0.37	38.33	6.30	168.17	5.78	154.85
All	**1.06**	**96.85**	**5.36**	**149.07**	**3.91**	**130.76**

Table 9.5 Distribution of Sites by Size				
	Count		Units	
0 to 5	7	2.46%	35	0.09%
6 to 10	21	7.39%	155	0.41%
11 to 20	36	12.68%	598	1.59%
21 to 50	74	26.06%	2,459	6.53%
51 to 100	62	21.83%	4,548	12.08%
101 to 200	40	14.08%	5,726	15.21%
201 to 500	29	10.21%	8,856	23.52%
501 to 1,000	10	3.52%	6,803	18.07%
1,001 +	5	1.76%	8,478	22.51%
	284		**37,658**	

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			Current Use	Units	Area Ha		Density Units/ha		Density
					Gross	Net	Gross	Net	m2/ha
1	Brown 1000 HD	Brown	PDL	1,000	10.67	6.67	93.75	150.00	9,572
2	Brown 400 HD-high	Brown	PDL	400	1.62	1.33	247.50	300.00	19,143
3	Brown 400 HD	Brown	PDL	400	4.27	2.67	93.75	150.00	9,572
4	Brown 400	Brown	PDL	400	14.22	8.89	28.13	45.00	3,911
5	Brown 200 HD-high	Brown	PDL	200	0.69	0.57	288.75	350.00	22,334
6	Brown 200 HD	Brown	PDL	200	1.62	1.33	123.75	150.00	9,572
7	Brown 200	Brown	PDL	200	8.00	5.00	25.00	40.00	3,476
8	Brown 60 HD	Brown	PDL	60	0.40	0.40	150.00	150.00	9,608
9	Brown 60	Brown	PDL	60	2.08	1.71	28.88	35.00	3,037
10	Brown 20 HD	Brown	PDL	20	0.27	0.27	75.00	75.00	4,785
11	Brown 20	Brown	PDL	20	0.69	0.57	28.88	35.00	3,131
12	Brown 12 HD	Brown	PDL	12	0.16	0.16	75.00	75.00	4,875
13	Brown 12	Brown	PDL	12	0.27	0.27	45.00	45.00	3,934
14	Brown 9 HD	Brown	PDL	9	0.18	0.18	50.00	50.00	3,250
15	Brown 9	Brown	PDL	9	0.26	0.26	35.00	35.00	3,823
16	Brown 6 HD	Brown	PDL	6	0.17	0.17	35.00	35.00	2,275
17	Brown 6	Brown	PDL	6	0.19	0.19	32.00	32.00	3,083
18	Green 1,000	Green	Agricultural	1,000	62.50	31.25	16.00	32.00	2,781
19	Green 500	Green	Agricultural	500	25.00	15.63	20.00	32.00	2,783
20	Green 150	Green	Agricultural	150	7.50	4.69	20.00	32.00	2,779
21	Green 50	Green	Agricultural	50	1.89	1.56	26.40	32.00	2,865
22	Green 20	Green	Agricultural	20	0.76	0.63	26.40	32.00	3,016
23	Green 12	Green	Paddock	12	0.38	0.38	32.00	32.00	3,224
24	Green 9	Green	Paddock	9	0.30	0.30	30.00	30.00	2,783
25	Green 6	Green	Paddock	6	0.20	0.20	30.00	30.00	3,210

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Table 9.3 Student Accommodation –Modelling							
		Cluster Flats			Studios		
Rooms		60	175	500	60	175	500
Room size	m^2	15	15	15	23	23	23
Lettable Area	m^2	900	2,625	7,500	1,380	4,025	11,500
Circulation	%	35%	35%	35%	26%	26%	26%
	m^2	315	919	2,625	359	1,047	2,990
GIA	m^2	1,215	3,544	10,125	1,739	5,072	14,490
Site	ha	0.05	0.25	0.75	0.05	0.25	0.75

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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?

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Benchmark Land Value?

- **Brownfield Site**
  - EUV Plus 20%
- **Greenfield Sites**
  - EUV + £300,000/ha ??

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Early Results

- Subject to change as a result of this consultation
- Should be given little weight
- For illustrative purposes

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Typologies – All areas

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Brown 1000 HD	LCC	Brown	PDL	10.67	6.67	1,000	-1,891,026	-3,025,641	-20,170,941
Site 2	Brown 400 HD-high	LCC	Brown	PDL	1.62	1.33	400	-11,430,240	-13,854,836	-18,473,115
Site 3	Brown 400 HD	LCC	Brown	PDL	4.27	2.67	400	-2,038,223	-3,261,156	-8,696,417
Site 4	Brown 400	LCC	Brown	PDL	14.22	8.89	400	-499,889	-799,822	-7,109,526
Site 5	Brown 200 HD-high	LCC	Brown	PDL	0.69	0.57	200	-13,290,470	-16,109,661	-9,205,521
Site 6	Brown 200 HD	LCC	Brown	PDL	1.62	1.33	200	-2,841,191	-3,443,868	-4,591,824
Site 7	Brown 200	LCC	Brown	PDL	8.00	5.00	200	-508,160	-813,056	-4,065,282
Site 8	Brown 60 HD	LCC	Brown	PDL	0.40	0.40	60	-3,734,356	-3,734,356	-1,493,742
Site 9	Brown 60	LCC	Brown	PDL	2.08	1.71	60	-656,411	-795,650	-1,363,971
Site 10	Brown 20 HD	LCC	Brown	PDL	0.27	0.27	20	-1,856,054	-1,856,054	-494,948
Site 11	Brown 20	LCC	Brown	PDL	0.69	0.57	20	-635,536	-770,347	-440,198
Site 12	Brown 12 HD	LCC	Brown	PDL	0.16	0.16	12	-1,961,979	-1,961,979	-313,917
Site 13	Brown 12	LCC	Brown	PDL	0.27	0.27	12	-950,119	-950,119	-253,365
Site 14	Brown 9 HD	LCC	Brown	PDL	0.18	0.18	9	-1,698,618	-1,698,618	-305,751
Site 15	Brown 9	LCC	Brown	PDL	0.26	0.26	9	-1,134,993	-1,134,993	-291,855
Site 16	Brown 6 HD	LCC	Brown	PDL	0.17	0.17	6	-1,199,659	-1,199,659	-205,656
Site 17	Brown 6	LCC	Brown	PDL	0.19	0.19	6	-789,972	-789,972	-148,120
Site 18	Green 1,000	LCC	Green	Agricultural	62.50	31.25	1,000	355,410	710,821	22,213,153
Site 19	Green 500	LCC	Green	Agricultural	25.00	15.63	500	504,955	807,928	12,623,877
Site 20	Green 150	LCC	Green	Agricultural	7.50	4.69	150	440,714	705,142	3,305,353
Site 21	Green 50	LCC	Green	Agricultural	1.89	1.56	50	-2,119,434	-2,569,011	-4,014,079
Site 22	Green 20	LCC	Green	Agricultural	0.76	0.63	20	712,902	864,124	540,077
Site 23	Green 12	LCC	Green	Paddock	0.38	0.38	12	917,303	917,303	343,989
Site 24	Green 9	LCC	Green	Paddock	0.30	0.30	9	780,483	780,483	234,145
Site 25	Green 6	LCC	Green	Paddock	0.20	0.20	6	914,091	914,091	182,818

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			Existing Use Value	Benchmark Land Value	Residual Value
			£/ha	£/ha	£/ha
Site 1	Brown 1000 HD	LCC	1,200,000	1,440,000	-1,891,026
Site 2	Brown 400 HD-high	LCC	1,200,000	1,440,000	-11,430,240
Site 3	Brown 400 HD	LCC	1,200,000	1,440,000	-2,038,223
Site 4	Brown 400	LCC	500,000	600,000	-499,889
Site 5	Brown 200 HD-high	LCC	1,200,000	1,440,000	-13,290,470
Site 6	Brown 200 HD	LCC	1,200,000	1,440,000	-2,841,191
Site 7	Brown 200	LCC	500,000	600,000	-508,160
Site 8	Brown 60 HD	LCC	1,200,000	1,440,000	-3,734,356
Site 9	Brown 60	LCC	500,000	600,000	-656,411
Site 10	Brown 20 HD	LCC	1,200,000	1,440,000	-1,856,054
Site 11	Brown 20	LCC	500,000	600,000	-635,536
Site 12	Brown 12 HD	LCC	500,000	600,000	-1,961,979
Site 13	Brown 12	LCC	500,000	600,000	-950,119
Site 14	Brown 9 HD	LCC	500,000	600,000	-1,698,618
Site 15	Brown 9	LCC	500,000	600,000	-1,134,993
Site 16	Brown 6 HD	LCC	500,000	600,000	-1,199,659
Site 17	Brown 6	LCC	500,000	600,000	-789,972
Site 18	Green 1,000	LCC	500,000	600,000	355,410
Site 19	Green 500	LCC	25,000	325,000	504,955
Site 20	Green 150	LCC	25,000	325,000	440,714
Site 21	Green 50	LCC	25,000	325,000	-2,119,434
Site 22	Green 20	LCC	25,000	325,000	712,902
Site 23	Green 12	LCC	50,000	350,000	917,303
Site 24	Green 9	LCC	50,000	350,000	780,483
Site 25	Green 6	LCC	50,000	350,000	914,091

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Table 10.15 Older People's Housing (Sheltered), Appraisal Results (£/ha)

		Affordable %	EUV	BLV	Residual Value
Site 1	**Green**	**30%**	**50,000**	**350,000**	**995,581**
Site 2	Green	0%	50,000	350,000	3,432,526
Site 3	Green	5%	50,000	350,000	3,025,743
Site 4	Green	10%	50,000	350,000	2,618,959
Site 5	Green	15%	50,000	350,000	2,214,053
Site 6	Green	20%	50,000	350,000	1,807,270
Site 7	Green	25%	50,000	350,000	1,400,486
Site 8	Green	30%	50,000	350,000	995,581
Site 9	Green	35%	50,000	350,000	588,797
Site 10	Green	40%	50,000	350,000	170,290
Site 11	Green	45%	50,000	350,000	-256,532
Site 12	Green	50%	50,000	350,000	-681,384
Site 13	**Brown**	**30%**	**500,000**	**600,000**	**22,094**
Site 14	Brown	0%	500,000	600,000	2,479,599
Site 15	Brown	5%	500,000	600,000	2,072,815
Site 16	Brown	10%	500,000	600,000	1,666,031
Site 17	Brown	15%	500,000	600,000	1,261,126
Site 18	Brown	20%	500,000	600,000	854,342
Site 19	Brown	25%	500,000	600,000	446,038
Site 20	Brown	30%	500,000	600,000	22,094
Site 21	Brown	35%	500,000	600,000	-402,758
Site 22	Brown	40%	500,000	600,000	-830,538
Site 23	Brown	45%	500,000	600,000	-1,270,380
Site 24	Brown	50%	500,000	600,000	-1,385,246

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Table 10.16 Older People's Housing (Extracare), Appraisal Results (£/ha)

		Affordable %	EUV	BLV	Residual Value
Site 1	**Green**	**30%**	**50,000**	**350,000**	**-615,413**
Site 2	Green	0%	50,000	350,000	2,519,942
Site 3	Green	5%	50,000	350,000	2,005,797
Site 4	Green	10%	50,000	350,000	1,491,653
Site 5	Green	15%	50,000	350,000	975,631
Site 6	Green	20%	50,000	350,000	460,370
Site 7	Green	25%	50,000	350,000	-75,941
Site 8	Green	30%	50,000	350,000	-615,413
Site 9	Green	35%	50,000	350,000	-1,160,375
Site 10	Green	40%	50,000	350,000	-1,716,335
Site 11	Green	45%	50,000	350,000	-2,272,295
Site 12	Green	50%	50,000	350,000	-2,831,163
Site 13	**Brown**	**30%**	**500,000**	**600,000**	**-1,968,603**
Site 14	Brown	0%	500,000	600,000	1,255,072
Site 15	Brown	5%	500,000	600,000	741,140
Site 16	Brown	10%	500,000	600,000	217,711
Site 17	Brown	15%	500,000	600,000	-321,538
Site 18	Brown	20%	500,000	600,000	-862,757
Site 19	Brown	25%	500,000	600,000	-1,412,872
Site 20	Brown	30%	500,000	600,000	-1,968,603
Site 21	Brown	35%	500,000	600,000	-2,524,334
Site 22	Brown	40%	500,000	600,000	-3,081,750
Site 23	Brown	45%	500,000	600,000	-3,645,913
Site 24	Brown	50%	500,000	600,000	-4,212,046

71

Student Housing

Table 10.17 Student Housing, Appraisal Results (£/ha)

			EUV	BLV	Residual Value
Site 1	Cluster 60	Brownfield	500,000	600,000	-500,737
Site 2	Cluster 175	Brownfield	500,000	600,000	223,714
Site 3	Cluster 500	Brownfield	500,000	600,000	368,892
Site 4	Studio 60	Brownfield	500,000	600,000	30,712,356
Site 5	Studio 175	Brownfield	500,000	600,000	17,341,961
Site 6	Studio 500	Brownfield	500,000	600,000	16,449,450

72

Non-residential

73

Moving Forward

- Circulate presentation – 25th July
- Rough and ready first draft of report – within the next week
- Comments by Friday 9th August (to the Council)

74

Appendix 3 – Consultation Notes

Local Plan Viability Workshop – 24th July 2019

Notes of Questions & statements from the Developer Day

Residential

1. Whilst accepting its matter for details – are further typologies (lower & higher density) going to be tested? At what stage will the testing of officer views happen? Is the council artificially lowering density?

   The typologies will be based on the emerging allocations so to be representative of future development.

2. No general comments on flatted schemes at this stage but price assumptions seems a little low.

   These will be reviewed.

3. Developers work in square feet which makes trying to work out yields difficult when based in Sqm.

   It is accepted that the industry works in both metric and imperial. It is necessary to work in one or other in a report of this type.

4. Price assumptions in the SRA seem light.

   Further data to be provided in due course.

5. Most genuine build for rent is aimed at 'millennials' which is built at very high spec so may have higher costs and higher values than suggested.

6. Housing associations think that the value data provided is about right.

PRS

7. Rents 10-15% low for the PRS private rent especially 2 beds – yields between 4.5-6%

8. Developer costs low – maybe at least £2000 difference from BCIS for over 5 storeys.

   This will be reviewed.

9. Developer returns 15 to 20% - 17.5% makes more sense – return is based mainly on speed of development. All these should be tested.

   Scenario testing will be carried out.

Residential Developer Cost

10. S106 based on £2,500 why has this been chosen?

    A range will be tested.

11. There appears to be no testing of design quality including BfL12 & accessibility standards – We need sensible design standards "Leicester is not the Cotswolds".
12. Some design standards can add at least 20% premium to development this would be extremely dangerous to viability of development in the City.

    This is about the use of evidence rather than the evidence itself.
13. Affordable housing is incorrect – will need to differentiate between PRS, Build to Rent & Students – affordable housing will need to be calculated on a scheme by scheme basis.

    It is necessary to test the options rather than the current policy requirements – the purpose of the study is to review the policy options.
14. Looking at the draft assessment of residential typologies - the 'Greens' maybe viable what is being proposed to turn the reds to greens? Will the council be looking at reducing developer contributions?

    The development of policy will be informed by the outputs of the study.
15. When is the council deciding to on its developer contribution strategy? Will it be adopting CIL or keeping S106.

    The development of policy will be informed by the outputs of the study.

Employment

16. Industrial yields are too low – should be closer 6.5% rent free period is too short.
17. Brownfield land prices is too low.

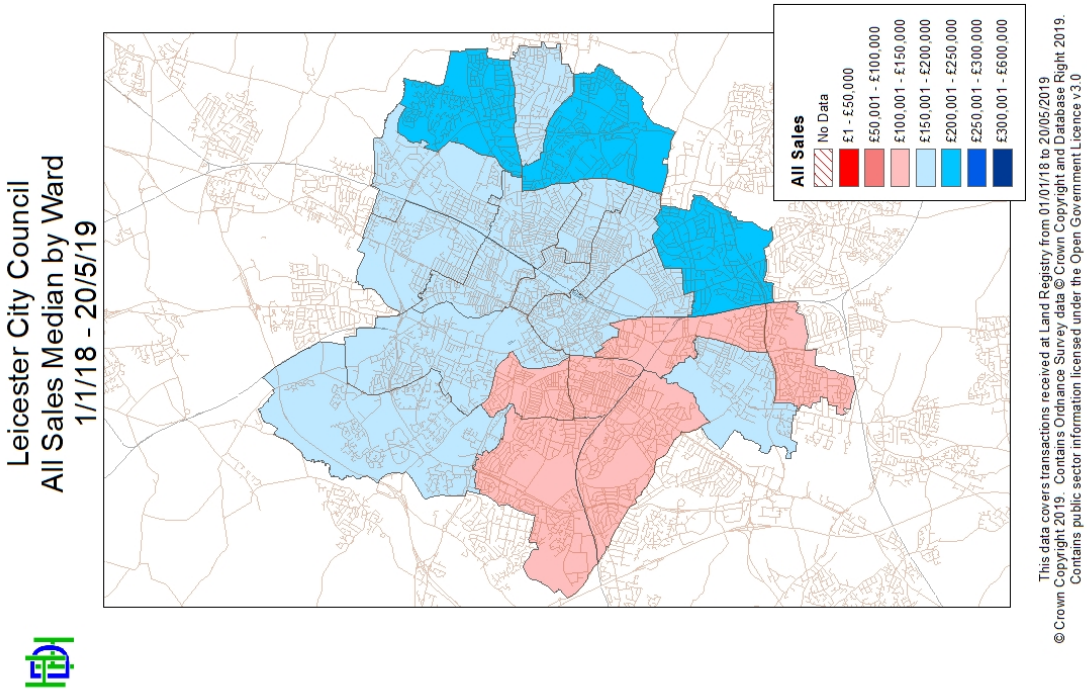
General comments

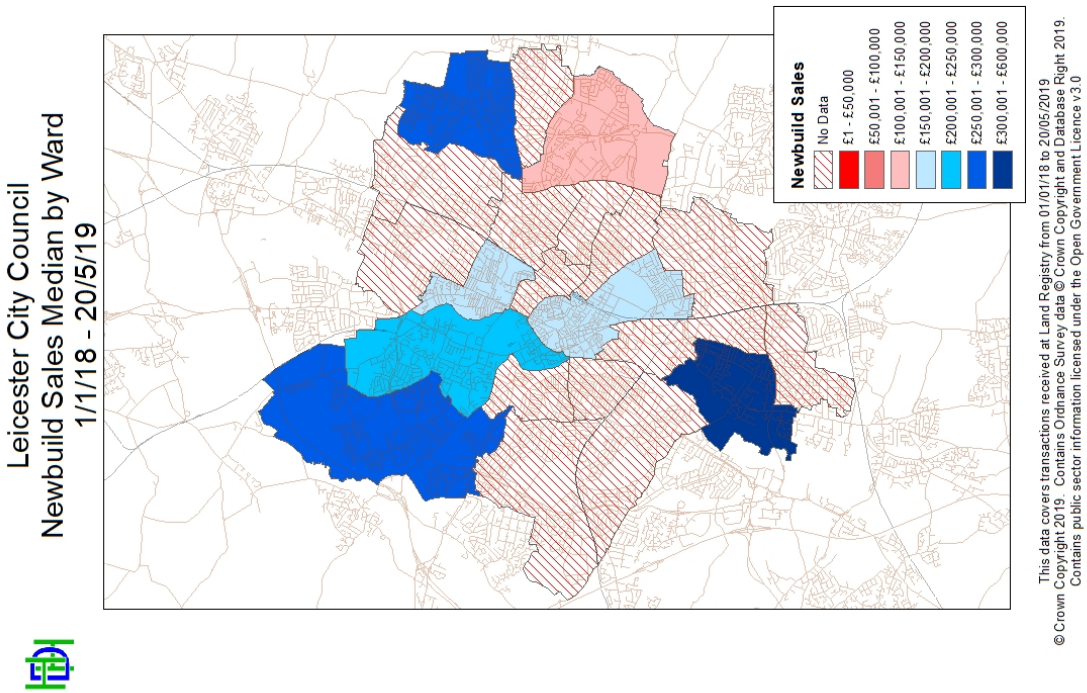
18. What sensitivity testing is taking place?

    To cover the policy options that are in consideration.
19. Has the impact of a potential Labour government on the viability and lifetime of the plan been tested.

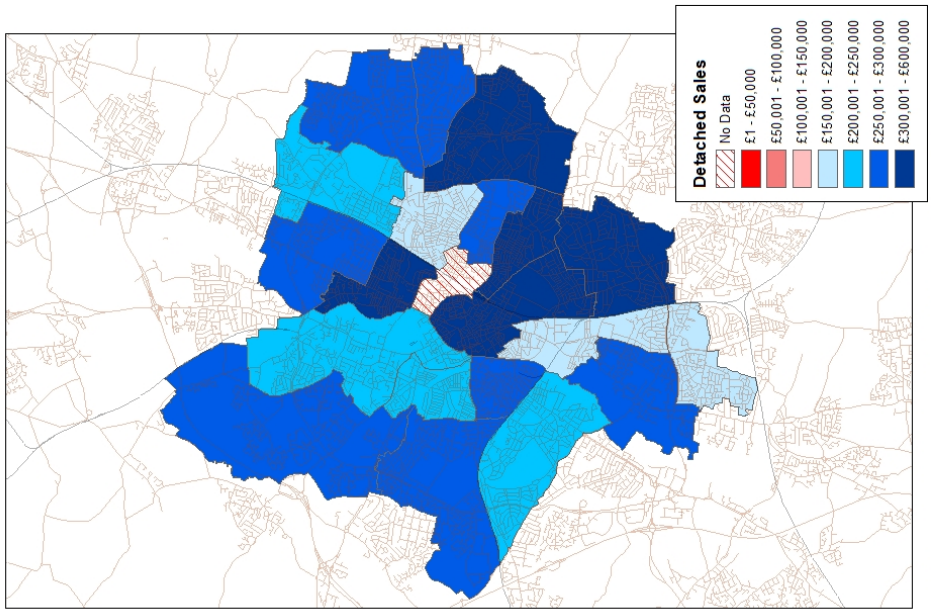
    A range of price and value options will be tested.

Appendix 4 – Price Maps





Leicester City Council
Detached Sales Median by Ward
1/1/18 - 20/5/19



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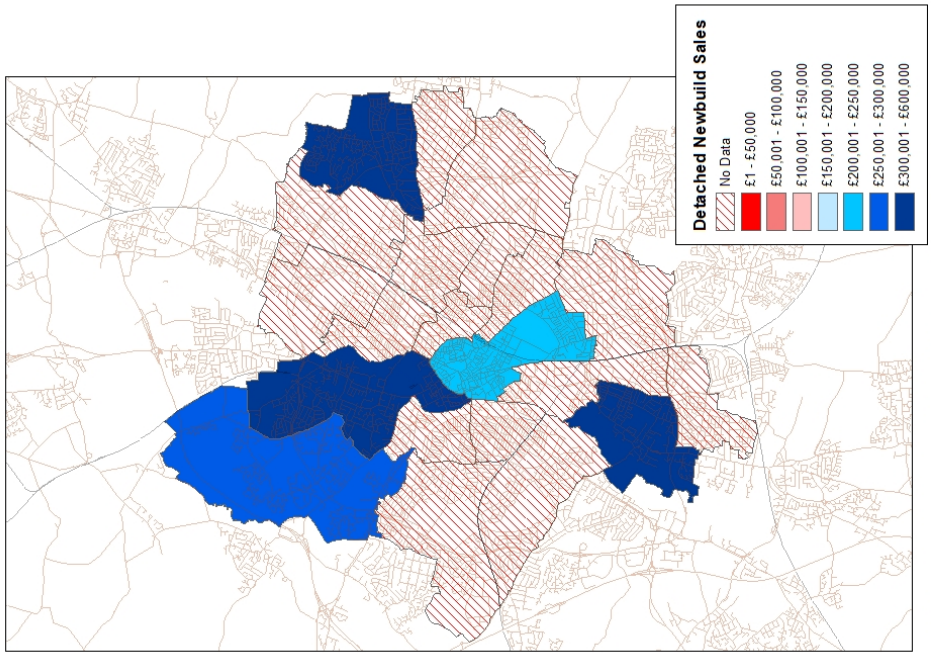
Leicester City Council
Detached Newbuild Sales Median by Ward
1/1/18 - 20/5/19



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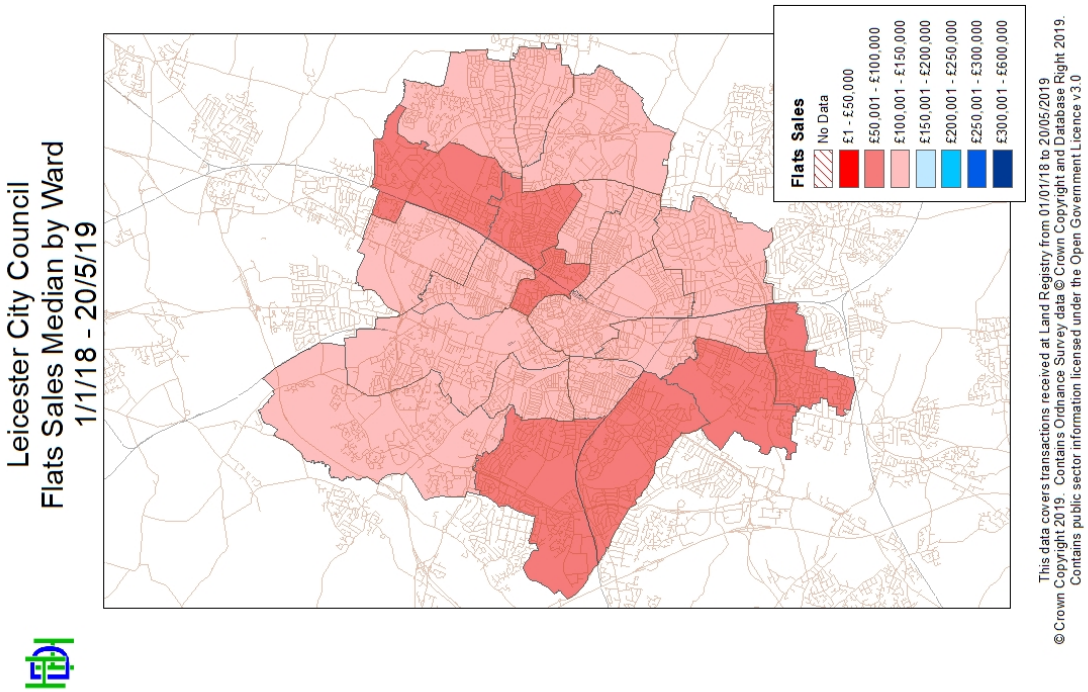
Leicester City Council
Flats Sales Median by Ward
1/1/18 - 20/5/19
Flats Sales
No Data
£1 - £50,000
£50,001 - £100,000
£100,001 - £150,000
£150,001 - £200,000
£200,001 - £250,000
£250,001 - £300,000
£300,001 - £600,000
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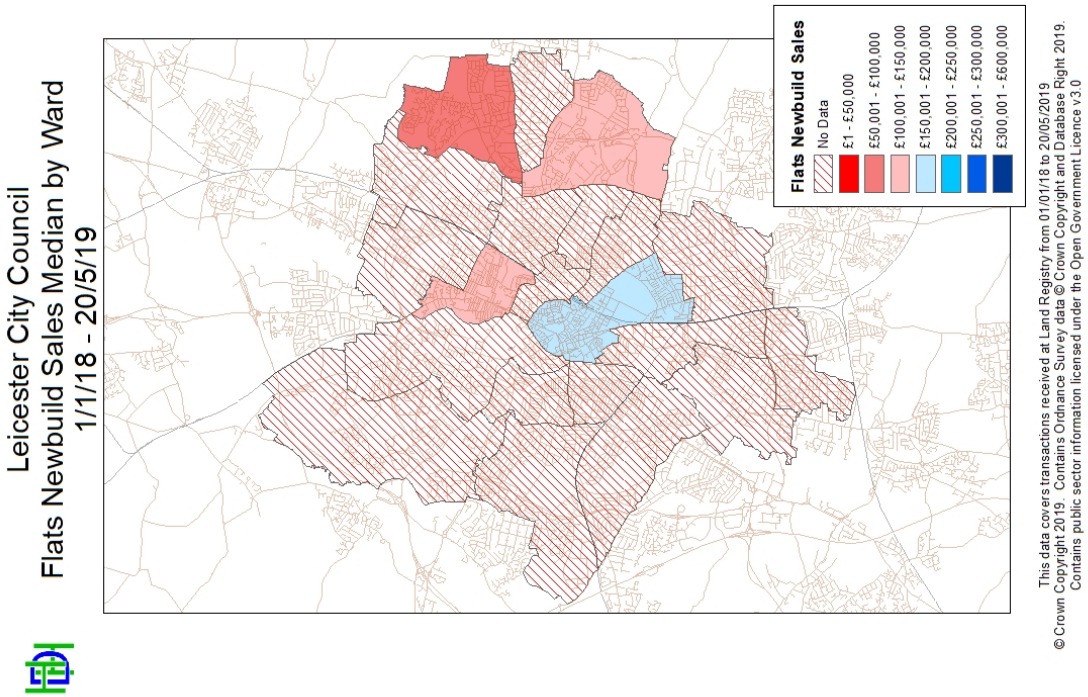
Leicester City Council
Flats Newbuild Sales Median by Ward
1/1/18 - 20/5/19
Flats Newbuild Sales
No Data
£1 - £50,000
£50,001 - £100,000
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£150,001 - £200,000
£200,001 - £250,000
£250,001 - £300,000
£300,001 - £600,000
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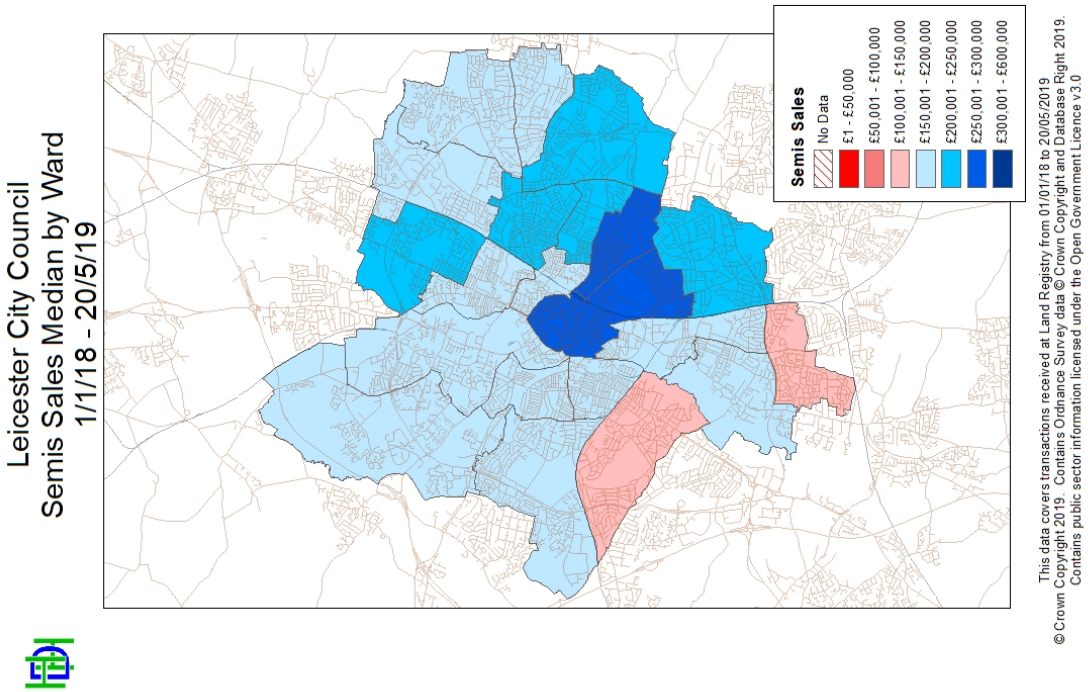
Leicester City Council
Semis Sales Median by Ward
1/1/18 - 20/5/19
Semis Sales
No Data
£1 - £50,000
£50,001 - £100,000
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£150,001 - £200,000
£200,001 - £250,000
£250,001 - £300,000
£300,001 - £600,000
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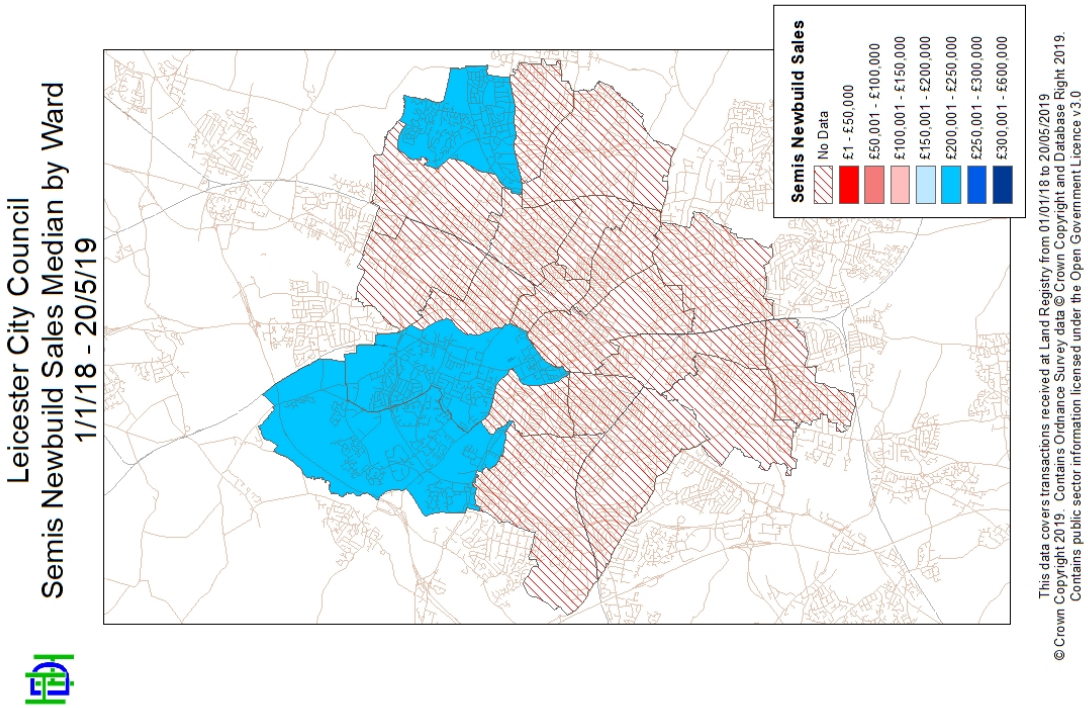
Leicester City Council
Semis Newbuild Sales Median by Ward
1/1/18 - 20/5/19
Semis Newbuild Sales
No Data
£1 - £50,000
£50,001 - £100,000
£100,001 - £150,000
£150,001 - £200,000
£200,001 - £250,000
£250,001 - £300,000
£300,001 - £600,000
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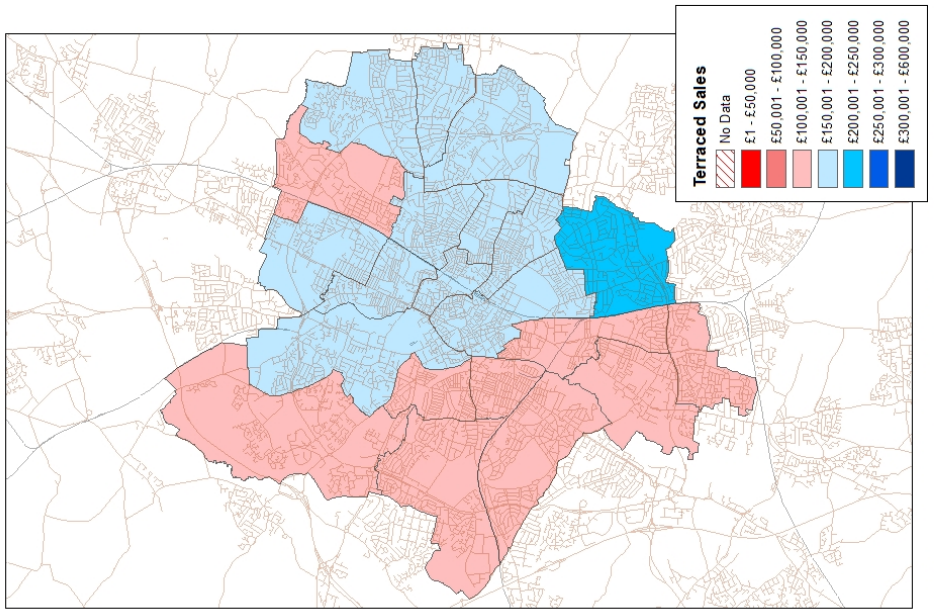
Leicester City Council
Terraced Sales Median by Ward
1/1/18 - 20/5/19



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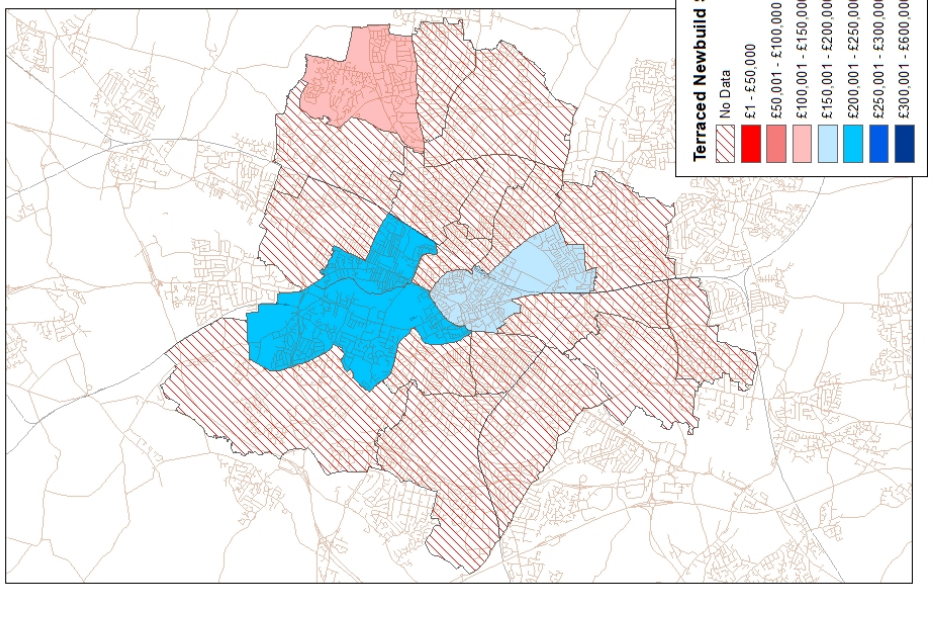
Leicester City Council
Terraced Newbuild Sales Median by Ward
1/1/18 - 20/5/19



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Appendix 5 – Land Registry PPD and EPC Data

Date	Price Paid	Type	saon	paon	street	locality	Postcode	m2	£/m2
10/02/2017	£126,000	F	APARTMENT ST2	THE EXCHANGE, 5	LEE STREET		LE1 3AH		
14/08/2017	£135,000	F	FLAT 214	THE EXCHANGE, 5	LEE STREET		LE1 3AH	93.08	£1,450
28/07/2017	£80,000	F	FLAT 221	THE EXCHANGE, 5	LEE STREET		LE1 3AH	34.8	£2,299
31/08/2017	£112,000	F	NORTH TOWER 1	THE EXCHANGE, 5	LEE STREET		LE1 3AH	61.41	£1,824
27/01/2017	£193,000	F	FLAT 10	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
16/03/2017	£135,000	F	FLAT 11	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
28/11/2017	£208,000	F	FLAT 14	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
07/02/2017	£195,000	F	FLAT 2	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
31/01/2017	£175,000	F	FLAT 3	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
01/09/2017	£174,950	F	FLAT 6	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
29/09/2017	£190,000	F	FLAT 7	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
23/02/2017	£210,000	F	FLAT 8	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
24/07/2017	£145,000	F	FLAT 9	MADELEINE HOUSE, 76	CLARENDON PARK ROAD		LE2 3AL		
12/01/2017	£135,500	F		1	COWPER STREET		LE2 6ES	55	£2,464
06/12/2017	£215,000	F		19	COWPER STREET		LE2 6ES	87	£2,471
21/12/2017	£200,000	F		21	COWPER STREET		LE2 6ES	87	£2,299
13/03/2017	£310,000	F		1	WHEATSHEAF COURT		LE2 6ET	158	£1,962
27/03/2017	£184,000	F		2	WHEATSHEAF COURT		LE2 6ET	82	£2,244
19/09/2017	£184,000	F		3	WHEATSHEAF COURT		LE2 6ET	82	£2,244
30/01/2017	£184,000	F		4	WHEATSHEAF COURT		LE2 6ET		
02/11/2017	£185,000	F		5	WHEATSHEAF COURT		LE2 6ET	82	£2,256
24/02/2017	£184,000	F		7	WHEATSHEAF COURT		LE2 6ET	82	£2,244
27/10/2017	£184,000	F		8	WHEATSHEAF COURT		LE2 6ET	82	£2,244
05/10/2017	£184,000	F		9	WHEATSHEAF COURT		LE2 6ET	82	£2,244
31/07/2017	£325,000	F		10	WHEATSHEAF COURT		LE2 6ET	107	£3,037
16/11/2017	£117,000	F		11	WHEATSHEAF COURT		LE2 6ET	50	£2,340
17/11/2017	£117,000	F		12	WHEATSHEAF COURT		LE2 6ET	49	£2,388
31/08/2017	£175,000	F		13	WHEATSHEAF COURT		LE2 6ET	82	£2,134
11/08/2017	£170,000	F		14	WHEATSHEAF COURT		LE2 6ET	79	£2,152
01/12/2017	£170,000	F		15	WHEATSHEAF COURT		LE2 6ET	79	£2,152
04/05/2017	£179,000	F		16	WHEATSHEAF COURT		LE2 6ET	79	£2,266
08/09/2017	£170,000	F		19	WHEATSHEAF COURT		LE2 6ET	79	£2,152
06/10/2017	£185,000	F		20	WHEATSHEAF COURT		LE2 6ET	79	£2,342
25/04/2017	£250,000	F		22	WHEATSHEAF COURT		LE2 6ET	115	£2,174
24/02/2017	£140,000	F	APARTMENT 1	5	COWPER STREET		LE2 6EU	65	£2,154
07/04/2017	£110,000	F	APARTMENT 44	5	COWPER STREET		LE2 6EU	51	£2,157
15/09/2017	£115,000	F	APARTMENT 46	5	COWPER STREET		LE2 6EU	52	£2,212
31/08/2017	£118,000	F	APARTMENT 47	5	COWPER STREET		LE2 6EU	52	£2,269
31/08/2017	£118,000	F	APARTMENT 48	5	COWPER STREET		LE2 6EU	52	£2,269
17/11/2017	£110,000	F	APARTMENT 49	5	COWPER STREET		LE2 6EU	43	£2,558
04/09/2017	£148,000	F	APARTMENT 14	23	COWPER STREET		LE2 6EW	65	£2,277

31/08/2017	£137,000	F	APARTMENT 16	23	COWPER STREET	LE2 6EW	61	£2,246
04/09/2017	£132,375	F	APARTMENT 17	23	COWPER STREET	LE2 6EW	58	£2,282
21/12/2017	£87,000	F	APARTMENT 18	23	COWPER STREET	LE2 6EW	41	£2,122
04/08/2017	£227,500	F	APARTMENT 19	23	COWPER STREET	LE2 6EW	109	£2,087
08/12/2017	£128,000	F	APARTMENT 3	23	COWPER STREET	LE2 6EW	56	£2,286
31/08/2017	£82,500	F	APARTMENT 33	23	COWPER STREET	LE2 6EW	39	£2,115
31/08/2017	£142,000	F	APARTMENT 34	23	COWPER STREET	LE2 6EW	61	£2,328
30/08/2017	£130,000	F	APARTMENT 35	23	COWPER STREET	LE2 6EW	58	£2,241
17/08/2017	£106,000	F	APARTMENT 37	23	COWPER STREET	LE2 6EW	50	£2,120
22/09/2017	£134,500	F	APARTMENT 4	23	COWPER STREET	LE2 6EW	58	£2,319
22/08/2017	£118,000	F	APARTMENT 50	23	COWPER STREET	LE2 6EW	52	£2,269
18/08/2017	£125,000	F	APARTMENT 51	23	COWPER STREET	LE2 6EW	52	£2,404
15/08/2017	£118,000	F	APARTMENT 52	23	COWPER STREET	LE2 6EW	52	£2,269
13/10/2017	£83,000	F	APARTMENT 54	18	WHEATSHEAF COURT	LE2 6EX	36	£2,306
31/08/2017	£118,000	F	APARTMENT 55	18	WHEATSHEAF COURT	LE2 6EX	51	£2,314
17/08/2017	£118,000	F	APARTMENT 56	18	WHEATSHEAF COURT	LE2 6EX	53	£2,226
31/01/2017	£248,950	T		1	MCKAY AVENUE	LE4 5FD	113	£2,203
28/04/2017	£239,950	T		3	MCKAY AVENUE	LE4 5FD	103	£2,330
10/02/2017	£245,950	T		5	MCKAY AVENUE	LE4 5FD	113	£2,177
03/02/2017	£239,950	T		7	MCKAY AVENUE	LE4 5FD	103	£2,330
23/01/2017	£239,950	T		9	MCKAY AVENUE	LE4 5FD	82	£2,926
31/01/2017	£214,950	T		11	MCKAY AVENUE	LE4 5FD	82	£2,621
06/02/2017	£213,450	T		13	MCKAY AVENUE	LE4 5FD	82	£2,603
06/02/2017	£204,950	T		15	MCKAY AVENUE	LE4 5FD	77	£2,662
06/02/2017	£204,450	T		17	MCKAY AVENUE	LE4 5FD	77	£2,655
16/02/2017	£181,950	S		19	MCKAY AVENUE	LE4 5FD	68	£2,676
28/02/2017	£181,950	S		21	MCKAY AVENUE	LE4 5FD	68	£2,676
28/11/2017	£219,950	T		99	CHARLES BENNION WALK	LE4 5FF	78	£2,820
18/10/2017	£229,950	T		103	CHARLES BENNION WALK	LE4 5FF	85	£2,705
28/09/2017	£229,950	T		105	CHARLES BENNION WALK	LE4 5FF	85	£2,705
29/09/2017	£194,950	T		107	CHARLES BENNION WALK	LE4 5FF	68	£2,867
06/10/2017	£194,950	T		109	CHARLES BENNION WALK	LE4 5FF	68	£2,867
22/09/2017	£258,000	T		111	CHARLES BENNION WALK	LE4 5FF	105	£2,457
27/10/2017	£255,000	T		113	CHARLES BENNION WALK	LE4 5FF	105	£2,429
28/09/2017	£255,000	T		115	CHARLES BENNION WALK	LE4 5FF	105	£2,429
28/09/2017	£255,000	T		117	CHARLES BENNION WALK	LE4 5FF	105	£2,429
24/08/2017	£227,950	T		110A	ROSS WALK	LE4 5HH	85	£2,682
21/12/2017	£215,950	T		110B	ROSS WALK	LE4 5HH	78	£2,769
21/08/2017	£215,950	T		112A	ROSS WALK	LE4 5HH	78	£2,769
18/08/2017	£218,950	T		112B	ROSS WALK	LE4 5HH	78	£2,807
24/08/2017	£223,950	T		114A	ROSS WALK	LE4 5HH	85	£2,635
10/11/2017	£228,950	T		114B	ROSS WALK	LE4 5HH	85	£2,694
20/10/2017	£227,950	T		116A	ROSS WALK	LE4 5HH	85	£2,682
24/02/2017	£218,000	T		73	CHARLES BENNION WALK	LE4 5HU	82	£2,659
31/03/2017	£216,500	T		75	CHARLES BENNION WALK	LE4 5HU	82	£2,640
24/02/2017	£216,500	T		77	CHARLES BENNION WALK	LE4 5HU	82	£2,640
03/03/2017	£207,950	T		79	CHARLES BENNION WALK	LE4 5HU	77	£2,701

17/03/2017	£206,500	T		81	CHARLES BENNION WALK	LE4 5HU	77	£2,682
23/03/2017	£216,500	T		83	CHARLES BENNION WALK	LE4 5HU	82	£2,640
02/03/2017	£184,950	S		85	CHARLES BENNION WALK	LE4 5HU	68	£2,720
24/03/2017	£184,950	S		87	CHARLES BENNION WALK	LE4 5HU	68	£2,720
30/11/2017	£258,000	T		89	CHARLES BENNION WALK	LE4 5HU	105	£2,457
05/12/2017	£250,000	T		95	CHARLES BENNION WALK	LE4 5HU	105	£2,381
30/11/2017	£217,950	T		1	PEARSON AVENUE	LE4 5JE	78	£2,794
07/04/2017	£238,000	S		2	PEARSON AVENUE	LE4 5JE	103	£2,311
18/12/2017	£217,950	T		3	PEARSON AVENUE	LE4 5JE	78	£2,794
25/04/2017	£243,950	S		4	PEARSON AVENUE	LE4 5JE	113	£2,159
22/09/2017	£228,950	T		5	PEARSON AVENUE	LE4 5JE	85	£2,694
24/02/2017	£206,500	T		6	PEARSON AVENUE	LE4 5JE	77	£2,682
29/09/2017	£228,950	T		7	PEARSON AVENUE	LE4 5JE	85	£2,694
24/01/2017	£204,950	T		8	PEARSON AVENUE	LE4 5JE	77	£2,662
31/10/2017	£217,950	T		9	PEARSON AVENUE	LE4 5JE	78	£2,794
30/01/2017	£214,950	T		10	PEARSON AVENUE	LE4 5JE	82	£2,621
16/10/2017	£217,950	T		11	PEARSON AVENUE	LE4 5JE	111	£1,964
31/03/2017	£239,950	T		12	PEARSON AVENUE	LE4 5JE	103	£2,330
02/11/2017	£196,500	T		13	PEARSON AVENUE	LE4 5JE	68	£2,890
29/03/2017	£239,950	T		14	PEARSON AVENUE	LE4 5JE	103	£2,330
18/12/2017	£196,500	T		15	PEARSON AVENUE	LE4 5JE	68	£2,890
30/03/2017	£245,950	T		16	PEARSON AVENUE	LE4 5JE	113	£2,177
17/11/2017	£228,950	T		17	PEARSON AVENUE	LE4 5JE	85	£2,694
30/03/2017	£245,950	T		18	PEARSON AVENUE	LE4 5JE	113	£2,177
30/03/2017	£248,950	T		20	PEARSON AVENUE	LE4 5JE	113	£2,203
30/11/2017	£217,950	T		21	PEARSON AVENUE	LE4 5JE	78	£2,794
28/11/2017	£228,950	T		23	PEARSON AVENUE	LE4 5JE	85	£2,694
18/01/2018	£159,950	F	FLAT 4	97	CHARLES BENNION WALK	LE4 5FG	70	£2,285
26/03/2018	£154,950	F	FLAT 5	97	CHARLES BENNION WALK	LE4 5FG	69	£2,246
22/02/2018	£121,950	F	FLAT 6	97	CHARLES BENNION WALK	LE4 5FG	49	£2,489
02/03/2018	£118,000	F	FLAT 7	97	CHARLES BENNION WALK	LE4 5FG	47	£2,511
15/03/2018	£147,950	F	FLAT 8	97	CHARLES BENNION WALK	LE4 5FG	70	£2,114
29/03/2018	£155,000	F	FLAT 9	97	CHARLES BENNION WALK	LE4 5FG	68	£2,279
15/06/2018	£202,950	T		97	ABBEY MEADOWS	LE4 5FH	74	£2,743
27/03/2018	£199,950	T		99	ABBEY MEADOWS	LE4 5FH	74	£2,702
16/03/2018	£202,950	T		101	ABBEY MEADOWS	LE4 5FH	74	£2,743
29/03/2018	£202,950	T		103	ABBEY MEADOWS	LE4 5FH	74	£2,743
20/03/2018	£199,950	T		105	ABBEY MEADOWS	LE4 5FH	74	£2,702
28/03/2018	£202,950	T		107	ABBEY MEADOWS	LE4 5FH	74	£2,743
08/06/2018	£202,950	T		109	ABBEY MEADOWS	LE4 5FH	74	£2,743
13/04/2018	£202,950	T		111	ABBEY MEADOWS	LE4 5FH	74	£2,743
29/03/2018	£204,950	T		113	ABBEY MEADOWS	LE4 5FH	74	£2,770
22/03/2018	£279,950	T		115	ABBEY MEADOWS	LE4 5FH	133	£2,105
08/06/2018	£205,950	T		1	PESCALL BOULEVARD	LE4 5FJ	74	£2,783
08/06/2018	£205,950	T		3	PESCALL BOULEVARD	LE4 5FJ	74	£2,783
28/09/2018	£199,950	T		4	PESCALL BOULEVARD	LE4 5FJ	74	£2,702
14/06/2018	£205,950	T		5	PESCALL BOULEVARD	LE4 5FJ	74	£2,783

13/09/2018	£199,950	T	6	PESCALL BOULEVARD		LE4 5FJ	74	£2,702
30/07/2018	£207,995	T	7	PESCALL BOULEVARD		LE4 5FJ	74	£2,811
18/07/2018	£207,950	T	8	PESCALL BOULEVARD		LE4 5FJ	74	£2,810
23/03/2018	£238,950	S	9	PESCALL BOULEVARD		LE4 5FJ	95	£2,515
16/11/2018	£195,500	T	10	PESCALL BOULEVARD		LE4 5FJ	74	£2,642
27/04/2018	£236,950	S	11	PESCALL BOULEVARD		LE4 5FJ	95	£2,494
28/09/2018	£199,950	T	12	PESCALL BOULEVARD		LE4 5FJ	74	£2,702
30/04/2018	£241,950	S	13	PESCALL BOULEVARD		LE4 5FJ	95	£2,547
13/07/2018	£207,950	T	14	PESCALL BOULEVARD		LE4 5FJ	74	£2,810
24/08/2018	£241,950	S	15	PESCALL BOULEVARD		LE4 5FJ	95	£2,547
14/12/2018	£260,000	T	1	LANGTON WAY		LE4 5FL	133	£1,955
21/09/2018	£217,950	T	2	LANGTON WAY		LE4 5FL	88	£2,477
21/09/2018	£254,950	S	3	LANGTON WAY		LE4 5FL	109	£2,339
31/08/2018	£224,950	T	4	LANGTON WAY		LE4 5FL	88	£2,556
26/11/2018	£252,950	T	5	LANGTON WAY		LE4 5FL	109	£2,321
06/09/2018	£224,950	T	6	LANGTON WAY		LE4 5FL	88	£2,556
28/09/2018	£250,950	T	7	LANGTON WAY		LE4 5FL	109	£2,302
06/09/2018	£229,500	T	8	LANGTON WAY		LE4 5FL	88	£2,608
28/09/2018	£255,950	T	9	LANGTON WAY		LE4 5FL	109	£2,348
28/09/2018	£230,000	S	10	LANGTON WAY		LE4 5FL	95	£2,421
28/09/2018	£256,950	T	11	LANGTON WAY		LE4 5FL	109	£2,357
07/09/2018	£243,500	S	12	LANGTON WAY		LE4 5FL	95	£2,563
18/10/2018	£247,000	T	13	LANGTON WAY		LE4 5FL	109	£2,266
13/09/2018	£254,950	T	14	LANGTON WAY		LE4 5FL	109	£2,339
19/11/2018	£247,950	T	15	LANGTON WAY		LE4 5FL	109	£2,275
14/12/2018	£247,000	T	16	LANGTON WAY		LE4 5FL	109	£2,266
22/02/2019	£249,950	T	17	LANGTON WAY		LE4 5FL	109	£2,293
28/02/2019	£249,950	T	18	LANGTON WAY		LE4 5FL	109	£2,293
16/11/2018	£199,950	S	6	HARSTON LANE		LE4 5FN	74	£2,702
16/11/2018	£199,950	S	8	HARSTON LANE		LE4 5FN	74	£2,702
23/11/2018	£199,950	S	10	HARSTON LANE		LE4 5FN	74	£2,702
30/11/2018	£254,950	T	2	COSBY WALK		LE4 5FR	109	£2,339
25/01/2019	£249,950	T	4	COSBY WALK		LE4 5FR	109	£2,293
22/02/2019	£249,950	T	8	COSBY WALK		LE4 5FR	109	£2,293
28/01/2019	£252,950	T	14	COSBY WALK		LE4 5FR	109	£2,321
22/02/2019	£249,950	T	16	COSBY WALK		LE4 5FR	109	£2,293
22/02/2019	£252,950	S	18	COSBY WALK		LE4 5FR	109	£2,321
01/02/2018	£219,950	T	108B	ROSS WALK		LE4 5HH	82	£2,682
28/02/2018	£218,950	T	116B	ROSS WALK		LE4 5HH	78	£2,807
14/02/2018	£255,000	T	91	CHARLES BENNION WALK		LE4 5HU	105	£2,429
01/02/2018	£245,000	T	93	CHARLES BENNION WALK		LE4 5HU	105	£2,333
01/02/2018	£218,950	T	19	PEARSON AVENUE		LE4 5JE	85	£2,576
09/02/2018	£230,950	T	25	PEARSON AVENUE		LE4 5JE	85	£2,717
28/09/2018	£274,995	S	1	LAVERTON ROAD	HAMILTON	LE5 1DW	89	£3,090
17/08/2018	£284,995	S	3	LAVERTON ROAD	HAMILTON	LE5 1DW	89	£3,202
17/08/2018	£299,995	D	5	LAVERTON ROAD	HAMILTON	LE5 1DW	98	£3,061
11/01/2018	£299,995	D	7	LAVERTON ROAD	HAMILTON	LE5 1DW	110	£2,727

19/01/2018	£339,995	D	13	LAVERTON ROAD	HAMILTON	LE5 1DW	120	£2,833
23/02/2018	£289,995	D	15	LAVERTON ROAD	HAMILTON	LE5 1DW	105	£2,762
31/08/2018	£264,995	S	17	LAVERTON ROAD	HAMILTON	LE5 1DW	89	£2,977
31/08/2018	£264,995	S	19	LAVERTON ROAD	HAMILTON	LE5 1DW	89	£2,977
16/02/2018	£339,995	D	12	FARNLEY ROAD	HAMILTON	LE5 1GP	128	£2,656
29/03/2018	£299,995	D	14	FARNLEY ROAD	HAMILTON	LE5 1GP	109	£2,752
10/04/2018	£299,995	D	16	FARNLEY ROAD	HAMILTON	LE5 1GP	109	£2,752
13/04/2018	£269,995	D	18	FARNLEY ROAD	HAMILTON	LE5 1GP	98	£2,755
20/04/2018	£299,995	D	20	FARNLEY ROAD	HAMILTON	LE5 1GP	109	£2,752
27/04/2018	£299,995	D	22	FARNLEY ROAD	HAMILTON	LE5 1GP	109	£2,752
27/04/2018	£272,995	D	24	FARNLEY ROAD	HAMILTON	LE5 1GP	98	£2,786
25/01/2018	£314,995	D	35	FARNLEY ROAD	HAMILTON	LE5 1GP	120	£2,625
25/01/2018	£269,995	D	37	FARNLEY ROAD	HAMILTON	LE5 1GP	105	£2,571
23/02/2018	£239,995	S	39	FARNLEY ROAD	HAMILTON	LE5 1GP	89	£2,697
02/03/2018	£239,995	S	41	FARNLEY ROAD	HAMILTON	LE5 1GP	89	£2,697
16/03/2018	£269,995	D	43	FARNLEY ROAD	HAMILTON	LE5 1GP	105	£2,571
04/05/2018	£424,995	D	4	CLOUGHTON ROAD	HAMILTON	LE5 1GR	164	£2,591
03/07/2018	£454,995	D	6	CLOUGHTON ROAD	HAMILTON	LE5 1GR	177	£2,571
03/07/2018	£424,995	D	8	CLOUGHTON ROAD	HAMILTON	LE5 1GR	164	£2,591
06/07/2018	£449,995	D	12	CLOUGHTON ROAD	HAMILTON	LE5 1GR	177	£2,542
13/07/2018	£424,995	D	14	CLOUGHTON ROAD	HAMILTON	LE5 1GR	164	£2,591
20/07/2018	£474,995	D	16	CLOUGHTON ROAD	HAMILTON	LE5 1GR	189	£2,513
01/08/2018	£429,995	D	18	CLOUGHTON ROAD	HAMILTON	LE5 1GR	164	£2,622
23/08/2018	£454,995	D	20	CLOUGHTON ROAD	HAMILTON	LE5 1GR	177	£2,571
10/08/2018	£329,995	D	22	CLOUGHTON ROAD	HAMILTON	LE5 1GR	120	£2,750
16/08/2018	£289,995	D	24	CLOUGHTON ROAD	HAMILTON	LE5 1GR	105	£2,762
27/07/2018	£324,995	D	26	CLOUGHTON ROAD	HAMILTON	LE5 1GR	120	£2,708
13/07/2018	£274,995	D	28	CLOUGHTON ROAD	HAMILTON	LE5 1GR	105	£2,619
06/07/2018	£274,995	D	30	CLOUGHTON ROAD	HAMILTON	LE5 1GR	98	£2,806
16/07/2018	£319,995	D	32	CLOUGHTON ROAD	HAMILTON	LE5 1GR	120	£2,667
15/06/2018	£249,995	S	34	CLOUGHTON ROAD	HAMILTON	LE5 1GR	89	£2,809
15/06/2018	£249,995	S	36	CLOUGHTON ROAD	HAMILTON	LE5 1GR	89	£2,809
08/06/2018	£246,995	S	38	CLOUGHTON ROAD	HAMILTON	LE5 1GR	89	£2,775
08/06/2018	£244,995	S	40	CLOUGHTON ROAD	HAMILTON	LE5 1GR	89	£2,753
26/10/2018	£143,878	T	42	CLOUGHTON ROAD	HAMILTON	LE5 1GR	77	£1,869
26/10/2018	£143,878	T	44	CLOUGHTON ROAD	HAMILTON	LE5 1GR	77	£1,869
26/10/2018	£143,878	T	46	CLOUGHTON ROAD	HAMILTON	LE5 1GR	77	£1,869
26/10/2018	£143,878	T	48	CLOUGHTON ROAD	HAMILTON	LE5 1GR	77	£1,869
26/10/2018	£143,878	T	50	CLOUGHTON ROAD	HAMILTON	LE5 1GR	77	£1,869
26/10/2018	£156,417	T	62	CLOUGHTON ROAD	HAMILTON	LE5 1GR	84	£1,862
20/04/2018	£319,995	D	1	CLOUGHTON ROAD	HAMILTON	LE5 1GT	120	£2,667
27/04/2018	£277,995	D	3	CLOUGHTON ROAD	HAMILTON	LE5 1GT	105	£2,648
18/05/2018	£369,995	D	5	CLOUGHTON ROAD	HAMILTON	LE5 1GT	142	£2,606
14/12/2018	£334,995	D	7	CLOUGHTON ROAD	HAMILTON	LE5 1GT	120	£2,792
09/11/2018	£282,995	D	9	CLOUGHTON ROAD	HAMILTON	LE5 1GT	98	£2,888
26/07/2018	£279,995	D	1	GATENBY CLOSE	HAMILTON	LE5 1GU	98	£2,857
10/08/2018	£329,995	D	2	GATENBY CLOSE	HAMILTON	LE5 1GU	120	£2,750

16/08/2018	£284,995	D		3	GATENBY CLOSE	HAMILTON	LE5 1GU	105	£2,714
07/09/2018	£284,995	D		4	GATENBY CLOSE	HAMILTON	LE5 1GU	105	£2,714
21/09/2018	£289,995	D		5	GATENBY CLOSE	HAMILTON	LE5 1GU	105	£2,762
28/09/2018	£254,995	S		6	GATENBY CLOSE	HAMILTON	LE5 1GU	89	£2,865
28/09/2018	£254,995	S		7	GATENBY CLOSE	HAMILTON	LE5 1GU	89	£2,865
08/10/2018	£289,995	D		8	GATENBY CLOSE	HAMILTON	LE5 1GU	105	£2,762
26/10/2018	£279,995	D		9	GATENBY CLOSE	HAMILTON	LE5 1GU	98	£2,857
12/10/2018	£259,995	S		10	GATENBY CLOSE	HAMILTON	LE5 1GU	89	£2,921
19/10/2018	£264,995	S		11	GATENBY CLOSE	HAMILTON	LE5 1GU	89	£2,977
30/01/2019	£282,995	D		12	GATENBY CLOSE	HAMILTON	LE5 1GU	98	£2,888
23/03/2018	£108,500	F	APARTMENT 1	190	SANDHILLS AVENUE	HAMILTON	LE5 1PL	63	£1,722
27/02/2018	£75,000	F	APARTMENT 11	190	SANDHILLS AVENUE	HAMILTON	LE5 1PL	43	£1,744
02/11/2018	£349,995	D		87	LAVERTON ROAD	HAMILTON	LE5 1WG	128	£2,734
08/10/2018	£399,995	D		89	LAVERTON ROAD	HAMILTON	LE5 1WG	150	£2,667
27/04/2018	£439,995	D		91	LAVERTON ROAD	HAMILTON	LE5 1WG	164	£2,683
23/02/2018	£469,995	D		93	LAVERTON ROAD	HAMILTON	LE5 1WG	177	£2,655
30/11/2018	£279,995	S		2	LAVERTON ROAD	HAMILTON	LE5 1WJ	89	£3,146
04/01/2019	£279,995	S		4	LAVERTON ROAD	HAMILTON	LE5 1WJ	89	£3,146
14/12/2018	£289,995	D		6	LAVERTON ROAD	HAMILTON	LE5 1WJ	98	£2,959
14/12/2018	£294,995	D		8	LAVERTON ROAD	HAMILTON	LE5 1WJ	105	£2,809
04/01/2019	£339,995	D		10	LAVERTON ROAD	HAMILTON	LE5 1WJ	120	£2,833
25/05/2018	£389,995	D		17	BARLOW ROAD	HAMILTON	LE5 1WL	150	£2,600
19/04/2018	£469,995	D		21	BARLOW ROAD	HAMILTON	LE5 1WL	189	£2,487
02/03/2018	£524,995	D		23	BARLOW ROAD	HAMILTON	LE5 1WL	208	£2,524
23/04/2018	£254,995	S		48	KEYHAM LANE WEST	HAMILTON	LE5 1WN	118	£2,161
02/02/2018	£239,995	S		50	KEYHAM LANE WEST	HAMILTON	LE5 1WN	103	£2,330
16/03/2018	£272,995	D		1	BORROWBY CLOSE	HAMILTON	LE5 1WQ	105	£2,600
16/03/2018	£309,995	D		2	BORROWBY CLOSE	HAMILTON	LE5 1WQ	120	£2,583
08/02/2018	£259,995	D		3	BORROWBY CLOSE	HAMILTON	LE5 1WQ	98	£2,653
09/03/2018	£269,995	D		4	BORROWBY CLOSE	HAMILTON	LE5 1WQ	105	£2,571
16/02/2018	£329,995	D		5	BORROWBY CLOSE	HAMILTON	LE5 1WQ	128	£2,578
05/02/2018	£349,995	D		6	BORROWBY CLOSE	HAMILTON	LE5 1WQ	131	£2,672
25/01/2018	£329,995	D		7	BORROWBY CLOSE	HAMILTON	LE5 1WQ	128	£2,578
12/01/2018	£267,995	D		8	BORROWBY CLOSE	HAMILTON	LE5 1WQ	105	£2,552
05/01/2018	£309,995	D		9	BORROWBY CLOSE	HAMILTON	LE5 1WQ	120	£2,583
30/01/2018	£304,995	D		11	BORROWBY CLOSE	HAMILTON	LE5 1WQ	120	£2,542
17/10/2018	£489,995	D		1	GRINDALE ROAD	HAMILTON	LE5 1WS	189	£2,593
12/10/2018	£454,995	D		3	GRINDALE ROAD	HAMILTON	LE5 1WS	177	£2,571
01/02/2019	£489,995	D		4	GRINDALE ROAD	HAMILTON	LE5 1WS	189	£2,593
16/11/2018	£399,995	D		5	GRINDALE ROAD	HAMILTON	LE5 1WS	150	£2,667
30/11/2018	£399,995	D		6	GRINDALE ROAD	HAMILTON	LE5 1WS	150	£2,667
07/12/2018	£439,995	D		7	GRINDALE ROAD	HAMILTON	LE5 1WS	164	£2,683
14/12/2018	£459,995	D		8	GRINDALE ROAD	HAMILTON	LE5 1WS	177	£2,599
04/01/2019	£439,995	D		9	GRINDALE ROAD	HAMILTON	LE5 1WS		
18/01/2019	£404,995	D		10	GRINDALE ROAD	HAMILTON	LE5 1WS	150	£2,700
21/02/2019	£294,995	D		12	GRINDALE ROAD	HAMILTON	LE5 1WS	105	£2,809
27/02/2019	£489,995	D		13	GRINDALE ROAD	HAMILTON	LE5 1WS	189	£2,593

29/06/2018	£355,000	D	5	RAYWELL ROAD	HAMILTON	LE5 1WU	128	£2,773
30/07/2018	£300,000	D	7	RAYWELL ROAD	HAMILTON	LE5 1WU	108	£2,778
31/05/2018	£400,000	D	13	RAYWELL ROAD	HAMILTON	LE5 1WU	166	£2,410
26/01/2018	£323,000	D	23	RAYWELL ROAD	HAMILTON	LE5 1WU	128	£2,523
30/07/2018	£438,000	D	25	RAYWELL ROAD	HAMILTON	LE5 1WU	180	£2,433
11/05/2018	£414,000	D	27	RAYWELL ROAD	HAMILTON	LE5 1WU	166	£2,494
30/10/2018	£295,000	D	29	RAYWELL ROAD	HAMILTON	LE5 1WU	180	£1,639
28/09/2018	£446,000	D	31	RAYWELL ROAD	HAMILTON	LE5 1WU	180	£2,478
27/04/2018	£305,000	D	33	RAYWELL ROAD	HAMILTON	LE5 1WU	115	£2,652
27/07/2018	£424,000	D	35	RAYWELL ROAD	HAMILTON	LE5 1WU	166	£2,554
20/09/2018	£283,000	D	37	RAYWELL ROAD	HAMILTON	LE5 1WU	180	£1,572
27/07/2018	£325,000	D	39	RAYWELL ROAD	HAMILTON	LE5 1WU	128	£2,539
27/09/2018	£335,000	D	41	RAYWELL ROAD	HAMILTON	LE5 1WU	128	£2,617
15/10/2018	£330,000	D	43	RAYWELL ROAD	HAMILTON	LE5 1WU	128	£2,578
29/10/2018	£330,000	D	45	RAYWELL ROAD	HAMILTON	LE5 1WU	128	£2,578
16/11/2018	£230,000	S	49	RAYWELL ROAD	HAMILTON	LE5 1WU	86	£2,674
30/11/2018	£235,000	S	51	RAYWELL ROAD	HAMILTON	LE5 1WU	86	£2,733
30/11/2018	£235,000	S	53	RAYWELL ROAD	HAMILTON	LE5 1WU	86	£2,733
03/12/2018	£235,000	S	55	RAYWELL ROAD	HAMILTON	LE5 1WU	86	£2,733
30/11/2018	£235,000	S	57	RAYWELL ROAD	HAMILTON	LE5 1WU	86	£2,733
14/12/2018	£235,000	T	59	RAYWELL ROAD	HAMILTON	LE5 1WU	86	£2,733
14/12/2018	£230,000	T	61	RAYWELL ROAD	HAMILTON	LE5 1WU	86	£2,674
14/12/2018	£235,000	T	63	RAYWELL ROAD	HAMILTON	LE5 1WU	86	£2,733
19/01/2018	£310,000	D	2	RAYWELL ROAD	HAMILTON	LE5 1WX	128	£2,422
19/01/2018	£310,000	D	4	RAYWELL ROAD	HAMILTON	LE5 1WX	128	£2,422
26/01/2018	£430,000	D	8	RAYWELL ROAD	HAMILTON	LE5 1WX	180	£2,389
11/01/2018	£300,000	D	16	RAYWELL ROAD	HAMILTON	LE5 1WX	115	£2,609
18/05/2018	£413,000	D	18	RAYWELL ROAD	HAMILTON	LE5 1WX	166	£2,488
23/07/2018	£308,000	D	20	RAYWELL ROAD	HAMILTON	LE5 1WX	115	£2,678
29/01/2018	£310,000	D	24	RAYWELL ROAD	HAMILTON	LE5 1WX	128	£2,422
27/04/2018	£320,000	D	26	RAYWELL ROAD	HAMILTON	LE5 1WX	128	£2,500
11/05/2018	£320,000	D	28	RAYWELL ROAD	HAMILTON	LE5 1WX	128	£2,500
11/05/2018	£303,000	D	30	RAYWELL ROAD	HAMILTON	LE5 1WX	115	£2,635
25/05/2018	£298,000	D	32	RAYWELL ROAD	HAMILTON	LE5 1WX	115	£2,591
27/07/2018	£320,000	D	34	RAYWELL ROAD	HAMILTON	LE5 1WX	128	£2,500
27/07/2018	£308,000	D	36	RAYWELL ROAD	HAMILTON	LE5 1WX	115	£2,678
27/07/2018	£235,000	S	38	RAYWELL ROAD	HAMILTON	LE5 1WX	86	£2,733
27/07/2018	£220,000	S	40	RAYWELL ROAD	HAMILTON	LE5 1WX	86	£2,558
24/07/2018	£230,000	S	42	RAYWELL ROAD	HAMILTON	LE5 1WX	86	£2,674
20/07/2018	£230,000	S	44	RAYWELL ROAD	HAMILTON	LE5 1WX	86	£2,674
13/07/2018	£288,000	D	46	RAYWELL ROAD	HAMILTON	LE5 1WX	108	£2,667
28/09/2018	£292,000	D	48	RAYWELL ROAD	HAMILTON	LE5 1WX	108	£2,704
28/09/2018	£335,000	D	50	RAYWELL ROAD	HAMILTON	LE5 1WX	128	£2,617
26/10/2018	£310,000	D	54	RAYWELL ROAD	HAMILTON	LE5 1WX	116	£2,672
26/10/2018	£308,000	D	56	RAYWELL ROAD	HAMILTON	LE5 1WX	115	£2,678
21/09/2018	£115,950	F	4	PILGRIM GARDENS		LE5 6AL	56	£2,071
22/09/2017	£272,995	D	23	FARNLEY ROAD	HAMILTON	LE5 1GP	109	£2,505

22/09/2017	£399,995	D		5	BARLOW ROAD	HAMILTON	LE5 1WL	164	£2,439
15/09/2017	£257,000	D		70	HERONGATE ROAD		LE5 0BJ	106	£2,425
15/09/2017	£256,995	D		2	GARDENIA ROAD		LE5 0PZ	109	£2,358
15/09/2017	£183,995	T		4	GARDENIA ROAD		LE5 0PZ	69	£2,667
14/09/2017	£249,995	D		21	FARNLEY ROAD	HAMILTON	LE5 1GP	98	£2,551
08/09/2017	£369,995	D		9	BARLOW ROAD	HAMILTON	LE5 1WL	150	£2,467
06/09/2017	£75,000	F	APARTMENT 7	204	SANDHILLS AVENUE	HAMILTON	LE5 1PL	43	£1,744
31/08/2017	£319,995	D		29	FARNLEY ROAD	HAMILTON	LE5 1GP	131	£2,443
30/08/2017	£105,000	F	APARTMENT 16	190	SANDHILLS AVENUE	HAMILTON	LE5 1PL	63	£1,667
25/08/2017	£181,995	T		8	GARDENIA ROAD		LE5 0PZ	69	£2,638
18/08/2017	£183,995	T		10	GARDENIA ROAD		LE5 0PZ	69	£2,667
14/08/2017	£319,995	D		2	HAYTON ROAD	HAMILTON	LE5 1GS	131	£2,443
11/08/2017	£208,995	S		12	GARDENIA ROAD		LE5 0PZ	91	£2,297
11/08/2017	£208,995	S		14	GARDENIA ROAD		LE5 0PZ	91	£2,297
28/07/2017	£249,995	D		4	HAYTON ROAD	HAMILTON	LE5 1GS	98	£2,551
28/07/2017	£439,995	D		13	BARLOW ROAD	HAMILTON	LE5 1WL	189	£2,328
28/07/2017	£394,995	D		15	BARLOW ROAD	HAMILTON	LE5 1WL	164	£2,409
20/07/2017	£424,995	D		11	BARLOW ROAD	HAMILTON	LE5 1WL	177	£2,401
07/07/2017	£223,000	T		1	LITTLEBURY PLACE		LE5 0BR		
07/07/2017	£220,000	T		3	LITTLEBURY PLACE		LE5 0BR		
07/07/2017	£260,000	T		33	GROSVENOR GATE		LE5 0TL	115	£2,261
07/07/2017	£439,995	D		2	CLOUGHTON ROAD	HAMILTON	LE5 1GR	189	£2,328
07/07/2017	£249,995	D		1	NEWLAND CLOSE	HAMILTON	LE5 1WT	98	£2,551
05/07/2017	£220,000	T		5	LITTLEBURY PLACE		LE5 0BR		
30/06/2017	£181,995	T		102	WYCOMBE ROAD		LE5 0PR	73	£2,493
30/06/2017	£207,995	T		104	WYCOMBE ROAD		LE5 0PR	87	£2,391
30/06/2017	£207,995	T		2	DAHLIA ROAD		LE5 0PY	87	£2,391
30/06/2017	£219,995	S		16	GARDENIA ROAD		LE5 0PZ	104	£2,115
30/06/2017	£217,995	S		18	GARDENIA ROAD		LE5 0PZ	104	£2,096
30/06/2017	£248,000	T		35	GROSVENOR GATE		LE5 0TL	114	£2,175
30/06/2017	£189,995	T		16	KINSLEY ROAD	HAMILTON	LE5 1GL	75	£2,533
29/06/2017	£299,995	D		7	NEWLAND CLOSE	HAMILTON	LE5 1WT	120	£2,500
23/06/2017	£247,995	S		68	HALLATON ROAD		LE5 0PX	103	£2,408
23/06/2017	£210,995	T		4	DAHLIA ROAD		LE5 0PY	87	£2,425
23/06/2017	£264,000	T		29	GROSVENOR GATE		LE5 0TL	115	£2,296
20/06/2017	£514,950	D		4	LANGTOFT CLOSE	HAMILTON	LE5 1WP	208	£2,476
19/06/2017	£439,995	D		25	BARLOW ROAD	HAMILTON	LE5 1WL	189	£2,328
16/06/2017	£179,995	T		28	GARDENIA ROAD		LE5 0PZ	68	£2,647
16/06/2017	£329,995	D		5	NEWLAND CLOSE	HAMILTON	LE5 1WT	128	£2,578
09/06/2017	£217,995	S		20	GARDENIA ROAD		LE5 0PZ	104	£2,096
09/06/2017	£217,995	S		22	GARDENIA ROAD		LE5 0PZ	104	£2,096
02/06/2017	£207,995	S		24	GARDENIA ROAD		LE5 0PZ	91	£2,286
02/06/2017	£349,995	D		9	NEWLAND CLOSE	HAMILTON	LE5 1WT	142	£2,465
01/06/2017	£179,995	T		32	GARDENIA ROAD		LE5 0PZ	103	£1,748
26/05/2017	£220,000	T		7	LITTLEBURY PLACE		LE5 0BR	97	£2,268
26/05/2017	£225,000	T		9	LITTLEBURY PLACE		LE5 0BR	97	£2,320
26/05/2017	£184,995	T		64	HALLATON ROAD		LE5 0PX	73	£2,534

26/05/2017	£214,995	T		66	HALLATON ROAD		LE5 0PX	87	£2,471
26/05/2017	£207,995	S		26	GARDENIA ROAD		LE5 0PZ	91	£2,286
26/05/2017	£269,995	D		11	NEWLAND CLOSE	HAMILTON	LE5 1WT	105	£2,571
22/05/2017	£424,995	D		27	BARLOW ROAD	HAMILTON	LE5 1WL	177	£2,401
19/05/2017	£174,995	T		30	GARDENIA ROAD		LE5 0PZ	68	£2,573
19/05/2017	£255,000	T		25	GROSVENOR GATE		LE5 0TL	114	£2,237
19/05/2017	£105,000	F	APARTMENT 8	190	SANDHILLS AVENUE	HAMILTON	LE5 1PL	63	£1,667
19/05/2017	£309,995	D		13	NEWLAND CLOSE	HAMILTON	LE5 1WT	120	£2,583
12/05/2017	£330,000	D		7	GAINSFORD ROAD		LE5 0BU	143	£2,308
12/05/2017	£246,995	D		34	GARDENIA ROAD		LE5 0PZ	109	£2,266
12/05/2017	£244,995	S		36	GARDENIA ROAD		LE5 0PZ	103	£2,379
12/05/2017	£359,995	D		15	NEWLAND CLOSE	HAMILTON	LE5 1WT	142	£2,535
12/05/2017	£142,500	F		1	PILGRIM GARDENS		LE5 6AL	75	£1,900
28/04/2017	£236,995	S		38	GARDENIA ROAD		LE5 0PZ	103	£2,301
28/04/2017	£229,995	S		40	GARDENIA ROAD		LE5 0PZ	104	£2,211
28/04/2017	£369,995	D		1	RAYWELL ROAD	HAMILTON	LE5 1WU	150	£2,467
28/04/2017	£389,995	D		3	RAYWELL ROAD	HAMILTON	LE5 1WU	164	£2,378
27/04/2017	£220,000	T		57	GROSVENOR GATE		LE5 0TL		
21/04/2017	£229,995	S		42	GARDENIA ROAD		LE5 0PZ	104	£2,211
21/04/2017	£239,995	S		44	GARDENIA ROAD		LE5 0PZ	103	£2,330
21/04/2017	£384,950	D		10	NEWLAND CLOSE	HAMILTON	LE5 1WT	181	£2,127
20/04/2017	£225,000	T		59	GROSVENOR GATE		LE5 0TL	97	£2,320
13/04/2017	£220,000	T		55	GROSVENOR GATE		LE5 0TL	97	£2,268
13/04/2017	£234,995	S		2	NEWLAND CLOSE	HAMILTON	LE5 1WT	89	£2,640
11/04/2017	£143,500	T		6	OCTON CLOSE	HAMILTON	LE5 1GQ	84	£1,708
11/04/2017	£143,500	T		7	OCTON CLOSE	HAMILTON	LE5 1GQ	84	£1,708
11/04/2017	£143,500	T		8	OCTON CLOSE	HAMILTON	LE5 1GQ	84	£1,708
11/04/2017	£143,500	T		9	OCTON CLOSE	HAMILTON	LE5 1GQ	84	£1,708
11/04/2017	£143,500	T		10	OCTON CLOSE	HAMILTON	LE5 1GQ	84	£1,708
11/04/2017	£143,500	T		11	OCTON CLOSE	HAMILTON	LE5 1GQ	84	£1,708
11/04/2017	£131,996	T		17	OCTON CLOSE	HAMILTON	LE5 1GQ	77	£1,714
11/04/2017	£143,500	S		18	OCTON CLOSE	HAMILTON	LE5 1GQ	84	£1,708
11/04/2017	£143,500	S		19	OCTON CLOSE	HAMILTON	LE5 1GQ	84	£1,708
07/04/2017	£322,500	D		4	HIGHWOOD DRIVE		LE5 0BW	144	£2,240
07/04/2017	£174,995	T		48	GARDENIA ROAD		LE5 0PZ	73	£2,397
07/04/2017	£172,995	T		50	GARDENIA ROAD		LE5 0PZ	73	£2,370
07/04/2017	£172,995	T		52	GARDENIA ROAD		LE5 0PZ	73	£2,370
07/04/2017	£234,995	S		4	NEWLAND CLOSE	HAMILTON	LE5 1WT	89	£2,640
06/04/2017	£239,995	S		46	GARDENIA ROAD		LE5 0PZ	103	£2,330
31/03/2017	£174,995	T		54	GARDENIA ROAD		LE5 0PZ	73	£2,397
31/03/2017	£234,995	S		15	FARNLEY ROAD	HAMILTON	LE5 1GP	103	£2,282
31/03/2017	£364,995	D		26	BARLOW ROAD	HAMILTON	LE5 1WL	150	£2,433
24/03/2017	£265,000	T		31	GROSVENOR GATE		LE5 0TL	115	£2,304
24/03/2017	£319,995	D		6	NEWLAND CLOSE	HAMILTON	LE5 1WT	131	£2,443
24/03/2017	£359,950	D		8	NEWLAND CLOSE	HAMILTON	LE5 1WT	142	£2,535
22/03/2017	£260,000	T		27	GROSVENOR GATE		LE5 0TL	115	£2,261
17/03/2017	£212,000	S		17	GARDENIA ROAD		LE5 0QR	104	£2,038

17/03/2017	£203,995	S	19	GARDENIA ROAD		LE5 0QR	91	£2,242
17/03/2017	£203,995	S	21	GARDENIA ROAD		LE5 0QR	91	£2,242
17/03/2017	£364,995	D	28	BARLOW ROAD	HAMILTON	LE5 1WL	150	£2,433
10/03/2017	£210,000	T	13	GARDENIA ROAD		LE5 0QR	104	£2,019
10/03/2017	£210,000	S	15	GARDENIA ROAD		LE5 0QR	104	£2,019
10/03/2017	£210,000	T	53	GROSVENOR GATE		LE5 0TL		
10/03/2017	£394,995	D	30	BARLOW ROAD	HAMILTON	LE5 1WL	168	£2,351
03/03/2017	£234,995	S	3	GARDENIA ROAD		LE5 0QR	103	£2,282
03/03/2017	£210,000	T	9	GARDENIA ROAD		LE5 0QR	104	£2,019
03/03/2017	£209,995	T	11	GARDENIA ROAD		LE5 0QR	104	£2,019
03/03/2017	£394,995	D	32	BARLOW ROAD	HAMILTON	LE5 1WL	168	£2,351
03/03/2017	£384,995	D	34	BARLOW ROAD	HAMILTON	LE5 1WL	164	£2,348
01/03/2017	£349,950	D	2	FARNLEY ROAD	HAMILTON	LE5 1GP	142	£2,464
24/02/2017	£209,995	S	10	IRIS CLOSE		LE5 0QT	104	£2,019
24/02/2017	£244,995	S	17	FARNLEY ROAD	HAMILTON	LE5 1GP	103	£2,379
17/02/2017	£209,995	S	12	IRIS CLOSE		LE5 0QT	104	£2,019
17/02/2017	£195,950	S	17	KINSLEY ROAD		LE5 1GL	75	£2,613
17/02/2017	£419,995	D	36	BARLOW ROAD	HAMILTON	LE5 1WL	177	£2,373
10/02/2017	£239,995	S	13	FARNLEY ROAD	HAMILTON	LE5 1GP	103	£2,330
10/02/2017	£436,995	D	38	BARLOW ROAD	HAMILTON	LE5 1WL	189	£2,312
08/02/2017	£217,950	S	7	FARNLEY ROAD	HAMILTON	LE5 1GP	78	£2,794
31/01/2017	£320,000	D	5	GAINSFORD ROAD		LE5 0BU	137	£2,336
27/01/2017	£249,995	D	9	FARNLEY ROAD	HAMILTON	LE5 1GP	98	£2,551
27/01/2017	£249,995	D	19	FARNLEY ROAD	HAMILTON	LE5 1GP	98	£2,551
27/01/2017	£419,950	D	40	BARLOW ROAD	HAMILTON	LE5 1WL	177	£2,373
27/01/2017	£355,950	D	42	BARLOW ROAD	HAMILTON	LE5 1WL	150	£2,373
27/01/2017	£436,950	D	44	BARLOW ROAD	HAMILTON	LE5 1WL	189	£2,312
26/01/2017	£234,995	S	11	FARNLEY ROAD	HAMILTON	LE5 1GP	103	£2,282
02/01/2017	£324,995	D	25	FARNLEY ROAD	HAMILTON	LE5 1GP	128	£2,539

Appendix 6 – Residential Newbuild Asking Prices (March 2019)

Area	Developer / Agent	Development			Postcode	Type	Beds	D F SD T	Area (m2) House	Asking Price Flat	Asking Price House	Asking Price Flat	Asking Price House
Leic 1	Opulent	#47	Clarence St	Leicester	LE1		0	f		£73,900			
							1	f		£104,500			
							2	f		£190,000			
							3	f		£222,000			
Leic 2													
Leic 3													
Leic 4	Sand Royale	City Heights	Conduit St	Leicester	LE2		1	f		£69,900			
	Kings	Uppingham Gardens	Uppingham Rd	Humberstone	LE5		3	d	143		£400,000		£2,805.05
							6	d	260		£470,000		£1,805.61
Leic 5													
	Purplebricks		Princess Road West	Leicester	LE1 6TS		1	f	102	£120,000		£1,176.47	
	James Sellicks	Cox Close	Clarendon park	Leicester	LE2 3NX		3	d			£385,000		
Leic 6													
	Harrison Murray	Evelyn Road	Braunstone	Leicester	LE3	x4	2	sd			£190,000		
Leic 7													
Leic 8													
	Barratt	City Heights	Somerset Avenue	Leicester	LE4 0JY	Maidstone	3	sd	75		£239,995		£3,199.93
						Moresby	3	sd	76		£259,995		£3,420.99
						Kingsville	4	sd	104		£269,995		£2,596.11
	Morris	Glebelands	Leicester Rd	Ashton Green	LE4 2WE	Didsbury	3	d	84		£247,750		£2,949.40
						Wharfdale	4	d	142		£369,750		£2,603.87
						Willington	4	d	100		£384,750		£3,847.50
Wider Area													
Glenfield	Frank Innes		Kathleen Close	Glenfield	LE3 8RH		4	d			£365,000		
							3	sd			£250,000		
							4	d			£370,000		
							4	d			£450,000		
Birstall	Jelson	Hallam Fields	Loughborough Road	Birstall	LE4 3NF	Cartmel	2	sd	58		£194,950		£3,361.21
						Plover	3	sd	76		£212,950		£2,801.97
						Goldcrest	3	d	83		£259,950		£3,131.93
						Bunting	3	sd	94		£239,950		£2,552.66

Lubbersthorpe	Barratt	New Lubbersthorpe	Beggars Lane	Lubbersthorpe	LE3 3NQ	Foxton 1	2	f	67	£179,995	£2,702.16	
						Foxton 2	2	f	69	£180,995	£2,611.54	
						Foxton 2	3	f	84	£211,995	£2,529.81	
						Kendal	2	sd	59	£203,995		£3,457.54
						Finchley	3	sd	75	£242,995		£3,239.93
						Morpeth	3	d	90	£299,995		£3,333.28
						York	3	d	85	£304,995		£3,588.18
						Chesham	4	d	118	£319,995		£2,711.82
Lubbersthorpe	Davidsons	The Market Village	Tay Road	New Lubbersthorpe	LE19 4BF	Evesham	4	d	136	£405,995		£2,985.26
						Carnel	3	sd	80	£249,995		£3,124.94
						Chisley	3	sd	104	£299,995		£2,884.57
						Watermead	3	d	88	£304,995		£3,465.85
						Ashley	3	t	63	£221,995		£3,523.73
						Castleton	4	d	160	£459,995		£2,874.97
						Hutton	3	d		£304,995		
						Dorset	3	d	91	£304,995		£3,351.59
						Lincoln	4	d	117	£314,995		£2,692.26
						Newark	4	d	123	£339,995		£2,764.19
						Ford	3	d	90	£314,995		£3,499.94
						Lancaster	4	d		£384,995		
						Harlech	3	t	74	£249,995		£3,378.31
Hamilton	Taylor Wimpey	Rainbow Meadows	Bryony Road	Hamilton	LE5 1SZ	Gosford	3	t	80	£235,000		£2,920.92
Anstey	Davidsons	Bradgate Chase	Gynsill Lane	Anstey	LE7 7AL	Wigmore Victorian	4	d		£355,995		
							4	d	123	£349,995		£2,845.49
							4	d	117	£319,995		£2,735.00
							3	d	91	£299,995		£3,296.65
							3	t	80	£247,995		£3,099.94
							4	d	114	£334,995		£2,938.55
Anstey	Jelson	The Leys	Cropston Road	Anstey	LE7 7BR	Goldcrest	3	d	83	£279,950		£3,372.89
						Swallow	4	d		£324,950		
						Mallard	4	d		£369,950		
						Kittiwake	4	d	112	£369,950		£3,303.13
						Saunton	4	d	126	£389,950		£3,094.84
						Mallard	4	d		£399,950		
						Wagtail	4	d	128	£404,950		£3,163.67
						Goodwood	3	d	86	£289,950		£3,371.51

Appendix 7 – Student Housing

Address	Address	Postcode	Number beds	Cluster?	Room type	Self Catering	Inclusive	Contract length (weeks)	£ per week
Manor Road	Oadby	LA2 2	2		single	y	y	39	£115.50
			3		single ensuite	y	y	39	£147.70
			4		single ensuite	y	y	39	£149.10
			2		single ensuite	y	y	39	£151.20
			3		single studio	y	y	39	£167.30
Stoughton Drive South	Oadby	LE2 2NA	4		twin	n	y	39	£120.40
			3		single	n	y	39	£152.60
			5		single	n	y	39	£155.40
			2		single	n	y	39	£160.30
Stoughton Drive South	Oadby	LE2 2NA	1		single	y	y	39	£86.00
			11		single	y	y	39	£99.90
			1		single	y	y	39	£108.50
			2		single	y	y	39	£111.30
Manor Road	Oadby	LE2 2ND	152	y	single	y	y	39	£156.00
			2	y	single studio	y	y	39	£177.10
	Leicester	LE2 6AB	24	y	single	y	y	44	£135.00
			179	y	single ensuite	y	y	44	£160.50
			52	y	single studio	y	y	44	£177.50
Stoughton Road South	Oadby	LE2 2NB	4	y	twin	y	y	39	£85.00
			6	y	single	y	y	39	£97.90
			5	y	single	y	y	39	£99.90
			11	y	single	y	y	39	£108.50
			19	y	single	y	y	39	£111.30
			1	y	single	y	y	39	£116.20
			2	y	single ensuite	y	y	39	£137.20
			2		1 bed flat	y	y	39	£163.80
Manor Road	Oadby	LE2 2ND	12	y	single	y	y	39	£95.20
			1	y	single	y	y	39	£95.20
			3	y	single	y	y	39	£98.00
			12	y	single	y	y	39	£98.00
			2	y	single	y	y	39	£108.50
			1		1 bed flat	y	y	39	£158.90
Stoughton Drive South	Oadby	LE2 2NA	152	y	single	y	y	39	£128.00
Manor Road	Oadby	LE2 2LG	1	y	single	y	y	39	£88.20
			7	y	single	y	y	39	£110.50
			1	y	single	y	y	39	£115.50
			29	y	single	y	y	39	£118.00
			1	y	single ensuite	y	y	39	£144.00
			1	y	single studio	y	y	44	£163.80
Stoughton Drive South	Oadby	LE2 2NA	11	y	single ensuite	y	y	39	£152.50
			82	y	single ensuite	y	y	39	£158.90
			2	y	single ensuite	y	y	39	£161.00
			1	y	single studio	y	y	39	£167.30
Stoughton Drive South	Oadby	LE2 2LH	5		twin	n	y	39	£101.50
			3		single	n	y	39	£136.50
			183		single	n	y	39	£148.40
			1		single studio	n	y	39	£153.30
Manor Road	Oadby	LE2 2ND	4	y	single	y	y	39	£99.90
			2	y	single	y	y	39	£116.20
Stoughton Drive South	Oadby	LE2 2NB	1	y	single	y	y	39	£109.90
			3	y	single	y	y	39	£119.00
			3	y	single	y	y	39	£121.10
			123	y	single	y	y	39	£129.50
			2	y	single	y	y	39	£131.00
			1	y	single ensuite	y	y	39	£152.60
33 Putney Road	Leicester	LE2 7TG	657	y	single	y	y	42	£109.50
	Leicester	LE2 7TG	10	y	single	y	y	42	£109.50
	Leicester	LE2 7TG	20	y	single ensuite	y	y	42	£139.00
	Leicester	LE2 7TG	20	y	single ensuite adapted	y	y	42	£139.00
	Leicester	LE2 7TG	248	y	single ensuite adapted	y	y	42	£162.00
	Leicester	LE2 7TG	12	y	single ensuite	y	y	42	£165.00
	Leicester	LE2 7TG	21		1 bed flat	y	y	42	£177.50
60 Lancaster Road	Leicester	LE1 7HA	85	y	single ensuite	y	y	42	£145.00
			174	y	single ensuite	y	y	42	£152.00
			216	y	single ensuite	y	y	42	£158.00

			130	y	single ensuite	y	y	42	£160.00
			51		single studio	y	y	42	£170.80
Stoughton Drive South	Oadby	LE2 2NA	7	y	Single	y	y	39	£117.00
			4	y	Single	y	y	39	£120.00
			9	y	Single	y	y	39	£122.00
Manor Road	Oadby	LE2 2ND	1	y	Single	y	y	39	£95.90
			3	y	Single	y	y	39	£98.00
Manor Road	Oadby	LE2 2ND	140	y	single	n	y	39	£145.60
			10	y	single ensuite	n	y	39	£169.40
			46	y	single ensuite	n	y	39	£171.50
			2	y	single ensuite	n	y	39	£171.50
Stoughton Drive South	Oadby	LE2 2LH	1	y	single	y	y	39	£95.90
			4	y	single	y	y	39	£97.90
			7	y	single	y	y	39	£98.00
			2	y	single	y	y	39	£99.90
			22	y	single	y	y	39	£99.90
			1		1 bed flat	y	y	39	£160.00
Manor Road	Oadby	LE2 2LG	4	y	single	y	y	39	£102.90
			1	y	single ensuite	y	y	39	£122.00
			56	y	single ensuite	y	y	39	£129.50
			12	y	single studio	y	y	39	£158.20
			1	y	single studio	y	y	39	£162.40
Manor Road	Oadby	LE2 2LG	525	y	single ensuite	y	y	39	£153.00
Manor Road	Oadby	LE2 2LG	29	y	single ensuite	y	y	39	£153.00
Manor Road	Oadby	LE2 2LG	20	y	single ensuite	y	y	39	£158.20
Manor Road	Oadby	LE2 2LG	7		1 bed flat	y	y	39	£179.50
Manor Road	Oadby	LE2 2LG	7	y	single	y	y	39	£115.50
Manor Road	Oadby	LE2 2LG	2	y	single	y	y	39	£123.20
21 Careys Close	Leicester	LE1 5NS	174 in total	y	small ensuite	y	y	44	£125.00
				y	single ensuite	y	y	44	£142.00
				y	ensuite	y	y	44	£161.00
				y	studio	y	y	44	£184.00
				y	studio	y	y	44	£191.00
51 Western Boulevard	Leicester	LE2 7EQ	225 in total	y	single	y	y	38	£99.00
				y	ensuite	y	y	51	£133.00
					studio	y	y	51	£143.00
					studio classic plus	y	y	51	£147.00
1 Linekar Road	Leicester	LE2 7FZ		y	ensuite	y	y	43	£116.00
				y	premium ensuite	y	y	43	£131.00
Newarke St	Leicester	LE1 5SG	398 beds	y	ensuite	y	y	43	£141.00
				y	Premium ensuite	y	y	43	£150.00
41 Grange Lane	Leicester	LE2 7EG		y	ensuite	y	y	43	£128.00
				y	premium ensuite	y	y	43	£140.00
33 Castle St	Leicester	LE1 5WL		y	city ensuite	y	y	43	£122.00
				y	classic ensuite	y	y	43	£126.50
				y	premium ensuite	y	y	43	£131.00
Castle St	Leicester	Le1 5WL		y	single	y	y	43	£109.50
101 Raw Dykes Road	Leicester	LE2 7FP		y	premium ensuite	y	y	43	£134.00
75 Bath Road	Leicester	LE3 5AU		y	double ensuite	y	y	44	£127.00
				y	double ensuite	y	y	44	£132.00
				y	double ensuite	y	y	44	£137.00
				y	double ensuite	y	y	44	£145.00
					studio	y	y	51	£175.00
					studio	y	y	51	£160.00
8 Newarke Close	Leicester	LE2 7GZ		y	ensuite	y	y	43	£137.00
				y	premium ensuite	y	y	43	£155.00
					classic studio	y	y	43	£177.00
38 King Street	Leicester	LE1 6RL		y	classic ensuite	y	y	43	£125.00
Upperton Road	Leicester	LE3 0GB			studio	y	y	48	£139.00
Mint Road	Leicester	LE2 7EB		y	single	y	y	47	£97.00
Eastern Boulevard	Leicester	LE2 7JD			studio	y	y	52	£138.00
					studio	y	y	52	£143.00
					studio	y	y	52	£148.00
Eastern Boulevard	Leicester	LE2 7HT			studio	y	y	48	£134.00
				y	double ensuite	y	y	48	£130.00
Rawson Street	Leicester	LE1 6TB	564	y	double	y	y	48	£115.00
Jarrom Street	Leicester	LE2 7DJ		y	double	y	y	48	£87.00
				y	double	y	y	48	£105.00
Lower Brown St	Leicester	LE1 5TH	107	y	double	y	y	50	£110.00
					double	y	y	50	£113.00
New Walk	Leicester	LE1 7JG			studio	y	y	51	£169.00

					studio	y	y	51	£185.00
					studio	y	y	51	£187.00
					studio	y	y	51	£197.00
New Walk	Leicester	LE1 7JG			studio	y	y	51	£167.00
					studio	y	y	51	£177.00
					studio	y	y	51	£183.00
London Road	Leicester		8	y	double	y	y		£125.00
Tudor Road	Leicester		88?		studio	y			£170.00
London Road	Leicester				studio	y			£155.00
Victoria Avenue	Leicester		4		double	y			£94.00
Howard Road	Leicester		4		double	y			£86.00
Lytham Road	Leicester		4		double	y			£86.00
Tewkesbury St	Leicester		4		double	y			£81.00
Welford Rd	Leicester		4		double	y			£79.00
Scott St	Leicester		4		double	y			£79.00
Adderley Rd	Leicester		4		double	y			£76.00
West Avenue	Leicester		4		double	y			£76.00
Aylestone Rd	Leicester		3		double	y			£76.00
Gainsborough Rd	Leicester		7		double	y			£76.00
Prebend St	Leicester		6		double	y			£70.00
Evington Road	Leicester	LE2	6		double	y			£60.00
Evington Road	Leicester	LE2	5		double	y			£70.00
Westcotes Drive	Leicester	LE3	6		double	y			£70.00
Shelley St	Leicester	LE2	4		double	y			£70.00
Bede St		LE3	3		double	y			£75.00
Avenue Road	Clarendon Park	LE2	3		double	y			£75.00
Kimberley Rd	Leicester		5		double	y			£75.00
London Road	Leicester		6	y	double	y			£85.00
Houlditch Road	Clarendon Park	LE2	7		double	y			£75.00
Severn St	Leicester		3		double	y			£75.00
Winchester Avenue	Leicester		5		double	y			£75.00
Severn St	Leicester	LE2	6		double	y			£75.00
Gainsborough Rd	Leicester	LE2	6		double	y			£80.00
Hartopp Road	Leicester	LE2	6		double	y			£80.00
Westcotes Drive	West End	LE3	5		double	y			£80.00
London Road	Leicester	LE2	5	y	double ensuite	y	y		£130.00
London Road	Leicester		4	y	double ensuite				£130.00
West Walk	Leicester	LE1	2	y	double ensuite	y	y		£150.00

Appendix 8 - CoStar Non-Residential Data

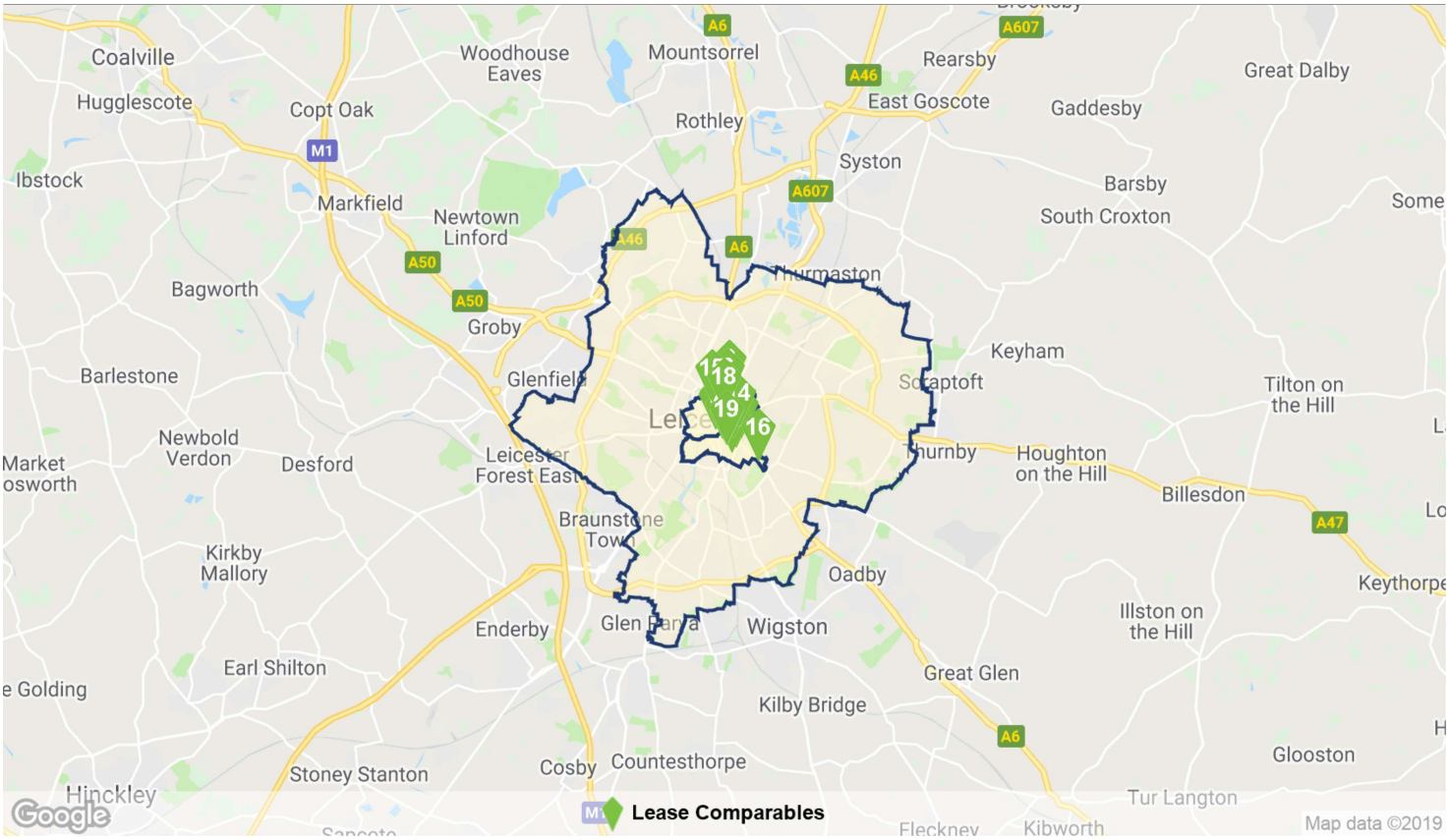
The pages in this appendix are not numbered.

Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
36	£10.29	£11.14	19

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	15	£2.96	£10.29	£8.50	£17.50
Achieved Rent Per SF	36	£3.11	£11.14	£9.41	£25.31
Net Effective Rent Per SF	33	£3.11	£9.63	£8.49	£21.11
Asking Rent Discount	15	-25.0%	-0.2%	0.0%	9.4%
TI Allowance	-	-	-	-	-
Rent Free Months	11	1	20	9	108

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	16	1	19	12	70
Deal Size	36	292	5,175	2,669	37,171
Lease Deal in Months	33	12.0	97.0	120.0	180.0
Floor Number	36	BSMT	1	1	8

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	27 Horsefair St	★★★☆☆	2,700	1st	12/06/2019	New	£3.70/fri	Effective
2	227-231 Belgrave Gate	★★☆☆☆	4,500	1-2	08/04/2019	New	£3.11/fri	Effective
3	East St	★★☆☆☆	1,600	3rd	13/03/2019	New	£5.31/fri	Effective
4	98 New Walk	★★★☆☆	608	GRND	01/02/2019	New	£19.54	Achieved
5	60 Charles St	★★★☆☆	725	GRND	01/08/2018	New	£20.35/fri	Effective
5	60 Charles St	★★★☆☆	2,122	8th	10/07/2018	New	£5.42/fri	Effective
5	60 Charles St	★★★☆☆	1,006	GRND	15/06/2018	New	£21.11/fri	Effective
6	65 Bedford St S	★★☆☆☆	812	GRND	08/06/2018	New	£5.91	Effective
7	Norwich House 22-30 Horsefair St	★★★☆☆	1,313	1st	04/04/2018	Renewal	£9.41	Achieved
7	Norwich House 22-30 Horsefair St	★★★☆☆	1,926	3rd	24/03/2018	New	£9.41	Achieved
8	Provincial House 37 New Walk	★★★☆☆	6,483	3rd	22/03/2018	New	£6.97	Effective
9	Faraday Court Conduit St	★★★☆☆	2,130	GRND,1-2	08/03/2018	New	£11.10/fri	Effective
10	16 New Walk	★★★☆☆	6,092	3rd	08/03/2018	New	£8.20/fri	Effective
10	16 New Walk	★★★☆☆	6,339	2nd	01/02/2018	New	£8.04/fri	Effective
11	Enkalon House 86-92 Regent Rd	★★★☆☆	17,582	GRND,4-5	26/01/2018	New	£7.82/fri	Effective
5	60 Charles St	★★★☆☆	917	8th	04/01/2018	New	£8.14/fri	Effective
7	Norwich House 26 Horsefair St	★★★☆☆	1,604	3rd	22/12/2017	New	£8.49	Effective
12	Peat House 1 Waterloo Way	★★★☆☆	13,733	1-2	17/11/2017	New	£13.75/fri	Effective
13	Two Colton Square Colton Sq	★★★☆☆	4,230	GRND	14/09/2017	New	£14.69	Effective
14	Mercury Place St George St	★★★★☆	4,311	GRND	06/09/2017	New	£12.08/fri	Effective
14	Mercury Place St George St	★★★★☆	4,311	GRND	06/09/2017	New	£17.04/fri	Effective

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
8	Provincial House 37 New Walk	★★★☆☆	2,639	1st	11/08/2017	New	£11.78/fri	Effective
13	Two Colton Square Colton Sq	★★★☆☆	4,269	GRND	02/08/2017	New	£17.00/fri	Effective
15	Pegasus House 17 Burleys Way	★★★☆☆	6,067	2nd	21/07/2017	New	£8.63/fri	Effective
16	178 London Rd	★★☆☆☆	383	GRND	05/06/2017	New	£7.05	Effective
16	178 London Rd	★★☆☆☆	292	2nd	05/06/2017	New	£7.05	Effective
13	Two Colton Square Colton Sq	★★★☆☆	10,658	1st	26/05/2017	New	£14.04/fri	Effective
16	178 London Rd	★★☆☆☆	341	1st	01/05/2017	New	£7.05	Effective
12	Peat House 1 Waterloo Way	★★★☆☆	1,738	2nd	21/04/2017	New	£13.23/fri	Effective
17	47 New Walk	★★★☆☆	1,975	BSMT,G…	02/03/2017	New	£9.62/fri	Effective
10	16 New Walk	★★★☆☆	12,726	GRND,1	31/01/2017	New	£8.41	Effective
18	Epic House Lower Hill St	★★★☆☆	3,052	1st	03/11/2016	Renewal	£7.31/fri	Effective
14	Mercury Place St George St	★★★★☆	9,052	3rd	28/09/2016	New	£12.19/fri	Effective
14	Mercury Place St George St	★★★★☆	9,902	2nd	28/09/2016	New	£13.06/fri	Effective
19	20-40 New Walk	★★★☆☆	37,171	GRND,1-3	08/08/2016	New	£6.07/fri	Effective
15	Pegasus House 17 Burleys Way	★★★☆☆	1,000	GRND	30/07/2016	New	£17.82	Effective

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	 25-29 Horsefair St Leicester, LE1 5BL *Leicester Ret Submarket*	Leicester City Council	2,700 New Direct	Jun 2019 5 Years	£3.70/SF £3.70/SF		
2	 227-231 Belgrave Gate Leicester, LE1 3HT *Leicester Ret Submarket*	Mr Barmar	4,500 New Direct	May 2019 1 Year	£3.11/SF £3.11/SF		
3	 27 East St Leicester, LE1 6NB *Leicester South Central Submarket*	British Red Cross Lambert Smith Hampton Ltd	1,600 New Direct	Apr 2019 10 Years	£5.31/SF £5.31/SF	 £2.45/SF	
4	 98 New Walk Leicester, LE1 7EA *Leicester South Central Submarket*	Goodrich Cutler Associates	608 New Direct	Feb 2019	£19.54/SF		
5	 60 Charles St Leicester, LE1 1FB *Leicester North Central Submarket*	Fosse Law APB (Leicester) LLP	725 New Direct	Aug 2018 10 Years	£25.31/SF £20.35/SF	Spread Over	Jul 2021…
6	 60 Charles St Leicester, LE1 1FB *Leicester North Central Submarket*	Smile Fundraising Ltd APB (Leicester) LLP	2,122 New Direct	Jul 2018 10 Years	£5.42/SF £5.42/SF		Jul 2020… Jul 2023…

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	60 Charles St Leicester, LE1 1FB *Leicester North Central Submarket*	Everyday Loans Ltd APB (Leicester) LLP	1,006 New Direct	Jun 2018 10 Years	£21.82/SF £21.11/SF	3 Mos at Start	Jun 2023 Jun 2023
8	65 Bedford St S Leicester, LE1 3JR *Leicester Ind Submarket*		812 New Direct	Jun 2018 1 Year	£5.91/SF £5.91/SF		
9	Norwich House 22-30 Horsefair St Leicester, LE1 5BP *Leicester North Central Submarket*	Optical Express Ltd USC Leicester Ltd	1,313 Renewal Direct	Apr 2018 5 Years	£9.41/SF		
10	Norwich House 22-30 Horsefair St Leicester, LE1 5BP *Leicester North Central Submarket*	GHC Capital Markets Ltd USC Leicester Ltd	1,926 New Direct	Mar 2018 10 Years	£9.41/SF		
11	Provincial House 37 New Walk Leicester, LE1 6TU *Leicester South Central Submarket*	Quilter Park Row Sipp Trustees Limited	6,483 New Direct	Mar 2018	£6.97/SF £6.97/SF		
12	Faraday Court Conduit St Leicester, LE2 0JN *Leicester South Central Submarket*	Creative Support Ltd Prestige Office Developments	2,130 New Direct	Mar 2018 10 Years	£11.03/SF £11.10/SF	1 Mo at Start	Mar 2023 Mar 2023

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	16 New Walk Leicester, LE1 6UB *Leicester South Central Submarket*	Vista Leicester City Council	6,092 New Direct	May 2018 5 Years	£8.20/SF £8.20/SF		
14	16 New Walk Leicester, LE1 6UB *Leicester South Central Submarket*	Babington Group Leicester City Council	6,339 New Direct	Apr 2018 5 Years	£8.04/SF £8.04/SF		
15	Enkalon House 86-92 Regent Rd Leicester, LE1 7DD *Leicester South Central Submarket*	University of Leicester Tyne Investments Four Llp	17,582 New Direct	Jan 2018 7 Years	£9.28/SF £7.82/SF	Spread Over	Jan 2021… Jan 2023
16	60 Charles St Leicester, LE1 1FB *Leicester North Central Submarket*	Business Utility Renewals Ltd APB (Leicester) LLP	917 New Sublease	Jan 2018 10 Years	£8.00/SF £8.14/SF		Jan 2023 Jan 2023
17	Norwich House 22-30 Horsefair St Leicester, LE1 5BP *Leicester North Central Submarket*	Epaccsys Ltd USC Leicester Ltd	1,604 New Direct	Dec 2017 7 Years	£8.49/SF £8.49/SF	 £2.69/SF	
18	Peat House 1 Waterloo Way Leicester, LE1 6LP *Leicester South Central Submarket*	Charles Alexander Distribution Ltd. Real Estate Investors Plc	13,733 New Direct	Nov 2017 10 Years	£14.31/SF £13.75/SF		Nov 2022 Nov 2022

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	Two Colton Square Colton Sq Leicester, LE1 1QH *Leicester South Central Submarket*	Lugh And Morrigan Brothers Ltd Harbert Management Corporation …	4,230 New Direct	Sep 2017 15 Years	£17.15/SF £14.69/SF	18 Mos at Start	
20	Mercury Place St George St Leicester, LE1 1QG *Leicester South Central Submarket*	DMGT	4,311 New Direct	Sep 2017 10 Years	£12.08/SF £12.08/SF		Sep 2022 Sep 2022
21	Mercury Place St George St Leicester, LE1 1QG *Leicester South Central Submarket*	DMGT	4,311 New Direct	Sep 2017 10 Years	£17.42/SF £17.04/SF	2 Mos at Start	Sep 2022 Sep 2022
22	Provincial House 37 New Walk Leicester, LE1 6TU *Leicester South Central Submarket*	No5 Chambers Park Row Sipp Trustees Limited	2,639 New Direct	Aug 2017 5 Years	£11.59/SF £11.78/SF	 £2.74/SF	
23	Two Colton Square Colton Sq Leicester, LE1 1QH *Leicester South Central Submarket*	Growth Partner Harbert Management Corporation …	4,269 New Direct	Sep 2017 15 Years	£17.00/SF £17.00/SF		Sep 2027
24	Pegasus House 17 Burleys Way Leicester, LE1 3BH *Leicester North Central Submarket*	St Johns Ambulance Leicester City Council	6,067 New Direct	Jul 2017 10 Years	£9.06/SF £8.63/SF	6 Mos at Start	 Jul 2022

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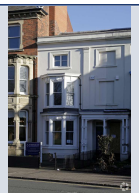
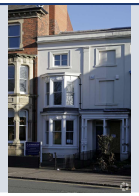
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	178 London Rd Leicester, LE2 1ND *Leicester South Central Submarket*	Leicester Music	383 New Direct	Jun 2017 3 Years	£7.05/SF £7.05/SF	 £3.91/SF	
26 	178 London Rd Leicester, LE2 1ND *Leicester South Central Submarket*	Leicester Music	292 New Direct	Jun 2017 3 Years	£7.05/SF £7.05/SF	 £5.13/SF	
27	Two Colton Square Colton Sq Leicester, LE1 1QH *Leicester South Central Submarket*	Berkeley Insurance Group Ltd Harbert Management Corporation …	10,658 New Direct	May 2017 10 Years	£15.79/SF £14.04/SF	12 Mos at Start	 May 2022
28 	178 London Rd Leicester, LE2 1ND *Leicester South Central Submarket*	Leicester Music	341 New Direct	May 2017 3 Years	£7.05/SF £7.05/SF	 £4.39/SF	
29	Peat House 1 Waterloo Way Leicester, LE1 6LP *Leicester South Central Submarket*	Innes England Ltd Real Estate Investors Plc	1,738 New Direct	Apr 2017 10 Years	£14.92/SF £13.23/SF		Apr 2022 Apr 2022
30	47 New Walk Leicester, LE1 6TE *Leicester South Central Submarket*	Leicester City Council	1,975 New Direct	Apr 2017 10 Years	£9.62/SF £9.62/SF		

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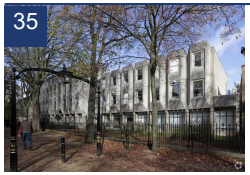
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	16 New Walk Leicester, LE1 6UB *Leicester South Central Submarket*	Local World Ltd Leicester City Council	12,726 New Direct	Jan 2017 10 Years	£8.41/SF £8.41/SF		
32	Epic House Lower Hill St Leicester, LE1 3SH *Leicester North Central Submarket*	Community Advice and Law Service Wilkinson Hardware Stores Ltd	3,052 Renewal Direct	Nov 2016 9 Years	£7.09/SF £7.31/SF		Nov 2019…
33	Mercury Place St George St Leicester, LE1 1QG *Leicester South Central Submarket*	PPL PRS	9,902 New Direct	Jul 2017 10 Years	£13.50/SF £13.06/SF	3 Mos at Start	
34	Mercury Place St George St Leicester, LE1 1QG *Leicester South Central Submarket*	PPL PRS	9,052 New	Jan 2017 10 Years	£13.50/SF £12.19/SF	9 Mos at Start	Jan 2022 Jan 2022
35 	20-40 New Walk Leicester, LE1 6TX *Leicester South Central Submarket*	IBM Leicester City Council	37,171 New Direct	Aug 2016 10 Years	£11.14/SF £6.07/SF	48 Mos at Start	Aug 2021 Aug 2021
36	Pegasus House 17 Burleys Way Leicester, LE1 3BH *Leicester North Central Submarket*	Pension Connect Ltd Leicester City Council	1,000 New	Aug 2016	£17.82/SF £17.82/SF		

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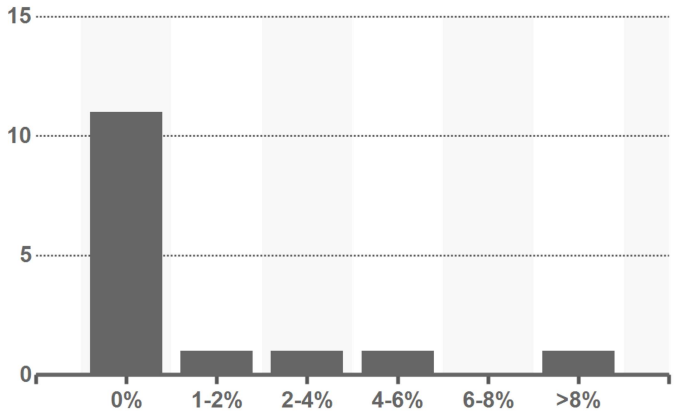
Rents

Lease Comps Report

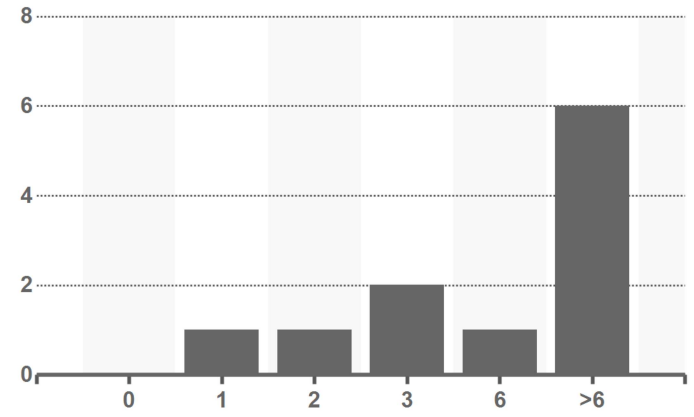
Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£10.29	£11.14	£9.63	20.3

DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Leicester Office - Sales

Comps Statistics

	Low	Average	Median	High	Count
Sale Price	£275,000	£2,166,208	£1,507,500	£5,600,000	27
NIA	5,357 SF	21,114 SF	14,867 SF	65,176 SF	40
Price per SF	£12.48	£91.25	£100.03	£233.26	27
Net Initial Yield	5.89%	8.22%	8.50%	11.63%	9
Days on Market	10	208	123	746	26
Sale Price to Asking Price Ratio	43.17%	111.95%	105.51%	191.67%	14

Totals

Sold Transactions	Total Sales Volume:	£58,487,610	Total Sales Transactions:	40

Survey Criteria

basic criteria: Type of Property - Office; Property Size - from 5,000 SF; Sale Date - 08/07/2015 - 08/07/2019; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Leicester Fringe (Leicester), Leicester North Central (Leicester), Leicester South Central (Leicester)

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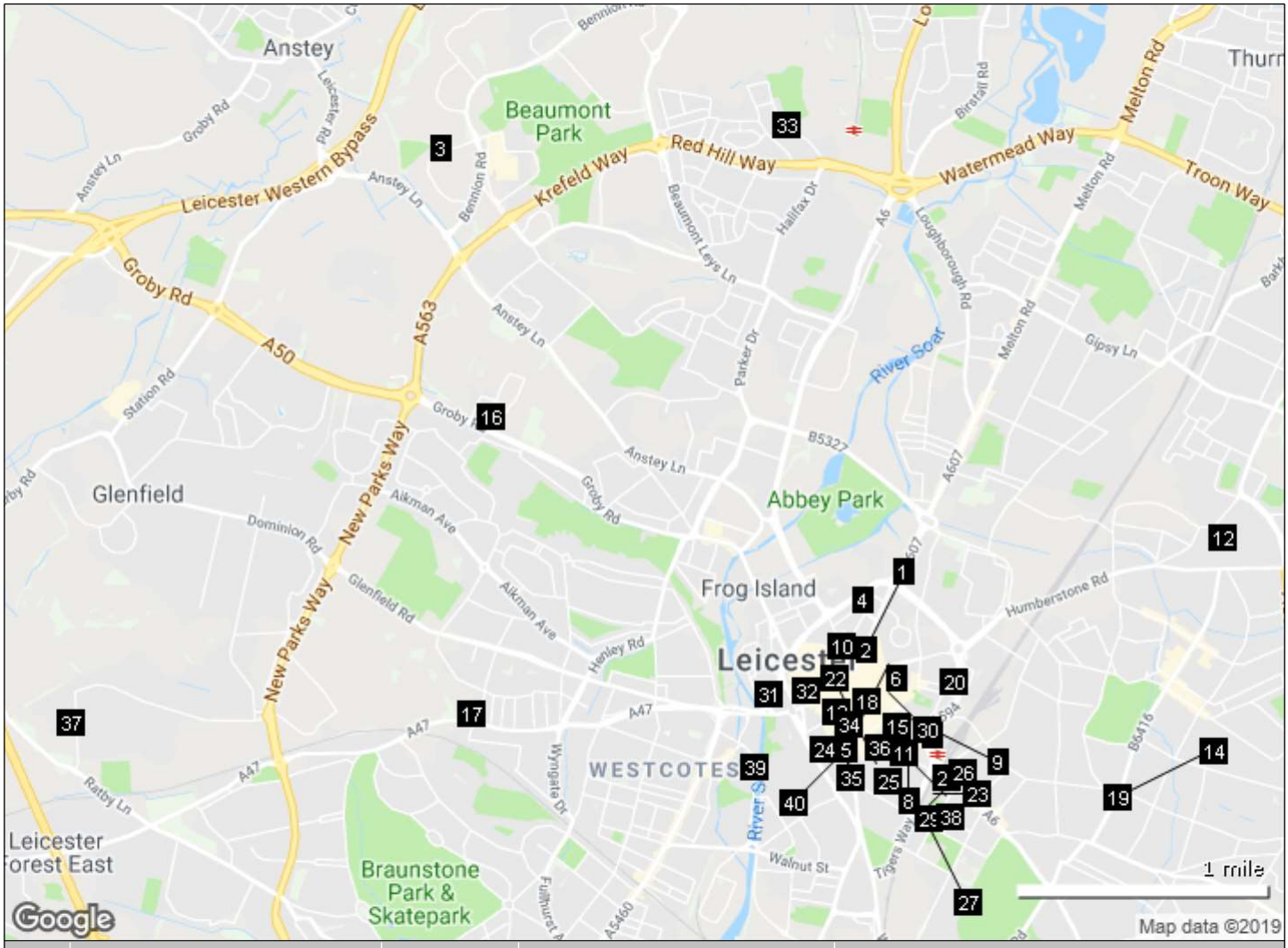
09/07/2019



	Address	City	Property Info	Sale Info
1	Aquis House, 211 Belgrave Gate	Leicester	9,052 SF Office	Sold: £1,050,000 (£116/SF)
2	233 Belgrave Gate	Leicester	7,426 SF Office	Sold: -
3	70 Boston Rd	Leicester	14,063 SF Office	Sold: -
4	Abbey House, 56 Burleys Way	Leicester	29,491 SF Office	Sold: -
5	32-34 Charles St	Leicester	5,848 SF Office	Sold: £585,000 (£100.03/SF)
6	60 Charles St	Leicester	51,200 SF Office	Sold: £1,318,000 (£25.74/SF)
7	Halford House, 91-101 Charles St	Leicester	50,427 SF Office	Sold: £2,400,000 (£47.59/SF)
8	Pannell House, 159 Charles St	Leicester	15,056 SF Office	Sold: £1,507,500 (£100.13/SF)
9	Trafalgar House, 171-173 Charles St	Leicester	7,137 SF Office	Sold: -
10	46-48 Church Gate	Leicester	8,247 SF Office	Sold: -
11	21 De Montfort St	Leicester	6,622 SF Office	Sold: -
12	Layton House, 9 Frewin St	Leicester	9,074 SF Office/Office/Residential	Sold: £562,500 (£61.99/SF)
13	Eagle Star House, 9-11 Friar Ln	Leicester	15,028 SF Office	Sold: £1,358,153 (£90.37/SF)
14	Resource Centre, 59 Gedding Rd	Leicester	7,964 SF Office	Sold: -

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09/07/2019

15	York House, 91 Granby St	Leicester	40,174 SF Office	Sold: £5,400,000 (£134.42/SF)
16	6 Heathly Park Dr	Leicester	9,396 SF Office/Office/Residential	Sold: £1,475,000 (£156.98/SF)
17	The Old Exchange, 449 Hinckley Rd	Leicester	5,357 SF Office	Sold: £275,000 (£51.33/SF)
18	Horsefair House, 1-5 Horsefair St	Leicester	22,006 SF Office	Sold: £2,190,000 (£99.52/SF)
19	Wakerley Centre, The Lodge & Resources Centre, Margaret Rd	Leicester	24,478 SF Office	Sold: £1,000,000 (£40.85/SF)
20	15 Midland St (Part of Portfolio)	Leicester	6,821 SF Office/Industrial Live/Work Unit	Sold: -
21	Castle House, 6-8 Nelson St	Leicester	5,399 SF Office	Sold: -
22	Charnwood Court, 5a-5b New Walk	Leicester	28,215 SF Office	Sold: £3,200,000 (£113.41/SF)
23	96 New Walk	Leicester	5,410 SF Office	Sold: £740,000 (£136.78/SF)
24	Elfed Thomas Building, Newarke St (Part of Portfolio)	Leicester	54,500 SF Office	Sold: -
25	22-28 Princess Rd W	Leicester	13,657 SF Office	Sold: £1,350,000 (£98.85/SF)
26	Enkalon House, 86-92 Regent Rd	Leicester	38,963 SF Office	Sold: £4,400,000 (£112.93/SF)
27	Prospect House, 94 Regent Rd	Leicester	13,747 SF Office	Sold: £1,350,000 (£98.20/SF)
28	Readson House, 96-98 Regent Rd	Leicester	14,706 SF Office	Sold: £1,550,000 (£105.40/SF)
29	Readson House, 96-98 Regent Rd	Leicester	14,706 SF Office	Sold: £1,550,000 (£105.40/SF)
30	6 St Georges Way	Leicester	25,321 SF Office	Sold: £3,300,000 (£130.33/SF)
31	Former Vaughan College, 156-160 St Nicholas Cir	Leicester	24,039 SF Office	Sold: £300,000 (£12.48/SF)
32	Bbc Leicester, 9 St Nicholas Pl	Leicester	16,291 SF Office	Sold: £3,800,000 (£233.26/SF)
33	400 Thurcaston Rd	Leicester	5,941 SF Office	Sold: £575,000 (£96.79/SF)
34	Reynard House, 37-39 Welford Rd	Leicester	25,763 SF Office	Sold: -
35	James House, 55 Welford Rd (Part of Portfolio)	Leicester	65,176 SF Office	Sold: £3,516,457 (£53.95/SF)
36	Wellington House, 22-32 Wellington St	Leicester	52,673 SF Office	Sold: £5,600,000 (£106.32/SF)
37	Atlas House, 41 Wembley Rd	Leicester	16,888 SF Office/Office Live/Work Unit	Sold: -
38	8-10 West Walk	Leicester	13,315 SF Office	Sold: -
39	Bede House, 11 Western Blvd	Leicester	42,701 SF Office	Sold: £3,750,000 (£87.82/SF)
40	Princes Court, 26-36 York Rd	Leicester	22,302 SF Office	Sold: £4,385,000 (£196.62/SF)

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1 Aquis House - 211 Belgrave Gate — SOLD

Leicester, LE1 3HY — Leicestershire County

Sale Date:	30/10/2018	Bldg Type:	Office
Sale Price:	£1,050,000 - Confirmed	Year Built/Age:	Built 1967 Age: 51
Price/SF:	£116.00	NIA:	9,052 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4682216	Sale Conditions:	-
Research Status:	Confirmed		

2 233 Belgrave Gate — SOLD

Leicester, LE1 3HT — Leicestershire County

Sale Date:	01/02/2016 (683 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1980 Age: 35
Price/SF:	-	NIA:	7,426 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3523809	Sale Conditions:	-
Research Status:			

3 70 Boston Rd — SOLD

Leicester, LE4 1AW — Leicestershire County

Sale Date:	16/08/2016 (76 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 2000 Age: 16
Price/SF:	-	NIA:	14,063 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3698532	Sale Conditions:	-
Research Status:			

4 Abbey House - 56 Burleys Way — SOLD

Leicester, LE1 3BD — Leicestershire County

Sale Date:	01/09/2015 (176 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1973 Age: 42
Price/SF:	-	NIA:	29,491 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3407952	Sale Conditions:	-
Research Status:	Research Complete		

5 32-34 Charles St — SOLD

Leicester, LE1 3FG — Leicestershire County

Sale Date:	22/03/2019 (325 days on mkt)	Bldg Type:	Office
Sale Price:	£585,000	Year Built/Age:	Built 1932 Age: 87
Price/SF:	£100.03	NIA:	5,848 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4711894	Sale Conditions:	-
Research Status:	Research Complete		

6 60 Charles St — SOLD

Leicester, LE1 1FB — Leicestershire County

Sale Date:	01/09/2017	Bldg Type:	Office
Sale Price:	£1,318,000 - Confirmed	Year Built/Age:	Built 1977 Renov 2009 Age: 40
Price/SF:	£25.74	NIA:	51,200 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4032013	Sale Conditions:	-
Research Status:	Confirmed		

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7 Halford House - 91-101 Charles St — SOLD

Leicester, LE1 1HA — Leicestershire County

Sale Date:	24/02/2018	Bldg Type:	Office
Sale Price:	£2,400,000 - Confirmed	Year Built/Age:	Built 1933 Age: 84
Price/SF:	£47.59	NIA:	50,427 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4350780	Sale Conditions:	-
Research Status:	Confirmed		

8 Pannell House - 159 Charles St — SOLD

Leicester, LE1 1LD — Leicestershire County

Sale Date:	04/01/2019 (192 days on mkt)	Bldg Type:	Office
Sale Price:	£1,507,500 - Confirmed	Year Built/Age:	Built 1976 Age: 42
Price/SF:	£100.13	NIA:	15,056 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4645828	Sale Conditions:	-
Research Status:	Confirmed		

9 Trafalgar House - 171-173 Charles St — SOLD

Leicester, LE1 1LA — Leicestershire County

Sale Date:	03/12/2018	Unit Type:	7,137 SF Office Unit
Sale Price:	-	Year Built/Age:	Built 1930 Age: 88
Price/SF:	-	NIA:	7,137 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4601381	Sale Conditions:	-
Research Status:	Research Complete		

10 46-48 Church Gate — SOLD

Leicester, LE1 4AJ — Leicestershire County

Sale Date:	25/11/2015 (380 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1952 Age: 63
Price/SF:	-	NIA:	8,247 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3486281	Sale Conditions:	-
Research Status:			

11 21 De Montfort St — SOLD

Leicester, LE1 7GE — Leicestershire County

Sale Date:	15/01/2019 (424 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1890 Age: 128
Price/SF:	-	NIA:	6,622 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4678613	Sale Conditions:	-
Research Status:	Research Complete		

12 Layton House - 9 Frewin St — SOLD

Leicester, LE5 0PA — Leicestershire County

Sale Date:	22/06/2016 (14 days on mkt)	Bldg Type:	OfficeOffice/Residential
Sale Price:	£562,500 - Confirmed	Year Built/Age:	Built 1980 Age: 36
Price/SF:	£61.99	NIA:	9,074 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3631219	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

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13 Eagle Star House - 9-11 Friar Ln — SOLD

Leicester, LE1 5RB — Leicestershire County

Sale Date:	14/01/2019	Bldg Type:	Office
Sale Price:	£1,358,153 - Confirmed	Year Built/Age:	Built 1894 Age: 125
Price/SF:	£90.37	NIA:	15,028 SF
Reversionary Yield:	-		
Net Initial Yield:	8.70%		
Comp ID:	4774653	Sale Conditions:	-
Research Status:	Confirmed		

14 Resource Centre - 59 Gedding Rd — SOLD

Leicester, LE5 5DU — Leicestershire County

Sale Date:	30/05/2016 (476 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1990 Age: 26
Price/SF:	-	NIA:	7,964 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3616105	Sale Conditions:	-
Research Status:			

15 York House - 91 Granby St — SOLD

Leicester, LE1 6FB — Leicestershire County

Sale Date:	19/12/2017	Bldg Type:	Office
Sale Price:	£5,400,000 - Confirmed	Year Built/Age:	Built 1937 Age: 80
Price/SF:	£134.42	NIA:	40,174 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4087432	Sale Conditions:	Distress Sale, Purchase By Tenant
Research Status:	Confirmed		

16 6 Heathly Park Dr — SOLD

Leicester, LE3 9EQ — Leicestershire County

Sale Date:	24/07/2017 (41 days on mkt)	Bldg Type:	OfficeOffice/Residential
Sale Price:	£1,475,000 - Confirmed	Year Built/Age:	Built 1850 Age: 167
Price/SF:	£156.98	NIA:	9,396 SF
Reversionary Yield:	-		
Net Initial Yield:	6.00%		
Comp ID:	3963844	Sale Conditions:	-
Research Status:	Confirmed		

17 The Old Exchange - 449 Hinckley Rd — SOLD

Leicester, LE3 0WD — Leicestershire County

Sale Date:	30/11/2016 (19 days on mkt)	Bldg Type:	Office
Sale Price:	£275,000 - Confirmed	Year Built/Age:	Built 1910 Renov 1970 Age: 106
Price/SF:	£51.33	NIA:	5,357 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3840231	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

18 Horsefair House - 1-5 Horsefair St — SOLD

Leicester, LE1 5BP — Leicestershire County

Sale Date:	09/01/2019 (103 days on mkt)	Bldg Type:	Office
Sale Price:	£2,190,000 - Confirmed	Year Built/Age:	Built 1987 Age: 31
Price/SF:	£99.52	NIA:	22,006 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4658117	Sale Conditions:	-
Research Status:	Confirmed		

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19 Wakerley Centre, The Lodge & Resources Centre - Margaret Rd — SOLD

Leicester, LE5 5FU — Leicestershire County

Sale Date:	10/07/2015 (102 days on mkt)	Bldg Type:	Office
Sale Price:	£1,000,000 - Confirmed	Year Built/Age:	Renov 2005
Price/SF:	£40.85	NIA:	24,478 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3346059	Sale Conditions:	-
Research Status:	Confirmed		

20 Portfolio Sale - 15 Midland St (Part of Portfolio) — SOLD

Leicester, LE1 1TG — Leicestershire County

Sale Date:	01/02/2019	Bldg Type:	OfficeIndustrial Live/Work Unit
Sale Price:	-	Year Built/Age:	Built 1938 Age: 80
Price/SF:	-	NIA:	6,821 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4728654	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Research Complete		

21 Castle House - 6-8 Nelson St — SOLD

Leicester, LE1 7BA — Leicestershire County

Sale Date:	31/10/2017 (419 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1996 Age: 21
Price/SF:	-	NIA:	5,399 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4043766	Sale Conditions:	-
Research Status:	Public Record		

22 Charnwood Court - 5a-5b New Walk — SOLD

Leicester, LE1 6TE — Leicestershire County

Sale Date:	02/02/2016 (329 days on mkt)	Bldg Type:	Office
Sale Price:	£3,200,000 - Confirmed	Year Built/Age:	Built 2003 Age: 12
Price/SF:	£113.41	NIA:	28,215 SF
Reversionary Yield:	-		
Net Initial Yield:	8.35%		
Comp ID:	3526709	Sale Conditions:	-
Research Status:	Confirmed		

23 96 New Walk — SOLD

Leicester, LE1 7EA — Leicestershire County

Sale Date:	15/09/2017 (10 days on mkt)	Bldg Type:	Office
Sale Price:	£740,000	Year Built/Age:	Built 1912 Age: 105
Price/SF:	£136.78	NIA:	5,410 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4057682	Sale Conditions:	Auction Sale
Research Status:	Public Record		

24 Elfed Thomas Building - Newarke St (Part of Portfolio) — SOLD

Leicester, LE1 5SL — Leicestershire County

Sale Date:	08/11/2016	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1931 Age: 84
Price/SF:	-	NIA:	54,500 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4323516	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Research Complete		

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25 22-28 Princess Rd W — SOLD

Leicester, LE1 6TP — Leicestershire County

Sale Date:	31/10/2016 (235 days on mkt)	Bldg Type:	Office
Sale Price:	£1,350,000 - Confirmed	Year Built/Age:	Built 1910 Age: 106
Price/SF:	£98.85	NIA:	13,657 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3873552	Sale Conditions:	Condo Conversion, High Vacancy Property ...
Research Status:	Confirmed		

26 Enkalon House - 86-92 Regent Rd — SOLD

Leicester, LE1 7DD — Leicestershire County

Sale Date:	12/10/2018	Bldg Type:	Office
Sale Price:	£4,400,000 - Confirmed	Year Built/Age:	Built 1961 Age: 56
Price/SF:	£112.93	NIA:	38,963 SF
Reversionary Yield:	-		
Net Initial Yield:	8.50%		
Comp ID:	4542801	Sale Conditions:	-
Research Status:	Confirmed		

27 Prospect House - 94 Regent Rd — SOLD

Leicester, LE1 7DA — Leicestershire County

Sale Date:	07/01/2016 (72 days on mkt)	Bldg Type:	Office
Sale Price:	£1,350,000 - Confirmed	Year Built/Age:	Built 1974 Age: 41
Price/SF:	£98.20	NIA:	13,747 SF
Reversionary Yield:	-		
Net Initial Yield:	8.70%		
Comp ID:	3495551	Sale Conditions:	-
Research Status:	Confirmed		

28 Readson House - 96-98 Regent Rd — SOLD

Leicester, LE1 7DF — Leicestershire County

Sale Date:	17/05/2018	Bldg Type:	Office
Sale Price:	£1,550,000 - Confirmed	Year Built/Age:	Built 1994 Age: 23
Price/SF:	£105.40	NIA:	14,706 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4605117	Sale Conditions:	-
Research Status:	Confirmed		

29 Readson House - 96-98 Regent Rd — SOLD

Leicester, LE1 7DF — Leicestershire County

Sale Date:	26/10/2016	Bldg Type:	Office
Sale Price:	£1,550,000 - Confirmed	Year Built/Age:	Built 1994 Age: 22
Price/SF:	£105.40	NIA:	14,706 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4144864	Sale Conditions:	-
Research Status:	Confirmed		

30 St Georges House - 6 St Georges Way — SOLD

Leicester, LE1 1SH — Leicestershire County

Sale Date:	10/05/2019	Bldg Type:	Office
Sale Price:	£3,300,000 - Confirmed	Year Built/Age:	Built 1979 Renov 2014 Age: 39
Price/SF:	£130.33	NIA:	25,321 SF
Reversionary Yield:	-		
Net Initial Yield:	10.00%		
Comp ID:	4806626	Sale Conditions:	-
Research Status:	Confirmed		

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31 Former Vaughan College - 156-160 St Nicholas Cir — SOLD

Leicester, LE1 4LF — Leicestershire County

Sale Date:	09/10/2015 (746 days on mkt)	Bldg Type:	Office
Sale Price:	£300,000 - Confirmed	Year Built/Age:	Built 1960 Age: 55
Price/SF:	£12.48	NIA:	24,039 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3442779	Sale Conditions:	-
Research Status:	Confirmed		

32 Bbc Leicester - 9 St Nicholas Pl — SOLD

Leicester, LE1 5LB — Leicestershire County

Sale Date:	20/11/2018	Bldg Type:	Office
Sale Price:	£3,800,000	Year Built/Age:	Built 2003 Age: 15
Price/SF:	£233.26	NIA:	16,291 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4793555	Sale Conditions:	-
Research Status:	In Progress		

33 400 Thurcaston Rd — SOLD

Leicester, LE4 2RD — Leicestershire County

Sale Date:	29/06/2017 (15 days on mkt)	Bldg Type:	Office
Sale Price:	£575,000 - Confirmed	Year Built/Age:	Built 1960 Age: 57
Price/SF:	£96.79	NIA:	5,941 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3940758	Sale Conditions:	Auction Sale, High Vacancy Property
Research Status:	Confirmed		

34 Reynard House - 37-39 Welford Rd — SOLD

Leicester, LE2 7AD — Leicestershire County

Sale Date:	01/07/2016 (14 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1996 Age: 20
Price/SF:	-	NIA:	25,763 SF
Reversionary Yield:	-		
Net Initial Yield:	5.89%		
Comp ID:	3692391	Sale Conditions:	-
Research Status:			

35 James House - 55 Welford Rd (Part of Portfolio) — SOLD

Leicester, LE2 7AE — Leicestershire County

Sale Date:	01/03/2016	Bldg Type:	Office
Sale Price:	£3,516,457 - Allocated	Year Built/Age:	Built 1968 Age: 47
Price/SF:	£53.95	NIA:	65,176 SF
Reversionary Yield:	-		
Net Initial Yield:	8.50%		
Comp ID:	3609442	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Allocated		

36 Wellington House - 22-32 Wellington St — SOLD

Leicester, LE1 6HL — Leicestershire County

Sale Date:	15/09/2018 (184 days on mkt)	Bldg Type:	Office
Sale Price:	£5,600,000 - Confirmed	Year Built/Age:	Built 1983 Age: 35
Price/SF:	£106.32	NIA:	52,673 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4513828	Sale Conditions:	-
Research Status:	Confirmed		

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37 Atlas Court - Atlas House - 41 Wembley Rd — SOLD

Leicester, LE3 1UT — Leicestershire County

Sale Date:	01/12/2015 (98 days on mkt)	Bldg Type:	OfficeOffice Live/Work Unit
Sale Price:	-	Year Built/Age:	Built 1988 Age: 27
Price/SF:	-	NIA:	16,888 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3496016	Sale Conditions:	-
Research Status:			

38 8-10 West Walk — SOLD

Leicester, LE1 7NA — Leicestershire County

Sale Date:	29/04/2016 (59 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1897 Age: 118
Price/SF:	-	NIA:	13,315 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3716787	Sale Conditions:	-
Research Status:			

39 Bede House - 11 Western Blvd — SOLD

Leicester, LE2 7EJ — Leicestershire County

Sale Date:	01/06/2017 (143 days on mkt)	Bldg Type:	Office
Sale Price:	£3,750,000 - Confirmed	Year Built/Age:	Built 1998 Age: 19
Price/SF:	£87.82	NIA:	42,701 SF
Reversionary Yield:	-		
Net Initial Yield:	11.63%		
Comp ID:	3956084	Sale Conditions:	-
Research Status:	Confirmed		

40 Princes Court - 26-36 York Rd — SOLD

Leicester, LE1 5TU — Leicestershire County

Sale Date:	12/05/2018 (65 days on mkt)	Bldg Type:	Office
Sale Price:	£4,385,000 - Confirmed	Year Built/Age:	Built 1993 Age: 25
Price/SF:	£196.62	NIA:	22,302 SF
Reversionary Yield:	-		
Net Initial Yield:	6.21%		
Comp ID:	4272697	Sale Conditions:	-
Research Status:	Confirmed		

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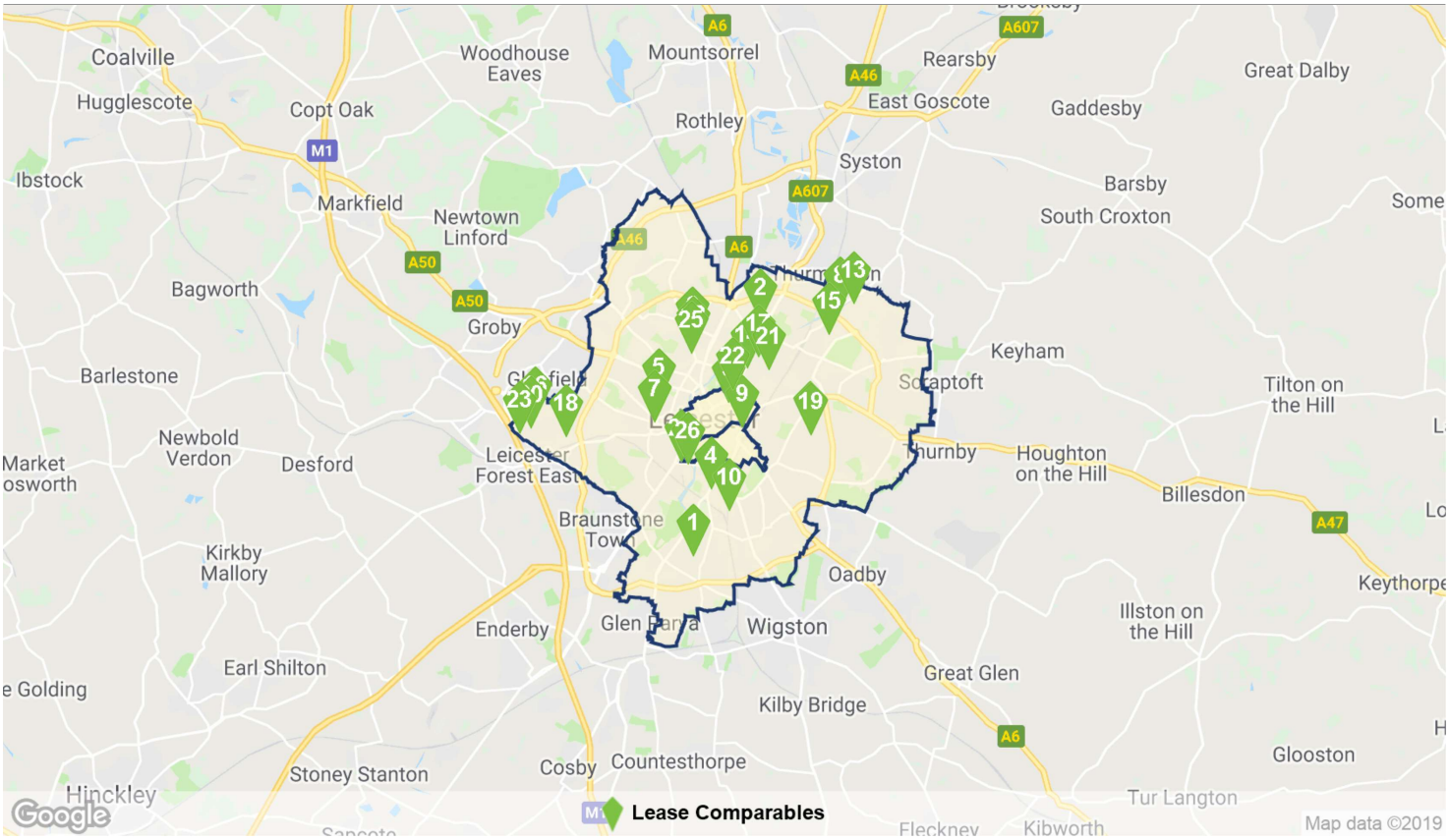
Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
26	£5.86	£4.75	5

LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	17	£2.77	£5.86	£4.49	£11.16
Achieved Rent Per SF	26	£2.03	£4.75	£4.36	£10.71
Net Effective Rent Per SF	19	£2.33	£5.10	£3.97	£7.62
Asking Rent Discount	17	-11.2%	-7.4%	0.8%	23.2%
TI Allowance	-	-	-	-	-
Rent Free Months	3	1	3	3	4

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	19	1	5	4	15
Deal Size	26	672	30,246	4,589	195,050
Lease Deal in Months	24	12.0	83.0	60.0	240.0
Floor Number	26	GRND	GRND	GRND	MEZZ

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	505-507 Saffron Ln	★★☆☆☆	4,400	GRND	31/05/2019	New	£4.32/fri	Achieved
2	3-7 Woodbridge Rd	★★★☆☆	13,335	GRND	29/04/2019	New	£5.40/fri	Effective
3	12 Dryden St	★★☆☆☆	1,113	1st	04/03/2019	New	£3.97/fri	Effective
4	Freemans Cmn	★★☆☆☆	672	GRND	25/02/2019	New	£10.71	Achieved
5	44 Ruby St	★★☆☆☆	3,610	GRND	22/01/2019	New	£2.33/fri	Effective
6	2 Stadium Pl	★★☆☆☆	3,385	GRND,1	08/10/2018	New	£4.28/fri	Effective
7	65 Carlisle St	★☆☆☆☆	1,623	GRND	19/09/2018	New	£4.93/fri	Effective
8	New Star Rd	★★★☆☆	50,810	GRND	29/08/2018	New	£3.97/fri	Effective
9	Matrix House 7 Constitution Hl	★★☆☆☆	1,745	GRND	20/08/2018	New	£5.00/fri	Achieved
10	65 Oakland Rd	★★☆☆☆	10,154	GRND	11/04/2018	New	£3.67/fri	Effective
11	354 St Saviours Rd	★★☆☆☆	1,500	GRND	01/03/2018	New	£4.40	Achieved
12	33-37 Menzies Rd	★★★☆☆	14,000	1st	01/02/2018	New	£3.39/fri	Effective
13	ADR Accident Centre 180 Waterside Rd	★★★☆☆	21,238	GRND,1	01/02/2018	New	£5.83/fri	Effective
14	Brandon St	★★★☆☆	1,337	1st	14/01/2018	New	£4.49/fri	Effective
15	Warehouse 65 Lewisher Rd	★★★☆☆	122,872	GRND,1	19/12/2017	Renewal	£2.66/fri	Effective
16	141-147 Scudamore Rd	★★★☆☆	115,243	GRND,…	07/12/2017	Renewal	£3.49/fri	Effective
17	128 Halkin St	★★★☆☆	1,050	1st	01/12/2017	New	£7.62/fri	Effective
18	Radar Rd	★★★☆☆	150,000	1st	25/09/2017	New	£6.38/fri	Effective
19	352a St Saviours Rd	★★☆☆☆	1,200	1st	01/09/2017	New	£5.67/fri	Achieved
20	LE3 DP Scudamore Rd	★★★☆☆	195,050	GRND	25/08/2017	New	£7.23/fri	Effective
21	126 Weymouth St	★☆☆☆☆	5,000	GRND	02/03/2017	New	£3.00	Effective

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
22	43 Melton St	★★☆☆☆	4,778	GRND,1	06/02/2017	New	£3.03/fri	Effective
23	Wanstead Rd	★★☆☆☆	1,000	GRND	01/02/2017	New	£6.00/iro	Achieved
24	182 Western Rd	★★☆☆☆	2,495	GRND,1	30/01/2017	New	£3.01/fri	Effective
25	11-13 Parker Dr	★★★☆☆	9,036	GRND,1	18/11/2016	New	£3.60/fri	Achieved
26	Upperton Rd @ Watkin R...	★★★☆☆	49,761	GRND	26/09/2016	New	£5.02/fri	Effective

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	 3-4 Saffron Way Leicester, LE2 6UP Leicester Ind Submarket	SRM Electrical	4,400 New Direct	Jun 2019 Month-To-Month	£4.32/SF		
2	 3-7 Woodbridge Rd Leicester, LE4 7RH Leicester Ind Submarket	ATC Limited Company Ilb Worldwide Limited	13,335 New Direct	Apr 2019 5 Years	£5.40/SF £5.40/SF		Apr 2019
3	 12 Dryden St Leicester, LE1 3JR Leicester Ind Submarket		1,113 New Direct	Mar 2019 3 Years	£3.97/SF £3.97/SF	 £2.32/SF	Mar 2020 Mar 2020
4	 Putney Road West Leicester, LE2 7TD Leicester Ind Submarket	Simon Southerden South West Property Ltd	672 New Direct	Mar 2019 3 Years	£10.71/SF	 £2.75/SF	
5	 44 Ruby St Leicester, LE3 9GR Leicester Ind Submarket	Sunrise Investments Limited	3,610 New Direct	Mar 2019 1 Year	£2.33/SF £2.33/SF	 £0.96/SF	
6	 2 Stadium Pl Leicester, LE4 0JS Leicester Ind Submarket		3,385 New Direct	Nov 2018 3 Years	£4.28/SF £4.28/SF		

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	 65 Carlisle St Leicester, LE3 6AH Leicester Ind Submarket		1,623 New Direct	Sep 2018 3 Years	£4.93/SF £4.93/SF		
8	 New Star Rd Leicester, LE4 9JD Leicester Ind Submarket	TeamSport Westmoreland Investments Ltd	50,810 New Direct	Aug 2018 20 Years	£3.54/SF £3.97/SF	 £1.49/SF	Aug 2028…
9	 Matrix House 7 Constitution Hl Leicester, LE1 1PL Leicester Ind Submarket	 Leicester City Council	 1,745 New Direct	 Aug 2018 5 Years	 £5.00/SF		
10	 65 Oakland Rd Leicester, LE2 6AN Leicester Ind Submarket	 Mars Knitwear L Ltd	10,154 New Direct	Apr 2018 10 Years	£3.45/SF £3.67/SF	 £1.97/SF	
11	354 St Saviours Rd Leicester, LE5 4HJ Leicester Ind Submarket	Mr Shabir	1,500 New Direct	Mar 2018 1 Year	£4.40/SF		
12	33-37 Menzies Rd Leicester, LE4 0JL Leicester Ind Submarket	Unique Window Systems Charles Street Buildings Group	14,000 New Direct	Feb 2018 10 Years	£3.48/SF £3.39/SF	4 Mos at Start	Feb 2023 Feb 2023

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	ADR Accident Centre 180 Waterside Rd Leicester, LE5 1TN Leicester Ind Submarket	Auto Store Westmoreland Investments Ltd	21,238 New Direct	Feb 2018 10 Years	£5.73/SF £5.83/SF		Feb 2023
14	 Brandon St Leicester, LE4 6AW Leicester Ind Submarket		1,337 New Direct	Jan 2018 2 Years	£4.49/SF £4.49/SF		
15	 Warehouse 65 Lewisher Rd Leicester, LE4 9LR Leicester Ind Submarket	SAVOURY & SWEET UNIVERSAL FLEXIBLE PACKAGI…	122,872 Renewal Direct	Dec 2017 18 Years	£2.66/SF £2.66/SF		Nov 2020…
16	141-147 Scudamore Rd Leicester, LE3 1UQ Leicester Ind Submarket	GO Inspire BNP PARIBAS SECURITIES SER…	115,243 Renewal Direct	Dec 2017 9 Years 11 Months	£2.03/SF £3.49/SF		Apr 2020
17	 128 Halkin St Leicester, LE4 6JW Leicester Ind Submarket		1,050 New Direct	Dec 2017 1 Year	£7.62/SF £7.62/SF		
18	Radar Rd Leicester, LE3 1TX Leicester Ind Submarket	Crown Packaging UK Plc	150,000 New Direct	Sep 2017 10 Years	£6.27/SF £6.38/SF		Sep 2022

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	352a St Saviours Rd Leicester, LE5 4HJ Leicester Ind Submarket	Ramandeep Kaur Gateway Trustees Limited	1,200 New Direct	Sep 2017	£5.67/SF		
20	LE3 DP Scudamore Rd Leicester, LE3 1UR Leicester Ind Submarket	Samworth Brothers BNP Paribas Securities Services T…	195,050 New Direct	Aug 2017 20 Years	£6.95/SF £7.23/SF		Aug 2022…
21	124-126 Weymouth St Leicester, LE4 6FQ Leicester Ind Submarket	Linden Ideas Ltd	5,000 New Direct	Apr 2017 1 Year	£3.00/SF £3.00/SF		
22	43 Melton St Leicester, LE1 3NB Leicester Ind Submarket		4,778 New Direct	Feb 2017 9 Years	£3.14/SF £3.03/SF	3 Mos at Start £1.25/SF	Feb 2020 Feb 2020…
23	Wanstead Rd Leicester, LE3 1TR Leicester Ind Submarket	Miss Z Skechley	1,000 New Direct	Feb 2017 3 Years	£6.00/SF		
24	182 Western Rd Leicester, LE3 0GB Leicester Ind Submarket		2,495 New Direct	Mar 2017 5 Years	£3.01/SF £3.01/SF	 £3.07/SF	Feb 2019

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	11-13 Parker Dr Leicester, LE4 0JP Leicester Ind Submarket	Elevator Equipment Ltd	9,036 New Direct	Feb 2017 5 Years	£3.60/SF	1 Mo at Start £3.11/SF	 Nov 2019
26	Upperton Rd @ Watkin Road Leicester, LE2 7AY Leicester Ind Submarket	Mawby & King	49,761 New Direct	Sep 2016 10 Years	£5.02/SF £5.02/SF		 Sep 2021

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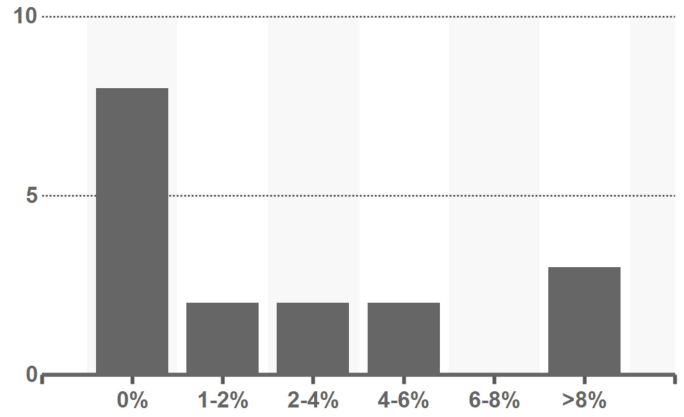
Rents

Lease Comps Report

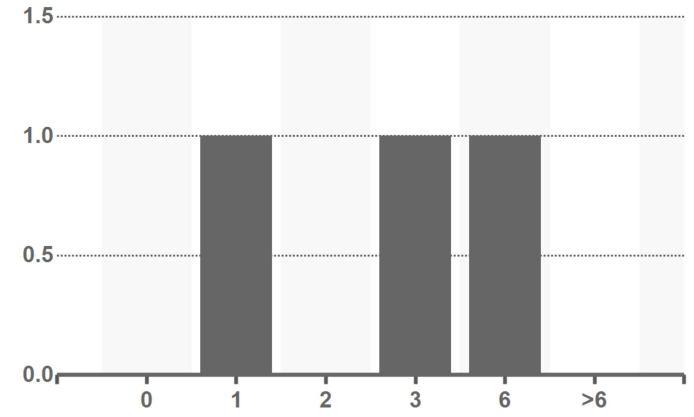
Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£5.86	£4.75	£5.10	2.7

DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Leicester Office - Sales

Comps Statistics

	Low	Average	Median	High	Count
Sale Price	£275,000	£2,166,208	£1,507,500	£5,600,000	27
NIA	5,357 SF	21,114 SF	14,867 SF	65,176 SF	40
Price per SF	£12.48	£91.25	£100.03	£233.26	27
Net Initial Yield	5.89%	8.22%	8.50%	11.63%	9
Days on Market	10	208	123	746	26
Sale Price to Asking Price Ratio	43.17%	111.95%	105.51%	191.67%	14

Totals

Sold Transactions	Total Sales Volume:	£58,487,610	Total Sales Transactions:	40

Survey Criteria

basic criteria: Type of Property - Office; Property Size - from 5,000 SF; Sale Date - 08/07/2015 - 08/07/2019; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Leicester Fringe (Leicester), Leicester North Central (Leicester), Leicester South Central (Leicester)

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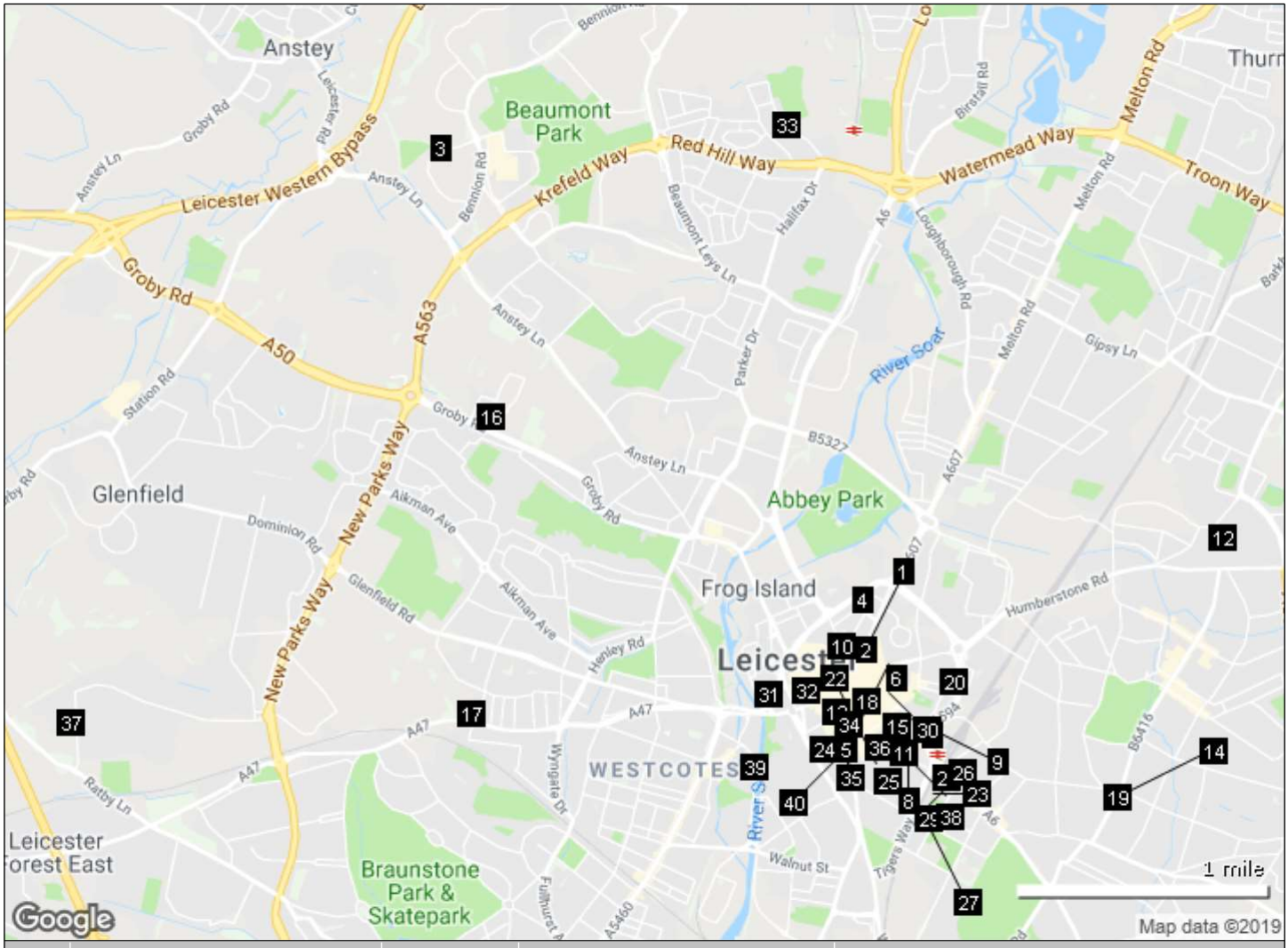
09/07/2019



	Address	City	Property Info	Sale Info
1	Aquis House, 211 Belgrave Gate	Leicester	9,052 SF Office	Sold: £1,050,000 (£116/SF)
2	233 Belgrave Gate	Leicester	7,426 SF Office	Sold: -
3	70 Boston Rd	Leicester	14,063 SF Office	Sold: -
4	Abbey House, 56 Burleys Way	Leicester	29,491 SF Office	Sold: -
5	32-34 Charles St	Leicester	5,848 SF Office	Sold: £585,000 (£100.03/SF)
6	60 Charles St	Leicester	51,200 SF Office	Sold: £1,318,000 (£25.74/SF)
7	Halford House, 91-101 Charles St	Leicester	50,427 SF Office	Sold: £2,400,000 (£47.59/SF)
8	Pannell House, 159 Charles St	Leicester	15,056 SF Office	Sold: £1,507,500 (£100.13/SF)
9	Trafalgar House, 171-173 Charles St	Leicester	7,137 SF Office	Sold: -
10	46-48 Church Gate	Leicester	8,247 SF Office	Sold: -
11	21 De Montfort St	Leicester	6,622 SF Office	Sold: -
12	Layton House, 9 Frewin St	Leicester	9,074 SF Office/Office/Residential	Sold: £562,500 (£61.99/SF)
13	Eagle Star House, 9-11 Friar Ln	Leicester	15,028 SF Office	Sold: £1,358,153 (£90.37/SF)
14	Resource Centre, 59 Gedding Rd	Leicester	7,964 SF Office	Sold: -

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09/07/2019

15	York House, 91 Granby St	Leicester	40,174 SF Office	Sold: £5,400,000 (£134.42/SF)
16	6 Heathly Park Dr	Leicester	9,396 SF Office/Office/Residential	Sold: £1,475,000 (£156.98/SF)
17	The Old Exchange, 449 Hinckley Rd	Leicester	5,357 SF Office	Sold: £275,000 (£51.33/SF)
18	Horsefair House, 1-5 Horsefair St	Leicester	22,006 SF Office	Sold: £2,190,000 (£99.52/SF)
19	Wakerley Centre, The Lodge & Resources Centre, Margaret Rd	Leicester	24,478 SF Office	Sold: £1,000,000 (£40.85/SF)
20	15 Midland St (Part of Portfolio)	Leicester	6,821 SF Office/Industrial Live/Work Unit	Sold: -
21	Castle House, 6-8 Nelson St	Leicester	5,399 SF Office	Sold: -
22	Charnwood Court, 5a-5b New Walk	Leicester	28,215 SF Office	Sold: £3,200,000 (£113.41/SF)
23	96 New Walk	Leicester	5,410 SF Office	Sold: £740,000 (£136.78/SF)
24	Elfed Thomas Building, Newarke St (Part of Portfolio)	Leicester	54,500 SF Office	Sold: -
25	22-28 Princess Rd W	Leicester	13,657 SF Office	Sold: £1,350,000 (£98.85/SF)
26	Enkalon House, 86-92 Regent Rd	Leicester	38,963 SF Office	Sold: £4,400,000 (£112.93/SF)
27	Prospect House, 94 Regent Rd	Leicester	13,747 SF Office	Sold: £1,350,000 (£98.20/SF)
28	Readson House, 96-98 Regent Rd	Leicester	14,706 SF Office	Sold: £1,550,000 (£105.40/SF)
29	Readson House, 96-98 Regent Rd	Leicester	14,706 SF Office	Sold: £1,550,000 (£105.40/SF)
30	6 St Georges Way	Leicester	25,321 SF Office	Sold: £3,300,000 (£130.33/SF)
31	Former Vaughan College, 156-160 St Nicholas Cir	Leicester	24,039 SF Office	Sold: £300,000 (£12.48/SF)
32	Bbc Leicester, 9 St Nicholas Pl	Leicester	16,291 SF Office	Sold: £3,800,000 (£233.26/SF)
33	400 Thurcaston Rd	Leicester	5,941 SF Office	Sold: £575,000 (£96.79/SF)
34	Reynard House, 37-39 Welford Rd	Leicester	25,763 SF Office	Sold: -
35	James House, 55 Welford Rd (Part of Portfolio)	Leicester	65,176 SF Office	Sold: £3,516,457 (£53.95/SF)
36	Wellington House, 22-32 Wellington St	Leicester	52,673 SF Office	Sold: £5,600,000 (£106.32/SF)
37	Atlas House, 41 Wembley Rd	Leicester	16,888 SF Office/Office Live/Work Unit	Sold: -
38	8-10 West Walk	Leicester	13,315 SF Office	Sold: -
39	Bede House, 11 Western Blvd	Leicester	42,701 SF Office	Sold: £3,750,000 (£87.82/SF)
40	Princes Court, 26-36 York Rd	Leicester	22,302 SF Office	Sold: £4,385,000 (£196.62/SF)

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1 Aquis House - 211 Belgrave Gate — SOLD

Leicester, LE1 3HY — Leicestershire County

Sale Date:	30/10/2018	Bldg Type:	Office
Sale Price:	£1,050,000 - Confirmed	Year Built/Age:	Built 1967 Age: 51
Price/SF:	£116.00	NIA:	9,052 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4682216	Sale Conditions:	-
Research Status:	Confirmed		

2 233 Belgrave Gate — SOLD

Leicester, LE1 3HT — Leicestershire County

Sale Date:	01/02/2016 (683 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1980 Age: 35
Price/SF:	-	NIA:	7,426 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3523809	Sale Conditions:	-
Research Status:			

3 70 Boston Rd — SOLD

Leicester, LE4 1AW — Leicestershire County

Sale Date:	16/08/2016 (76 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 2000 Age: 16
Price/SF:	-	NIA:	14,063 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3698532	Sale Conditions:	-
Research Status:			

4 Abbey House - 56 Burleys Way — SOLD

Leicester, LE1 3BD — Leicestershire County

Sale Date:	01/09/2015 (176 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1973 Age: 42
Price/SF:	-	NIA:	29,491 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3407952	Sale Conditions:	-
Research Status:	Research Complete		

5 32-34 Charles St — SOLD

Leicester, LE1 3FG — Leicestershire County

Sale Date:	22/03/2019 (325 days on mkt)	Bldg Type:	Office
Sale Price:	£585,000	Year Built/Age:	Built 1932 Age: 87
Price/SF:	£100.03	NIA:	5,848 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4711894	Sale Conditions:	-
Research Status:	Research Complete		

6 60 Charles St — SOLD

Leicester, LE1 1FB — Leicestershire County

Sale Date:	01/09/2017	Bldg Type:	Office
Sale Price:	£1,318,000 - Confirmed	Year Built/Age:	Built 1977 Renov 2009 Age: 40
Price/SF:	£25.74	NIA:	51,200 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4032013	Sale Conditions:	-
Research Status:	Confirmed		

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7 Halford House - 91-101 Charles St — SOLD

Leicester, LE1 1HA — Leicestershire County

Sale Date:	24/02/2018	Bldg Type:	Office
Sale Price:	£2,400,000 - Confirmed	Year Built/Age:	Built 1933 Age: 84
Price/SF:	£47.59	NIA:	50,427 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4350780	Sale Conditions:	-
Research Status:	Confirmed		

8 Pannell House - 159 Charles St — SOLD

Leicester, LE1 1LD — Leicestershire County

Sale Date:	04/01/2019 (192 days on mkt)	Bldg Type:	Office
Sale Price:	£1,507,500 - Confirmed	Year Built/Age:	Built 1976 Age: 42
Price/SF:	£100.13	NIA:	15,056 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4645828	Sale Conditions:	-
Research Status:	Confirmed		

9 Trafalgar House - 171-173 Charles St — SOLD

Leicester, LE1 1LA — Leicestershire County

Sale Date:	03/12/2018	Unit Type:	7,137 SF Office Unit
Sale Price:	-	Year Built/Age:	Built 1930 Age: 88
Price/SF:	-	NIA:	7,137 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4601381	Sale Conditions:	-
Research Status:	Research Complete		

10 46-48 Church Gate — SOLD

Leicester, LE1 4AJ — Leicestershire County

Sale Date:	25/11/2015 (380 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1952 Age: 63
Price/SF:	-	NIA:	8,247 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3486281	Sale Conditions:	-
Research Status:			

11 21 De Montfort St — SOLD

Leicester, LE1 7GE — Leicestershire County

Sale Date:	15/01/2019 (424 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1890 Age: 128
Price/SF:	-	NIA:	6,622 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4678613	Sale Conditions:	-
Research Status:	Research Complete		

12 Layton House - 9 Frewin St — SOLD

Leicester, LE5 0PA — Leicestershire County

Sale Date:	22/06/2016 (14 days on mkt)	Bldg Type:	OfficeOffice/Residential
Sale Price:	£562,500 - Confirmed	Year Built/Age:	Built 1980 Age: 36
Price/SF:	£61.99	NIA:	9,074 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3631219	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

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13 Eagle Star House - 9-11 Friar Ln — SOLD

Leicester, LE1 5RB — Leicestershire County

Sale Date:	14/01/2019	Bldg Type:	Office
Sale Price:	£1,358,153 - Confirmed	Year Built/Age:	Built 1894 Age: 125
Price/SF:	£90.37	NIA:	15,028 SF
Reversionary Yield:	-		
Net Initial Yield:	8.70%		
Comp ID:	4774653	Sale Conditions:	-
Research Status:	Confirmed		

14 Resource Centre - 59 Gedding Rd — SOLD

Leicester, LE5 5DU — Leicestershire County

Sale Date:	30/05/2016 (476 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1990 Age: 26
Price/SF:	-	NIA:	7,964 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3616105	Sale Conditions:	-
Research Status:			

15 York House - 91 Granby St — SOLD

Leicester, LE1 6FB — Leicestershire County

Sale Date:	19/12/2017	Bldg Type:	Office
Sale Price:	£5,400,000 - Confirmed	Year Built/Age:	Built 1937 Age: 80
Price/SF:	£134.42	NIA:	40,174 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4087432	Sale Conditions:	Distress Sale, Purchase By Tenant
Research Status:	Confirmed		

16 6 Heathly Park Dr — SOLD

Leicester, LE3 9EQ — Leicestershire County

Sale Date:	24/07/2017 (41 days on mkt)	Bldg Type:	OfficeOffice/Residential
Sale Price:	£1,475,000 - Confirmed	Year Built/Age:	Built 1850 Age: 167
Price/SF:	£156.98	NIA:	9,396 SF
Reversionary Yield:	-		
Net Initial Yield:	6.00%		
Comp ID:	3963844	Sale Conditions:	-
Research Status:	Confirmed		

17 The Old Exchange - 449 Hinckley Rd — SOLD

Leicester, LE3 0WD — Leicestershire County

Sale Date:	30/11/2016 (19 days on mkt)	Bldg Type:	Office
Sale Price:	£275,000 - Confirmed	Year Built/Age:	Built 1910 Renov 1970 Age: 106
Price/SF:	£51.33	NIA:	5,357 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3840231	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

18 Horsefair House - 1-5 Horsefair St — SOLD

Leicester, LE1 5BP — Leicestershire County

Sale Date:	09/01/2019 (103 days on mkt)	Bldg Type:	Office
Sale Price:	£2,190,000 - Confirmed	Year Built/Age:	Built 1987 Age: 31
Price/SF:	£99.52	NIA:	22,006 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4658117	Sale Conditions:	-
Research Status:	Confirmed		

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19 Wakerley Centre, The Lodge & Resources Centre - Margaret Rd — SOLD

Leicester, LE5 5FU — Leicestershire County

Sale Date:	10/07/2015 (102 days on mkt)	Bldg Type:	Office
Sale Price:	£1,000,000 - Confirmed	Year Built/Age:	Renov 2005
Price/SF:	£40.85	NIA:	24,478 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3346059	Sale Conditions:	-
Research Status:	Confirmed		

20 Portfolio Sale - 15 Midland St (Part of Portfolio) — SOLD

Leicester, LE1 1TG — Leicestershire County

Sale Date:	01/02/2019	Bldg Type:	OfficeIndustrial Live/Work Unit
Sale Price:	-	Year Built/Age:	Built 1938 Age: 80
Price/SF:	-	NIA:	6,821 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4728654	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Research Complete		

21 Castle House - 6-8 Nelson St — SOLD

Leicester, LE1 7BA — Leicestershire County

Sale Date:	31/10/2017 (419 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1996 Age: 21
Price/SF:	-	NIA:	5,399 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4043766	Sale Conditions:	-
Research Status:	Public Record		

22 Charnwood Court - 5a-5b New Walk — SOLD

Leicester, LE1 6TE — Leicestershire County

Sale Date:	02/02/2016 (329 days on mkt)	Bldg Type:	Office
Sale Price:	£3,200,000 - Confirmed	Year Built/Age:	Built 2003 Age: 12
Price/SF:	£113.41	NIA:	28,215 SF
Reversionary Yield:	-		
Net Initial Yield:	8.35%		
Comp ID:	3526709	Sale Conditions:	-
Research Status:	Confirmed		

23 96 New Walk — SOLD

Leicester, LE1 7EA — Leicestershire County

Sale Date:	15/09/2017 (10 days on mkt)	Bldg Type:	Office
Sale Price:	£740,000	Year Built/Age:	Built 1912 Age: 105
Price/SF:	£136.78	NIA:	5,410 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4057682	Sale Conditions:	Auction Sale
Research Status:	Public Record		

24 Elfed Thomas Building - Newarke St (Part of Portfolio) — SOLD

Leicester, LE1 5SL — Leicestershire County

Sale Date:	08/11/2016	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1931 Age: 84
Price/SF:	-	NIA:	54,500 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4323516	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Research Complete		

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25 22-28 Princess Rd W — SOLD

Leicester, LE1 6TP — Leicestershire County

Sale Date:	31/10/2016 (235 days on mkt)	Bldg Type:	Office
Sale Price:	£1,350,000 - Confirmed	Year Built/Age:	Built 1910 Age: 106
Price/SF:	£98.85	NIA:	13,657 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3873552	Sale Conditions:	Condo Conversion, High Vacancy Property ...
Research Status:	Confirmed		

26 Enkalon House - 86-92 Regent Rd — SOLD

Leicester, LE1 7DD — Leicestershire County

Sale Date:	12/10/2018	Bldg Type:	Office
Sale Price:	£4,400,000 - Confirmed	Year Built/Age:	Built 1961 Age: 56
Price/SF:	£112.93	NIA:	38,963 SF
Reversionary Yield:	-		
Net Initial Yield:	8.50%		
Comp ID:	4542801	Sale Conditions:	-
Research Status:	Confirmed		

27 Prospect House - 94 Regent Rd — SOLD

Leicester, LE1 7DA — Leicestershire County

Sale Date:	07/01/2016 (72 days on mkt)	Bldg Type:	Office
Sale Price:	£1,350,000 - Confirmed	Year Built/Age:	Built 1974 Age: 41
Price/SF:	£98.20	NIA:	13,747 SF
Reversionary Yield:	-		
Net Initial Yield:	8.70%		
Comp ID:	3495551	Sale Conditions:	-
Research Status:	Confirmed		

28 Readson House - 96-98 Regent Rd — SOLD

Leicester, LE1 7DF — Leicestershire County

Sale Date:	17/05/2018	Bldg Type:	Office
Sale Price:	£1,550,000 - Confirmed	Year Built/Age:	Built 1994 Age: 23
Price/SF:	£105.40	NIA:	14,706 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4605117	Sale Conditions:	-
Research Status:	Confirmed		

29 Readson House - 96-98 Regent Rd — SOLD

Leicester, LE1 7DF — Leicestershire County

Sale Date:	26/10/2016	Bldg Type:	Office
Sale Price:	£1,550,000 - Confirmed	Year Built/Age:	Built 1994 Age: 22
Price/SF:	£105.40	NIA:	14,706 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4144864	Sale Conditions:	-
Research Status:	Confirmed		

30 St Georges House - 6 St Georges Way — SOLD

Leicester, LE1 1SH — Leicestershire County

Sale Date:	10/05/2019	Bldg Type:	Office
Sale Price:	£3,300,000 - Confirmed	Year Built/Age:	Built 1979 Renov 2014 Age: 39
Price/SF:	£130.33	NIA:	25,321 SF
Reversionary Yield:	-		
Net Initial Yield:	10.00%		
Comp ID:	4806626	Sale Conditions:	-
Research Status:	Confirmed		

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31 Former Vaughan College - 156-160 St Nicholas Cir — SOLD

Leicester, LE1 4LF — Leicestershire County

Sale Date:	09/10/2015 (746 days on mkt)	Bldg Type:	Office
Sale Price:	£300,000 - Confirmed	Year Built/Age:	Built 1960 Age: 55
Price/SF:	£12.48	NIA:	24,039 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3442779	Sale Conditions:	-
Research Status:	Confirmed		

32 Bbc Leicester - 9 St Nicholas Pl — SOLD

Leicester, LE1 5LB — Leicestershire County

Sale Date:	20/11/2018	Bldg Type:	Office
Sale Price:	£3,800,000	Year Built/Age:	Built 2003 Age: 15
Price/SF:	£233.26	NIA:	16,291 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4793555	Sale Conditions:	-
Research Status:	In Progress		

33 400 Thurcaston Rd — SOLD

Leicester, LE4 2RD — Leicestershire County

Sale Date:	29/06/2017 (15 days on mkt)	Bldg Type:	Office
Sale Price:	£575,000 - Confirmed	Year Built/Age:	Built 1960 Age: 57
Price/SF:	£96.79	NIA:	5,941 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3940758	Sale Conditions:	Auction Sale, High Vacancy Property
Research Status:	Confirmed		

34 Reynard House - 37-39 Welford Rd — SOLD

Leicester, LE2 7AD — Leicestershire County

Sale Date:	01/07/2016 (14 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1996 Age: 20
Price/SF:	-	NIA:	25,763 SF
Reversionary Yield:	-		
Net Initial Yield:	5.89%		
Comp ID:	3692391	Sale Conditions:	-
Research Status:			

35 James House - 55 Welford Rd (Part of Portfolio) — SOLD

Leicester, LE2 7AE — Leicestershire County

Sale Date:	01/03/2016	Bldg Type:	Office
Sale Price:	£3,516,457 - Allocated	Year Built/Age:	Built 1968 Age: 47
Price/SF:	£53.95	NIA:	65,176 SF
Reversionary Yield:	-		
Net Initial Yield:	8.50%		
Comp ID:	3609442	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Allocated		

36 Wellington House - 22-32 Wellington St — SOLD

Leicester, LE1 6HL — Leicestershire County

Sale Date:	15/09/2018 (184 days on mkt)	Bldg Type:	Office
Sale Price:	£5,600,000 - Confirmed	Year Built/Age:	Built 1983 Age: 35
Price/SF:	£106.32	NIA:	52,673 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4513828	Sale Conditions:	-
Research Status:	Confirmed		

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37 Atlas Court - Atlas House - 41 Wembley Rd — SOLD

Leicester, LE3 1UT — Leicestershire County

Sale Date:	01/12/2015 (98 days on mkt)	Bldg Type:	OfficeOffice Live/Work Unit
Sale Price:	-	Year Built/Age:	Built 1988 Age: 27
Price/SF:	-	NIA:	16,888 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3496016	Sale Conditions:	-
Research Status:			

38 8-10 West Walk — SOLD

Leicester, LE1 7NA — Leicestershire County

Sale Date:	29/04/2016 (59 days on mkt)	Bldg Type:	Office
Sale Price:	-	Year Built/Age:	Built 1897 Age: 118
Price/SF:	-	NIA:	13,315 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3716787	Sale Conditions:	-
Research Status:			

39 Bede House - 11 Western Blvd — SOLD

Leicester, LE2 7EJ — Leicestershire County

Sale Date:	01/06/2017 (143 days on mkt)	Bldg Type:	Office
Sale Price:	£3,750,000 - Confirmed	Year Built/Age:	Built 1998 Age: 19
Price/SF:	£87.82	NIA:	42,701 SF
Reversionary Yield:	-		
Net Initial Yield:	11.63%		
Comp ID:	3956084	Sale Conditions:	-
Research Status:	Confirmed		

40 Princes Court - 26-36 York Rd — SOLD

Leicester, LE1 5TU — Leicestershire County

Sale Date:	12/05/2018 (65 days on mkt)	Bldg Type:	Office
Sale Price:	£4,385,000 - Confirmed	Year Built/Age:	Built 1993 Age: 25
Price/SF:	£196.62	NIA:	22,302 SF
Reversionary Yield:	-		
Net Initial Yield:	6.21%		
Comp ID:	4272697	Sale Conditions:	-
Research Status:	Confirmed		

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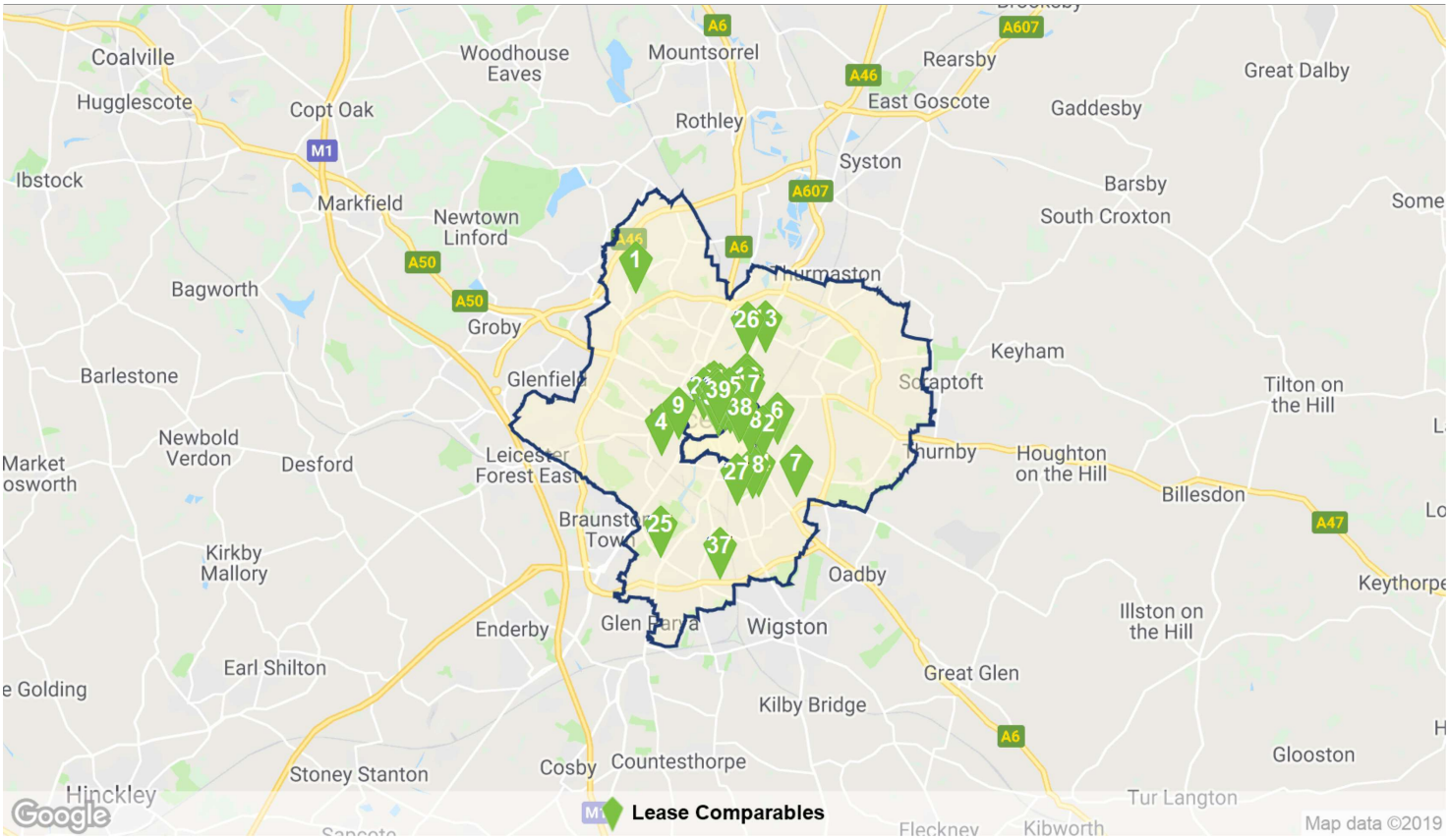
Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
61	£16.24	£17.41	11

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	35	£2.48	£16.24	£17.73	£188.03
Achieved Rent Per SF	61	£2.67	£17.41	£18.14	£188.03
Net Effective Rent Per SF	47	£2.91	£17.72	£17.02	£188.03
Asking Rent Discount	35	-52.9%	15.9%	4.0%	75.8%
TI Allowance	-	-	-	-	-
Rent Free Months	19	2	5	5	12

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	39	1	11	6	58
Deal Size	61	117	3,043	1,151	58,600
Lease Deal in Months	59	12.0	96.0	118.0	240.0
Floor Number	61	BSMT	GRND	GRND	MEZZ

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	Beaumont Leys Shoppin… Beaumont Way	★★★★☆	16,817	GRND,1	24/06/2019	Renewal	£2.91/fri	Effective
2	24 Madras Rd	★★☆☆☆	775	GRND	01/06/2019	New	£5.42/iro	Effective
3	3 Gallowtree Gate	★★☆☆☆	347	GRND	28/05/2019	New	£86.46	Achieved
4	173 Fosse Road South	★★★☆☆	399	GRND	22/05/2019	New	£15.04/fri	Effective
5	17-19 Market St	★★☆☆☆	4,000	GRND	04/05/2019	New	£20.50/fri	Effective
6	3 Egginton St	★★☆☆☆	707	GRND	25/03/2019	New	£21.22	Achieved
7	27 Francis St	★★★☆☆	308	GRND	11/02/2019	New	£22.73/fri	Achieved
8	Mercure Leicester Grand… 12 Belvoir St	★★★☆☆	1,475	GRND	13/01/2019	New	£15.98/iri	Effective
9	22-24 Hinckley Rd	★★☆☆☆	920	GRND	07/01/2019	New	£9.78/fri	Effective
10	Norwich House 22-30 Horsefair St	★★★☆☆	1,023	GRND	10/12/2018	New	£15.91	Achieved
10	Norwich House 22-30 Horsefair St	★★★☆☆	1,023	1st	10/12/2018	New	£31.82	Achieved
11	St Martins Shopping Cen… 10 Silver Walk	★★★☆☆	935	GRND,1	30/11/2018	New	£12.83/fri	Achieved
12	55-57 London Rd	★★★☆☆	882	GRND	19/11/2018	New	£13.61/fri	Effective
13	110 Canon St	★★★☆☆	960	GRND	14/11/2018	New	£16.67/fri	Achieved
14	106 Queens Rd	★★★☆☆	1,677	GRND	01/11/2018	New	£17.30	Effective
15	Humberstone Gate	★★★☆☆	58,600	GRND,1-2	16/10/2018	Renewal	£6.83/fri	Effective
16	Andrea Building 91-101 Humberstone Rd	★★☆☆☆	5,440	GRND	01/10/2018	New	£2.67/iri	Achieved
17	St Georges Way	★★★☆☆	5,000	GRND	01/10/2018	New	£17.44	Effective
18	181 Clarendon Park Rd	★★★☆☆	296	GRND	31/08/2018	New	£18.58/fri	Achieved
15	Humberstone Gate	★★★☆☆	6,081	GRND	22/08/2018	New	£31.24/fri	Effective
15	Humberstone Gate	★★★☆☆	1,130	GRND	16/08/2018	New	£57.52/fri	Effective

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
19	Abode 54-56 London Rd	★★★★☆	1,698	GRND	06/08/2018	New	£19.14	Effective
20	Highcross Shopping Ce... Shires Ln	★★★★★	1,151	GRND	30/07/2018	New	£69.50	Effective
21	30 Church Gate	★★★☆☆	1,983	GRND	07/07/2018	New	£9.08	Effective
22	59A Evington Rd	★★☆☆☆	846	GRND	25/06/2018	New	£17.02/fri	Effective
20	Highcross Shopping Ce... Shires Ln	★★★★★	6,000	1st	19/06/2018	Renewal	£43.33	Effective
23	19 Highcross St	★★★☆☆	1,313	GRND	14/06/2018	New	£20.94	Achieved
15	Humberstone Gate	★★★☆☆	5,100	GRND	11/05/2018	New	£46.36/fri	Effective
24	6 Hotel St	★★☆☆☆	846	GRND	02/05/2018	New	£41.37	Achieved
25	8 Lutterworth Rd	★★★☆☆	413	GRND	10/04/2018	New	£18.16/fri	Effective
20	Highcross Shopping Ce... Shires Ln	★★★★★	2,452	GRND,...	23/03/2018	New	£58.42	Effective
26	29 Melton Rd	★★★☆☆	117	GRND	21/03/2018	New	£188.03/fri	Effective
27	281 Welford Rd	★★★☆☆	403	GRND	08/03/2018	New	£14.40/iri	Effective
28	157 London Rd	★★★☆☆	1,000	1st	07/03/2018	New	£6.50	Effective
1	Beaumont Leys Shoppin... Fletcher Mall	★★★★☆	2,067	GRND,1	23/02/2018	New	£17.04/fri	Effective
29	Beaumont House 135-141 Granby St	★★☆☆☆	1,000	GRND	12/02/2018	New	£13.08/fri	Effective
30	13 King St	★★★☆☆	561	GRND	08/02/2018	New	£31.19/fri	Effective
20	Highcross Shopping Ce... Shires Ln	★★★★★	2,773	MEZZ,1	02/02/2018	New	£58.69/fri	Effective
31	9-11 Cheapside	★★★☆☆	897	BSMT,G...	30/01/2018	New	£23.03/iri	Effective
32	4-8 Horsefair St	★★☆☆☆	1,986	GRND,1	08/01/2018	New	£13.85/fri	Effective
33	63 Market Pl	★★★☆☆	2,404	GRND,1-2	01/01/2018	New	£5.62/fri	Effective
20	Highcross Shopping Ce... Shires Ln	★★★★★	3,197	GRND	21/12/2017	Renewal	£56.30/fri	Effective

Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
34	29A-31 Belvoir St	★★☆☆☆	666	GRND	20/12/2017	New	£18.77	Effective
35	Rutland Centre 56 Halford St	★★★☆☆	3,000	GRND	19/12/2017	New	£11.14/fri	Effective
12	55-57 London Rd	★★★☆☆	966	GRND	14/12/2017	New	£11.39/fri	Achieved
36	20 Market St	★★★☆☆	3,170	GRND,1-2	03/12/2017	New	£11.20/fri	Effective
37	97 Southfields Dr	★★☆☆☆	643	GRND	30/11/2017	New	£10.55/fri	Effective
29	Beaumont House 135-141 Granby St	★★☆☆☆	2,000	GRND	29/11/2017	New	£11.58	Effective
38	58A London Rd	★★☆☆☆	10,191	GRND,…	17/11/2017	New	£6.53/fri	Effective
39	49 Gallowtree Gate	★★☆☆☆	1,815	BSMT,G…	31/10/2017	New	£26.65/fri	Effective

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1	Beaumont Leys Shopping Centre Beaumont Way Leicester, LE4 1DS Leicester Ret Submarket	Santander Tesco British Land Property Partne…	16,817 Renewal Direct	Jun 2019 5 Years	£49,000 PA £48,937 PA		
2	24 Madras Rd Leicester, LE1 2LT Leicester Ret Submarket	Fadumo	775 New Direct	Jun 2019 2 Years	£4,200 PA £4,200 PA		
3	3 Gallowtree Gate Leicester, LE1 5AD Leicester Ret Submarket	Flawless Oval Properties Three Limited	347 New Direct	May 2019 5 Years	£30,000 PA	£15,840 PA	
4	173 Fosse Rd S Leicester, LE3 0FX Leicester Ret Submarket	Mr Herbert	399 New Direct	May 2019 1 Year	£6,000 PA £5,999 PA	£1,890 PA	
5	17-19 Market St Leicester, LE1 6DN Leicester Ret Submarket	Texas Steak House Grand Metropolitan plc	4,000 New Direct	May 2019	£82,000 PA £82,000 PA		
6	3 Egginton St Leicester, LE5 5BD Leicester Ret Submarket	Mr Singh	707 New Direct	Mar 2019 3 Years	£15,000 PA	2 Mos at Start	Mar 2021

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	27 Francis St Leicester, LE2 2BE Leicester Ret Submarket	Mr Tzenab Mohammed Fitzrovia Property Limited	308 New Direct	Mar 2019 3 Years	£7,000 PA		
8	Mercure Leicester Grand Hotel 63-81 Granby St Leicester, LE1 6ES Leicester South Central Submarket	Redrock Recruitment Thai Industrial & Engineering Servi…	1,475 New Direct	Feb 2019 5 Years	£25,000 PA £23,569 PA	3 Mos at Start	Jan 2021 Jan 2021
9	22-24 Hinckley Rd Leicester, LE3 0RA Leicester Ret Submarket	American Vapes	920 New Direct	Jan 2019 5 Years	£9,000 PA £9,000 PA		Jun 2020…
10	Norwich House 22-30 Horsefair St Leicester, LE1 5BP Leicester North Central Submarket	Photographic Retail 2008 USC Leicester Ltd	1,023 New Direct	Dec 2018 10 Years	£16,275 PA		Dec 2023 Dec 2023
11	Norwich House 22-30 Horsefair St Leicester, LE1 5BP Leicester North Central Submarket	Photographic Retail 2008 USC Leicester Ltd	1,023 New Direct	Dec 2018 10 Years	£32,550 PA		
12	St Martins Shopping Centre St Martins Sq Leicester, LE1 5DG Leicester Ret Submarket	Citizen Menswear Roebuck Asset Management	935 New Direct	Nov 2018 5 Years	£12,000 PA		

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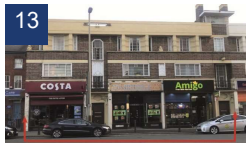
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13 	55-57 London Rd Leicester, LE2 0PE Leicester Ret Submarket	Amigo Grill Limited Mr Ashok Thakrar	882 New Direct	Nov 2018 20 Years	£12,000 PA £12,000 PA		
14	110 Canon St Leicester, LE4 6NJ Leicester Ret Submarket		960 New Direct	Nov 2018 3 Years	£16,000 PA		
15	106 Queens Rd Leicester, LE2 3FL Leicester Ret Submarket	Embark Group	1,677 New Direct	Dec 2018 10 Years	£30,000 PA £29,020 PA	3 Mos at Start	Nov 2020
16	Humberstone Gate Leicester, LE1 3PH Leicester Ret Submarket	TK Maxx Kennedy Wilson Properties	58,600 Renewal Direct	Dec 2022 5 Years	£400,000 PA £399,995 PA		Dec 2022
17	Andrea Building 91-101 Humberstone Rd Leicester, LE5 3AN Leicester Ind Submarket	Mr Brara	5,440 New Direct	Dec 2018 3 Years	£14,500 PA		
18	St Georges Way Leicester, LE1 1SG Leicester Ret Submarket	Dreams Standard Life Investments Ltd	5,000 New	Oct 2018 10 Years	£100,000 PA £87,182 PA	12 Mos at Start	Sep 2023

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	181 Clarendon Park Rd Leicester, LE2 3AJ Leicester Ret Submarket		296 New Direct	Aug 2018 3 Years	£5,500 PA		
20	Humberstone Gate Leicester, LE1 3PH Leicester Ret Submarket	Halifax Kennedy Wilson Properties	6,081 New Direct	Aug 2018 10 Years	£190,000 PA £189,998 PA		May 2023 Dec 2022
21	Humberstone Gate Leicester, LE1 3PH Leicester Ret Submarket	Pandora Kennedy Wilson Properties	1,130 New Assignment	Aug 2018 7 Years 6 Months	£65,000 PA £64,999 PA		Feb 2021 Feb 2021
22	Abode 54-56 London Rd Leicester, LE2 0QD Leicester Ret Submarket	Icestone Gelato Abode London Road Limited	1,698 New Direct	Sep 2018 10 Years	£32,500 PA £32,500 PA		
23	Highcross Shopping Centre Shires Ln Leicester, LE1 4AN Leicester Ret Submarket	Estee Lauder Highcross (No1) Ltd & Highcross (…	1,151 New Direct	Jul 2018 10 Years	£80,000 PA £80,000 PA		Jul 2023
24	30 Church Gate Leicester, LE1 4AJ Leicester Ret Submarket		1,983 New Direct	Aug 2018 1 Year	£18,000 PA £17,999 PA	£11,216 PA	

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	 55-59 Evington Rd Leicester, LE2 1QG Leicester Ret Submarket	Mr Dhian Banning	846 New Direct	Jun 2018 10 Years	£14,400 PA £14,400 PA		Jun 2021
26	 Highcross Shopping Centre Shires Ln Leicester, LE1 4AN Leicester Ret Submarket	McDonalds Highcross (No1) Ltd & Highcross (…	6,000 Renewal Direct	Dec 2018 20 Years	£260,000 PA £259,999 PA		
27	 19 Highcross St Leicester, LE1 4PF Leicester Ret Submarket	Flame Ingo Ltd Babbling Brook Limited	1,313 New Assignment	Jul 2018 10 Years	£27,500 PA	3 Mos at Start £14,040 PA	
28	 Humberstone Gate Leicester, LE1 3PH Leicester Ret Submarket	Deichmann Kennedy Wilson Properties	5,100 New Direct	May 2018 10 Years	£250,000 PA £236,422 PA	5 Mos at Start	May 2023
29	 2-6 Hotel St Leicester, LE1 5AW Leicester Ret Submarket		846 New Direct	May 2018	£35,000 PA		
30	 8 Lutterworth Rd Leicester, LE2 8PE Leicester Ret Submarket		413 New Sublease	Apr 2018 3 Years	£7,500 PA £7,500 PA		

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	Highcross Shopping Centre Shires Ln Leicester, LE1 4AN Leicester Ret Submarket	MenKind Highcross (No1) Ltd & Highcross (…	2,452 New Direct	Mar 2018 9 Years 10 Mont…	£135,000 PA £134,999 PA		Jan 2024
32	29 Melton Rd Leicester, LE4 6PN Leicester Ret Submarket		117 New Direct	Mar 2018 9 Years	£22,000 PA £22,000 PA		
33	281 Welford Rd Leicester, LE2 6BJ Leicester Ret Submarket		403 New Direct	Mar 2018 6 Years	£6,000 PA £5,803 PA	2 Mos at Start	
34	157 London Rd Leicester, LE2 1EG Leicester Ret Submarket	Leicester Leisure Ltd	1,000 New Direct	Mar 2018 3 Years	£6,500 PA £6,500 PA		
35	Beaumont Leys Shopping Centre Beaumont Way Leicester, LE4 1DS Leicester Ret Submarket	CEX Tesco British Land Property Partne…	2,067 New Direct	Feb 2018 10 Years	£37,500 PA £35,225 PA	6 Mos at Start £15,029 PA	 Feb 2019…
36	Beaumont House 135-141 Granby St Leicester, LE1 6FJ Leicester Ret Submarket	Greggs plc Leicester City Council	1,000 New Direct	Feb 2018 10 Years	£15,000 PA £13,077 PA	12 Mos at Start	Feb 2023 Feb 2023

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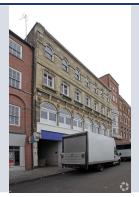
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	13 King St Leicester, LE1 6RN Leicester Ret Submarket	Coopers and Hill	561 New Direct	Feb 2018 3 Years	£17,500 PA £17,500 PA		
38	Highcross Shopping Centre Shires Ln Leicester, LE1 4AN Leicester Ret Submarket	Vision Express Highcross (No1) Ltd & Highcross (…	2,773 New Direct	Feb 2018 10 Years	£160,002 PA £162,748 PA		Feb 2023 Feb 2023
39	9-11 Cheapside Leicester, LE1 5EB Leicester Ret Submarket	Subway Oval Trustees Ltd	897 New Direct	Jan 2018 10 Years	£26,000 PA £26,000 PA		Jan 2023 Jan 2023
40	4-8 Horsefair St Leicester, LE1 5BN Leicester Ret Submarket	Prana Cafe Leicester City Council	1,986 New Direct	Feb 2018 5 Years	£27,500 PA £27,500 PA		
41 	63 Market Pl Leicester, LE1 5EL Leicester Ret Submarket		2,404 New Direct	Jan 2018 5 Years	£13,500 PA £13,500 PA	£16,990 PA	
42	Highcross Shopping Centre Shires Ln Leicester, LE1 4AN Leicester Ret Submarket	Paperchase Highcross (No1) Ltd & Highcross (…	3,197 Renewal Direct	Jun 2018 10 Years	£179,991 PA £179,991 PA		Jun 2023 Dec 2022…

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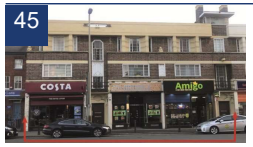
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	29A-31 Belvoir St Leicester, LE1 6SL Leicester North Central Submarket		666 New Direct	Jan 2018 15 Years	£12,500 PA £12,500 PA	 £7,082 PA	
44	Rutland Centre 56 Halford St Leicester, LE1 1TQ Leicester North Central Submarket	AJ & AJ Trading Limited NCP	3,000 New Assignment	Dec 2017 10 Years 8 Mont…	£45,000 PA £33,420 PA	Spread Over	 Sep 2018…
45 	55-57 London Rd Leicester, LE2 0PE Leicester Ret Submarket	Cha Chas Griddle Mr Ashok Thakrar	966 New Direct	Dec 2017 15 Years	£11,000 PA		
46	20 Market St Leicester, LE1 6DP Leicester Ret Submarket	Jacob & Joe Opticians	3,170 New Direct	Jan 2018 10 Years	£35,500 PA £35,500 PA	 £17,008 PA	Jan 2023
47	97 Southfields Dr Leicester, LE2 6QT Leicester Ret Submarket	Ms Alice King	643 New Direct	Nov 2017 9 Years	£6,950 PA £6,785 PA	2 Mos at Start £1,873 PA	
48	Beaumont House 135-141 Granby St Leicester, LE1 6FJ Leicester Ret Submarket	Chadwick Foods Ltd Leicester City Council	2,000 New Direct	Dec 2017 15 Years	£25,000 PA £23,166 PA	9 Mos at Start £18,857 PA	Dec 2027 Dec 2022…

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49	58A London Rd Leicester, LE2 0QD Leicester Ret Submarket	Jimmy's Killer Prawns	10,191 New Direct	Nov 2017 15 Years	£70,000 PA £66,551 PA	Spread Over £21,553 PA	Nov 2027 Nov 2022…
50	49 Gallowtree Gate Leicester, LE1 5AD Leicester Ret Submarket	Rabchic Greenstone Sterling Limited	1,815 New Direct	Nov 2017 10 Years	£50,000 PA £48,363 PA	3 Mos at Start £20,475 PA	
51	62 Church Gate Leicester, LE1 4AL Leicester Ret Submarket	Sky Blue Vape Blossom Holdings Ltd	1,055 New Direct	Nov 2017 5 Years	£15,000 PA £14,426 PA	2 Mos at Start £5,401 PA	
52	St Martins Shopping Centre St Martins Sq Leicester, LE1 5DG Leicester Ret Submarket	The Bottle Garden Roebuck Asset Management	1,667 New Direct	Nov 2017 10 Years	£25,000 PA £23,374 PA	6 Mos at Start £12,893 PA	
53	24 Melton Rd Leicester, LE4 5EA Leicester Ret Submarket		927 New Direct	Oct 2017 4 Years	£26,000 PA £26,000 PA		
54	Highcross Shopping Centre Shires Ln Leicester, LE1 4AN Leicester Ret Submarket	Love Aroma Ltd Highcross (No1) Ltd & Highcross (…	459 Renewal Direct	Oct 2017 2 Years	£15,000 PA		

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55	221 Uppingham Rd Leicester, LE5 4DG Leicester Ret Submarket		650 New Direct	Oct 2017 3 Years	£9,000 PA £9,001 PA		
56	88 Granby St Leicester, LE1 1DJ Leicester Ret Submarket	Rebus Domes Ltd Rakal Limited	1,638 New Direct	Oct 2017 10 Years	£21,500 PA	6 Mos at Start	
57	52 Market Pl Leicester, LE1 5GF Leicester Ret Submarket	Evapo Ltd JLT Pension Trustees Ltd	1,606 New Direct	Sep 2017 5 Years	£23,500 PA £23,500 PA	£17,767 PA	
58	Highcross Shopping Centre Shires Ln Leicester, LE1 4AN Leicester Ret Submarket	Quiz Highcross (No1) Ltd & Highcross (…	2,088 New Direct	Sep 2017 10 Years	£193,746 PA £197,284 PA		Sep 2022 Sep 2022
59	Beaumont Leys Shopping Centre Beaumont Way Leicester, LE4 1DS Leicester Ret Submarket	Costa Coffee Tesco British Land Property Partne…	1,580 Renewal Direct	Sep 2017 10 Years	£62,000 PA £61,999 PA		Sep 2022…
60	13 Francis St Leicester, LE2 2BE Leicester Ret Submarket	Obsidian Property Limited	287 New Direct	Jul 2017 5 Years	£7,000 PA £7,000 PA	£3,114 PA	

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Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	Highcross Shopping Centre Shires Ln Leicester, LE1 4AN Leicester Ret Submarket	Pho Highcross (No1) Ltd & Highcross (…	4,223 New Direct	Jul 2017 20 Years	£85,009 PA £171,032 PA		Jul 2032 Jul 2022…

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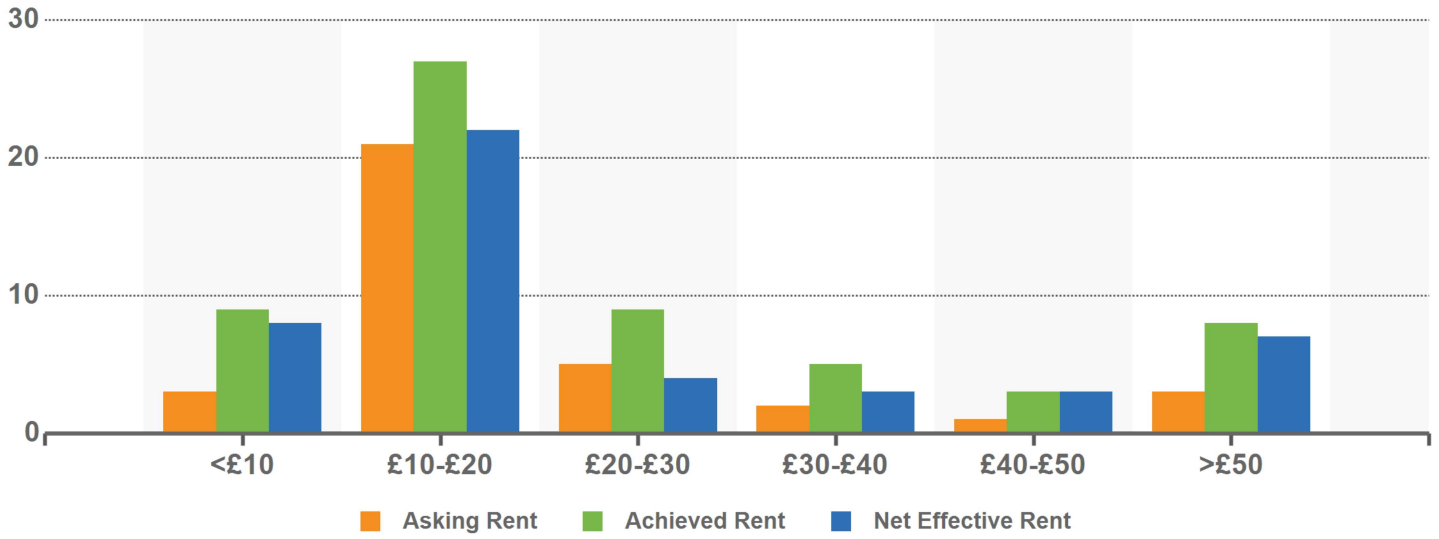
Rents

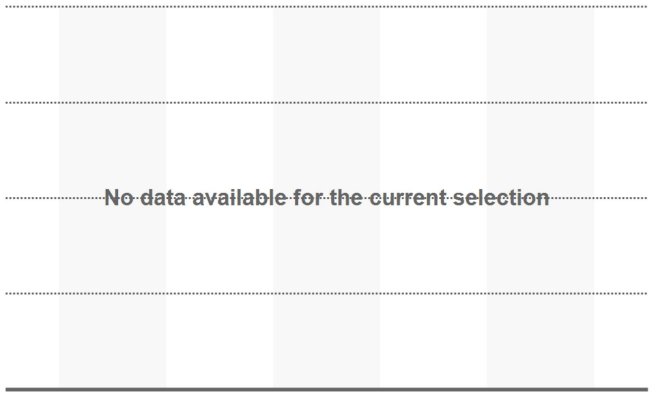
Lease Comps Report

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£16.24	£17.41	£17.72	5.1

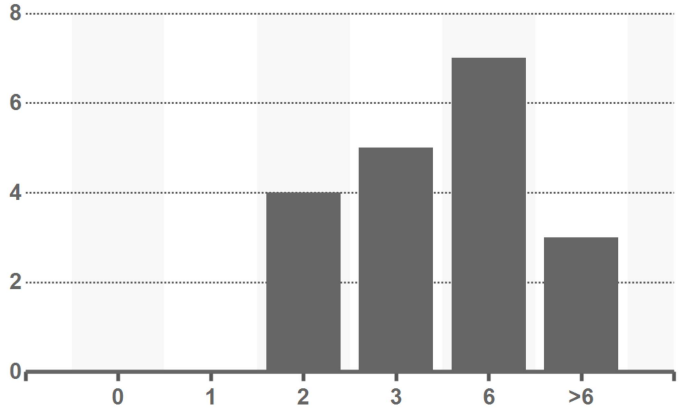
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Leicester Sales - Retail

Comps Statistics

	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£1,500,000	£2,250,000	£2,250,000	£3,000,000	2
Sold Transactions	£90,000	£9,342,574	£1,872,257	£225,342,173	33
Centre Size					
For Sale & UC/Pending	10,518 SF	19,424 SF	18,729 SF	29,024 SF	3
Sold Transactions	5,419 SF	41,293 SF	10,275 SF	1,043,202 SF	45
Price per SF					
For Sale & UC/Pending	£80.09	£153.86	£182.66	£285.23	2
Sold Transactions	£15.80	£270.90	£132.22	£1,747.06	33
Net Initial Yield					
For Sale & UC/Pending	7.03%	7.03%	7.03%	7.03%	1
Sold Transactions	2.98%	6.89%	6.36%	13.00%	17
Days on Market					
For Sale & UC/Pending	92	568	284	1,328	3
Sold Transactions	8	246	113	2,998	29
Sale Price to Asking Price Ratio					
Sold Transactions	89.72%	116.67%	108.76%	173.95%	16

Totals

For Sale & UC/Pending	Asking Price Total:	£4,500,000	Total For Sale Transactions:	3
Sold Transactions	Total Sales Volume:	£308,304,951	Total Sales Transactions:	45
	Total Included in Analysis:	£312,804,951	Total Included in Analysis:	48

Survey Criteria

basic criteria: Type of Property - Retail; Property Size - from 5,000 SF; Sale Date - 08/07/2015 - 08/07/2019; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Leicester Ret (Leicester)

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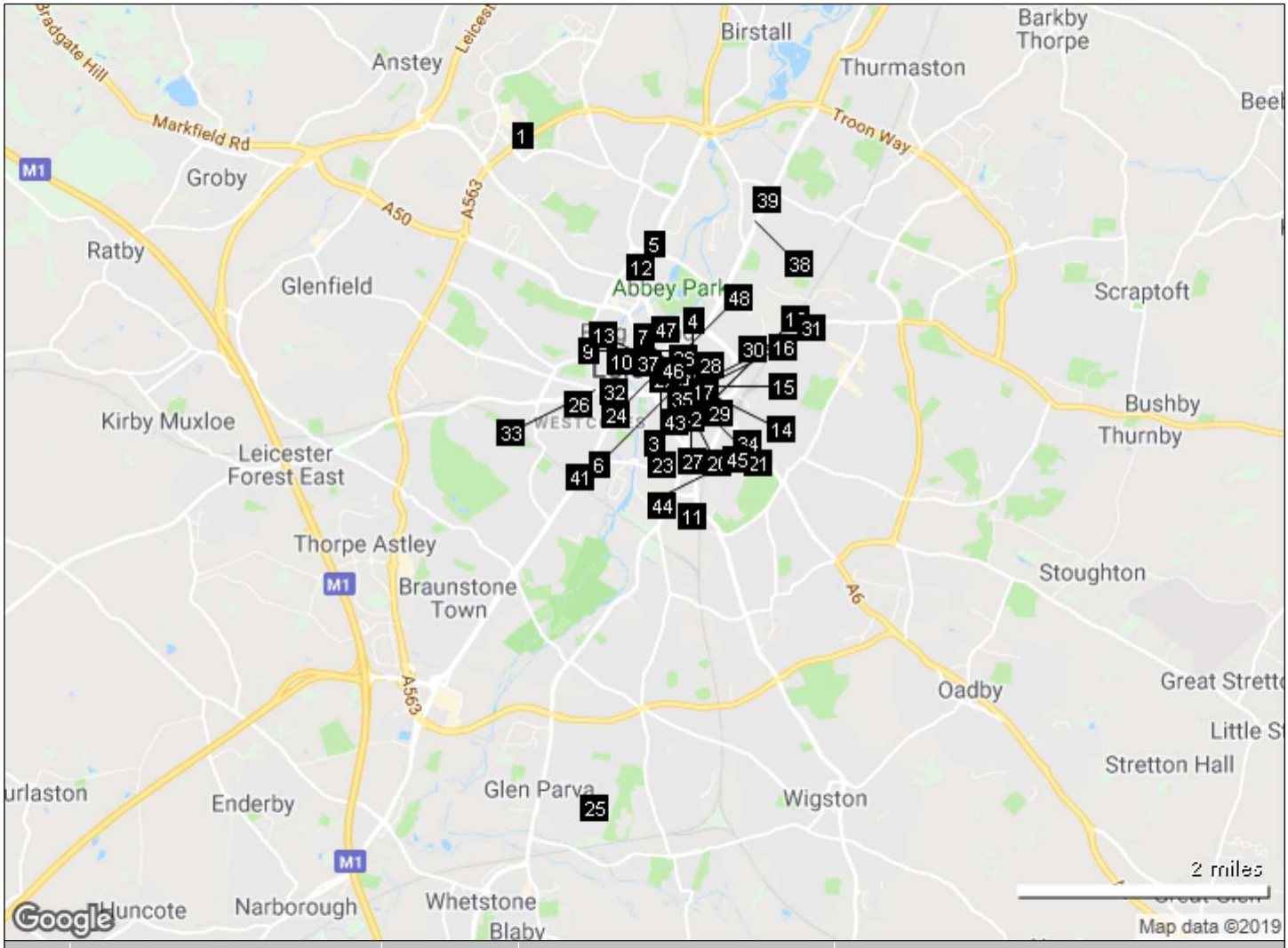
09/07/2019



	Address	City	Property Info	Sale Info
1	Matalan, 94 Beaumont Way	Leicester	43,859 SF General Retail/Freestanding	Sold: £6,661,000 (£151.87/SF)
2	14-18 Belgrave Gate	Leicester	33,132 SF General Retail/Storefront	Sold: £2,350,000 (£70.93/SF)
3	17-23 Belvoir St (Part of Portfolio)	Leicester	11,180 SF Retail/Bar	Sold: £2,071,035 (£185.24/SF)
4	46-48 Belvoir St (Part of Multi-Property Sale)	Leicester	7,976 SF Retail/Storefront	Sold: £532,708 (£66.79/SF)
5	3 Byford Way	Leicester	18,512 SF General Retail/Auto Dealership	Sold: £3,750,000 (£202.57/SF)
6	9-11 Cheapside	Leicester	8,416 SF General Retail/Storefront Retail/Office	Sold: £800,000 (£95.06/SF)
7	14 Cheapside (Part of Multi-Property Sale)	Leicester	6,084 SF Retail/Storefront	Sold: £450,837 (£74.10/SF)
8	Epsilon, 63-65 Church Gate	Leicester	7,999 SF General Retail/Bar	Sold: -
9	100 Church Gate	Leicester	19,000 SF General Retail/Freestanding	Sold: £2,675,000 (£140.79/SF)
10	47 Clarence St	Leicester	6,914 SF General Retail/Storefront	Sold: -
11	8 Counting House Rd	Leicester	13,687 SF General Retail/Freestanding	Sold: £1,925,000 (£140.64/SF)
12	20 Devonshire Rd	Leicester	23,418 SF General Retail/Freestanding	Sold: -
13	7-9 Gallowtree Gate	Leicester	6,060 SF General Retail/Storefront	Sold: -

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14	42-50 Gallowtree Gate (Part of Portfolio)	Leicester	9,418 SF Retail/Storefront	Sold: £1,245,239 (£132.22/SF)
15	52-54 Gallowtree Gate	Leicester	113,365 SF General Retail/Storefront	Sold: £3,050,000 (£26.90/SF)
16	4-8 Granby St	Leicester	5,419 SF General Retail/Storefront	Sold: -
17	30-32 Granby St	Leicester	10,518 SF General Retail/Storefront	Pending: w/Asking Price of £3,000,000 (£285.23/SF)
18	The Last Plantagenet, 107 Granby St	Leicester	29,024 SF General Retail/Bar	Pending: w/Asking Price of -
19	The Last Plantagenet, 107 Granby St (Part of Portfolio)	Leicester	29,024 SF Retail/Bar	Sold: £1,872,257 (£64.51/SF)
20	33-41 High St	Leicester	11,168 SF General Retail/Storefront	Sold: £1,310,000 (£117.30/SF)
21	43-47 High St	Leicester	7,547 SF General Retail/Storefront	Sold: £670,000 (£88.78/SF)
22	87-91 High St	Leicester	12,020 SF General Retail/Bar	Sold: £1,501,168 (£124.89/SF)
23	The Orange Tree, 99 High St (Part of Portfolio)	Leicester	5,727 SF Retail/Bar	Sold: £394,995 (£68.97/SF)
24	Highcross Ln (Part of Portfolio)	Leicester	11,968 SF Retail/Storefront Retail/Residential	Sold: £10,454,434 (£1,747.06/SF)
25	Glen Parva, Hillsborough Rd	Leicester	12,084 SF General Retail	Sold: £3,325,000 (£275.16/SF)
26	125 Hinckley Rd	Leicester	16,202 SF General Retail/Storefront	Sold: -
27	7-11 Humberstone Gate	Leicester	6,347 SF General Retail/Storefront	Sold: £755,000 (£118.95/SF)
28	58-62 Humberstone Gate	Leicester	35,006 SF General Retail/Supermarket	Sold: £2,210,000 (£63.13/SF)
29	95-97 Humberstone Gate	Leicester	9,322 SF General Retail/Storefront Retail/Residential	Sold: -
30	St Matthews Service Station, Humberstone Rd	Leicester	6,193 SF General Retail/Service Station	Sold: £1,499,998 (£242.21/SF)
31	St Georges Mills, 11-13 Humberstone Rd	Leicester	8,735 SF General Retail/Storefront Retail/Residential	Sold: -
32	63 King Richards Rd	Leicester	11,744 SF General Retail/Freestanding	Sold: -
33	111-115 King Richards Rd	Leicester	6,099 SF General Retail/Storefront	Sold: -
34	121-123 London Rd	Leicester	5,695 SF General Retail/Storefront Retail/Office	Sold: £90,000 (£15.80/SF)
35	1-3 Market St	Leicester	5,900 SF General Retail/Storefront	Sold: £3,479,000 (£589.66/SF)
36	5 Market St	Leicester	10,263 SF General Retail/Storefront	Sold: £1,800,000 (£175.39/SF)
37	32-38 Market St	Leicester	80,321 SF General Retail/Department Store	Sold: -
38	Leicester Colosseum, 98-100 Melton Rd	Leicester	18,729 SF General Retail/Storefront	Pending: w/Asking Price of £1,500,000 (£80.09/SF)
39	162-166 Melton Rd	Leicester	10,232 SF General Retail/Storefront	Sold: £865,000 (£84.54/SF)
40	197-201 Narborough Rd	Leicester	7,024 SF General Retail/Supermarket	Sold: £1,575,000 (£224.23/SF)
41	197-201 Narborough Rd (Part of Portfolio)	Leicester	7,024 SF Retail/Supermarket	Sold: £1,800,000 (£256.26/SF)
42	The Circle, New Walk	Leicester	10,275 SF General Retail/Storefront Retail/Residential	Sold: -
43	Oxford Court, 46 Oxford St	Leicester	52,400 SF General Retail/Storefront Retail/Residential	Sold: £10,400,000 (£198.47/SF)
44	Raw Dykes Rd	Leicester	47,261 SF General Retail/Storefront	Sold: £4,800,000 (£101.56/SF)
45	Bristol Street Motors Citroen, 39 Raw Dykes Rd	Leicester	12,895 SF General Retail/Auto Dealership	Sold: £2,950,000 (£228.77/SF)

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46	Highcross Shopping Centre, Shires Ln (Part of Portfolio)	Leicester	1,043,202 SF Retail	Sold: £225,342,173 (£432.02/SF)
47	Leicester Volkswagen, St Margarets Way	Leicester	34,182 SF General Retail/Auto Dealership	Sold: £5,280,000 (£154.47/SF)
48	37 St Nicholas Pl	Leicester	7,874 SF General Retail/Bar	Sold: £420,107 (£53.35/SF)

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1 Matalan - 94 Beaumont Way — SOLD

Leicester, LE4 1DS — Leicestershire County

Sale Date:	18/12/2017 (63 days on mkt)	Bldg Type:	RetailFreestanding
Sale Price:	£6,661,000 - Confirmed	Year Built/Age:	Built 1992 Age: 25
Price/SF:	£151.87	NIA:	43,859 SF
Reversionary Yield:	-		
Net Initial Yield:	7.36%		
Comp ID:	4087920	Sale Conditions:	Business Value Included
Research Status:	Confirmed		

2 14-18 Belgrave Gate — SOLD

Leicester, LE1 3GP — Leicestershire County

Sale Date:	06/11/2018	Bldg Type:	RetailStorefront
Sale Price:	£2,350,000 - Confirmed	Year Built/Age:	Built 1990 Age: 27
Price/SF:	£70.93	NIA:	33,132 SF
Reversionary Yield:	-		
Net Initial Yield:	13.00%		
Comp ID:	4628258	Sale Conditions:	-
Research Status:	Confirmed		

3 17-23 Belvoir St (Part of Portfolio) — SOLD

Leicester, LE1 6SL — Leicestershire County

Sale Date:	05/06/2017	Bldg Type:	RetailBar
Sale Price:	£2,071,035 - Research Comp	Year Built/Age:	-
Price/SF:	£185.24	NIA:	11,180 SF
Reversionary Yield:	-		
Net Initial Yield:	5.50%		
Comp ID:	3923379	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Research Complete		

4 46-48 Belvoir St (Part of Multi-Property) — SOLD

Leicester, LE1 6QL — Leicestershire County

Sale Date:	17/08/2017 (213 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	£532,708 - Research Comple	Year Built/Age:	Built 1906 Age: 111
Price/SF:	£66.79	NIA:	7,976 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4021201	Sale Conditions:	-
Research Status:	Research Complete		

5 Abbey Retail Park - 3 Byford Way — SOLD

Leicester, LE4 0DZ — Leicestershire County

Sale Date:	15/03/2017	Bldg Type:	RetailAuto Dealership
Sale Price:	£3,750,000 - Confirmed	Year Built/Age:	Built 2004 Age: 13
Price/SF:	£202.57	NIA:	18,512 SF
Reversionary Yield:	-		
Net Initial Yield:	6.68%		
Comp ID:	3870980	Sale Conditions:	-
Research Status:	Confirmed		

6 9-11 Cheapside — SOLD

Leicester, LE1 5EB — Leicestershire County

Sale Date:	18/04/2019 (8 days on mkt)	Bldg Type:	RetailStorefront Retail/Office
Sale Price:	£800,000 - Unconfirmed	Year Built/Age:	Built 1900 Age: 119
Price/SF:	£95.06	NIA:	8,416 SF
Reversionary Yield:	5.75%		
Net Initial Yield:	7.75%		
Comp ID:	4762135	Sale Conditions:	-
Research Status:	Unconfirmed		

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7 Multi-Property Sale - 14 Cheapside (Part of Multi-Property) SOLD

Leicester, LE1 5EA — Leicestershire County

Sale Date:	08/12/2016	Bldg Type:	RetailStorefront
Sale Price:	£450,837 -	Year Built/Age:	Built 1830 Age: 186
Price/SF:	£74.10	NIA:	6,084 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3779497	Sale Conditions:	Auction Sale
Research Status:			

8 Epsilon - 63-65 Church Gate SOLD

Leicester, LE1 3AN — Leicestershire County

Sale Date:	03/07/2017 (17 days on mkt)	Bldg Type:	RetailBar
Sale Price:	-	Year Built/Age:	Built 1912 Age: 104
Price/SF:	-	NIA:	7,999 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3970271	Sale Conditions:	Auction Sale
Research Status:	Public Record		

9 100 Church Gate SOLD

Leicester, LE1 4AL — Leicestershire County

Sale Date:	13/09/2015	Bldg Type:	RetailFreestanding
Sale Price:	£2,675,000 - Confirmed	Year Built/Age:	Built 1990 Age: 24
Price/SF:	£140.79	NIA:	19,000 SF
Reversionary Yield:	-		
Net Initial Yield:	6.45%		
Comp ID:	3399783	Sale Conditions:	-
Research Status:	Confirmed		

10 47 Clarence St SOLD

Leicester, LE1 3RW — Leicestershire County

Sale Date:	01/11/2015 (153 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	-	Year Built/Age:	Built 1932 Age: 83
Price/SF:	-	NIA:	6,914 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3448084	Sale Conditions:	-
Research Status:			

11 8 Counting House Rd SOLD

Leicester, LE2 7LT — Leicestershire County

Sale Date:	08/11/2018	Bldg Type:	RetailFreestanding
Sale Price:	£1,925,000	Year Built/Age:	Built 1999 Age: 19
Price/SF:	£140.64	NIA:	13,687 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4612388	Sale Conditions:	-
Research Status:	Research Complete		

12 Units 1-4 - 20 Devonshire Rd SOLD

Leicester, LE4 0BF — Leicestershire County

Sale Date:	01/12/2015 (11 days on mkt)	Bldg Type:	RetailFreestanding
Sale Price:	-	Year Built/Age:	Built 1968 Renov 2009 Age: 47
Price/SF:	-	NIA:	23,418 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3459657	Sale Conditions:	-
Research Status:			

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13 7-9 Gallowtree Gate — SOLD

Leicester, LE1 5AD — Leicestershire County

Sale Date:	03/11/2015 (237 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	-	Year Built/Age:	Built 1972 Age: 42
Price/SF:	-	NIA:	6,060 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3434676	Sale Conditions:	-
Research Status:	Research Complete		

14 42-50 Gallowtree Gate (Part of Portfolio) — SOLD

Leicester, LE1 1DA — Leicestershire County

Sale Date:	20/04/2016	Bldg Type:	RetailStorefront
Sale Price:	£1,245,239 - Allocated	Year Built/Age:	Built 1979 Age: 36
Price/SF:	£132.22	NIA:	9,418 SF
Reversionary Yield:	-		
Net Initial Yield:	9.20%		
Comp ID:	3599222	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Allocated		

15 52-54 Gallowtree Gate — SOLD

Leicester, LE1 1DA — Leicestershire County

Sale Date:	06/03/2017	Bldg Type:	RetailStorefront
Sale Price:	£3,050,000 - Confirmed	Year Built/Age:	Built 1977 Age: 40
Price/SF:	£26.90	NIA:	113,365 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3923354	Sale Conditions:	Distress Sale, High Vacancy Property
Research Status:	Confirmed		

16 4-8 Granby St — SOLD

Leicester, LE1 1DE — Leicestershire County

Sale Date:	05/09/2016 (178 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	-	Year Built/Age:	Built 1911 Age: 105
Price/SF:	-	NIA:	5,419 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3771296	Sale Conditions:	-
Research Status:			

17 30-32 Granby St — PENDING

Leicester, LE1 1DE — Leicestershire County

Asking Price:	£3,000,000	Sale Type:	Investment
Price/SF:	£285.23	Bldg Type:	RetailStorefront
Days on Market:	284	Bldg Status:	Built 1901
Sale Status:	Pending	NIA:	10,518 SF
Net Initial Yield:	7.03%		
		Sale Conditions:	-

18 The Last Plantagenet - 107 Granby St (Part of Portfolio) — SOLD

Leicester, LE1 6FD — Leicestershire County

Sale Date:	07/07/2017	Bldg Type:	RetailBar
Sale Price:	£1,872,257 - Research Comp	Year Built/Age:	Built 1935 Age: 82
Price/SF:	£64.51	NIA:	29,024 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4020121	Sale Conditions:	Bulk/Portfolio Sale, Purchase By Tenant
Research Status:	Research Complete		

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19 The Last Plantagenet - 107 Granby St — PENDING

Leicester, LE1 6FD — Leicestershire County

Asking Price:	-	Sale Type:	Investment Or Owner User
Price/SF:	-	Bldg Type:	RetailBar
Days on Market:	92	Bldg Status:	Built 1935
Sale Status:	Pending	NIA:	29,024 SF
Net Initial Yield:	-		
		Sale Conditions:	-

20 Retail Unit - 33-41 High St — SOLD

Leicester, LE1 4FP — Leicestershire County

Sale Date:	10/12/2015 (13 days on mkt)	Unit Type:	11,168 SF Retail Unit
Sale Price:	£1,310,000 - Confirmed	Year Built/Age:	Built 1920 Age: 95
Price/SF:	£117.30	NIA:	11,168 SF
Reversionary Yield:	-		
Net Initial Yield:	10.59%		
Comp ID:	3466477	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

21 43-47 High St — SOLD

Leicester, LE1 4FP — Leicestershire County

Sale Date:	17/12/2015 (24 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	£670,000 - Confirmed	Year Built/Age:	Built 1909 Age: 106
Price/SF:	£88.78	NIA:	7,547 SF
Reversionary Yield:	-		
Net Initial Yield:	6.21%		
Comp ID:	3465934	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

22 87-91 High St — SOLD

Leicester, LE1 4JB — Leicestershire County

Sale Date:	27/04/2016	Bldg Type:	RetailBar
Sale Price:	£1,501,168 - Confirmed	Year Built/Age:	Built 1897 Age: 119
Price/SF:	£124.89	NIA:	12,020 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4350909	Sale Conditions:	-
Research Status:	Confirmed		

23 The Orange Tree - 99 High St (Part of Portfolio) — SOLD

Leicester, LE1 4JB — Leicestershire County

Sale Date:	22/02/2019	Bldg Type:	RetailBar
Sale Price:	£394,995 - Full Value	Year Built/Age:	-
Price/SF:	£68.97	NIA:	5,727 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4682681	Sale Conditions:	Bulk/Portfolio Sale, Business Value Included
Research Status:	Full Value		

24 Highcross Shopping Centre - Highcross Ln (Part of Portfolio) — SOLD

Leicester, LE1 4SD — Leicestershire County

Sale Date:	28/11/2018 (54 days on mkt)	Bldg Type:	RetailStorefront Retail/Residential
Sale Price:	£10,454,434 - Allocated	Year Built/Age:	Built 2008 Age: 10
Price/SF:	£1,747.06	NIA:	11,968 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4537901	Sale Conditions:	Bulk/Portfolio Sale, Partial Interest
Research Status:	Allocated		TransferPartial Interest Transfer (50.00%)

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25 Glen Parva - Hillsborough Rd — SOLD

Leicester, LE2 9PT — Leicestershire County

Sale Date:	03/05/2019 (77 days on mkt)	Bldg Type:	Retail
Sale Price:	£3,325,000 - Confirmed	Year Built/Age:	Built 1900 Age: 119
Price/SF:	£275.16	NIA:	12,084 SF
Reversionary Yield:	-		
Net Initial Yield:	5.55%		
Comp ID:	4758143	Sale Conditions:	-
Research Status:	Confirmed		

26 125 Hinckley Rd — SOLD

Leicester, LE3 0TF — Leicestershire County

Sale Date:	12/04/2016 (524 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	-	Year Built/Age:	Built 1960 Age: 56
Price/SF:	-	NIA:	16,202 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3566187	Sale Conditions:	-
Research Status:			

27 7-11 Humberstone Gate — SOLD

Leicester, LE1 1WA — Leicestershire County

Sale Date:	07/07/2016 (24 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	£755,000 - Confirmed	Year Built/Age:	Built 1994 Age: 22
Price/SF:	£118.95	NIA:	6,347 SF
Reversionary Yield:	-		
Net Initial Yield:	2.98%		
Comp ID:	3648002	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

28 58-62 Humberstone Gate — SOLD

Leicester, LE1 3PJ — Leicestershire County

Sale Date:	11/03/2019 (165 days on mkt)	Bldg Type:	RetailSupermarket
Sale Price:	£2,210,000 - Confirmed	Year Built/Age:	Built 1988 Age: 30
Price/SF:	£63.13	NIA:	35,006 SF
Reversionary Yield:	-		
Net Initial Yield:	9.05%		
Comp ID:	4698247	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

29 Retail Unit, Unit 95 - 95-97 Humberstone Gate — SOLD

Leicester, LE1 1WB — Leicestershire County

Sale Date:	05/02/2019 (153 days on mkt)	Unit Type:	9,322 SF Retail Unit
Sale Price:	-	Year Built/Age:	Built 1912 Age: 106
Price/SF:	-	NIA:	9,322 SF
Reversionary Yield:	-		
Net Initial Yield:	4.60%		
Comp ID:	4662758	Sale Conditions:	-
Research Status:	Research Complete		

30 St Matthews Service Station - Humberstone Rd — SOLD

Leicester, LE5 0AU — Leicestershire County

Sale Date:	08/02/2019	Bldg Type:	RetailService Station
Sale Price:	£1,499,998 - Full Value	Year Built/Age:	Built 1990 Age: 29
Price/SF:	£242.21	NIA:	6,193 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4742572	Sale Conditions:	-
Research Status:	Full Value		

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31 St Georges Mills - 11-13 Humberstone Rd — SOLD

Leicester, LE1 1SY — Leicestershire County

Sale Date:	01/07/2017 (2,998 days on mkt)	Bldg Type:	RetailStorefront Retail/Residential
Sale Price:	-	Year Built/Age:	Renov 2012
Price/SF:	-	NIA:	8,735 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3964284	Sale Conditions:	Condo Conversion, Redevelopment Project
Research Status:	Research Complete		

32 63 King Richards Rd — SOLD

Leicester, LE3 5QG — Leicestershire County

Sale Date:	01/11/2015 (383 days on mkt)	Bldg Type:	RetailFreestanding
Sale Price:	-	Year Built/Age:	Built 1985 Age: 30
Price/SF:	-	NIA:	11,744 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3437751	Sale Conditions:	-
Research Status:			

33 111-115 King Richards Rd — SOLD

Leicester, LE3 5QG — Leicestershire County

Sale Date:	25/06/2019 (386 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	-	Year Built/Age:	-
Price/SF:	-	NIA:	6,099 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4797576	Sale Conditions:	-
Research Status:	Research Complete		

34 121-123 London Rd — SOLD

Leicester, LE2 0QT — Leicestershire County

Sale Date:	23/11/2018 (161 days on mkt)	Bldg Type:	RetailStorefront Retail/Office
Sale Price:	£90,000 - Confirmed	Year Built/Age:	Built 1998 Age: 20
Price/SF:	£15.80	NIA:	5,695 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4594152	Sale Conditions:	-
Research Status:	Confirmed		

35 1-3 Market St — SOLD

Leicester, LE1 6DN — Leicestershire County

Sale Date:	06/02/2018 (18 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	£3,479,000 - Confirmed	Year Built/Age:	-
Price/SF:	£589.66	NIA:	5,900 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4144199	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

36 5 Market St — SOLD

Leicester, LE1 6DN — Leicestershire County

Sale Date:	23/03/2018 (63 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	£1,800,000 - Full Value	Year Built/Age:	Built 1907 Age: 110
Price/SF:	£175.39	NIA:	10,263 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4144201	Sale Conditions:	Auction Sale
Research Status:	Full Value		

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37 32-38 Market St — SOLD

Leicester, LE1 6DP — Leicestershire County

Sale Date:	04/05/2017	Bldg Type:	RetailDepartment Store
Sale Price:	-	Year Built/Age:	Built 1883 Age: 133
Price/SF:	-	NIA:	80,321 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3895600	Sale Conditions:	Condo Conversion, Redevelopment Project
Research Status:	Research Complete		

38 Leicester Colosseum - 98-100 Melton Rd — PENDING

Leicester, LE4 5EB — Leicestershire County

Asking Price:	£1,500,000	Sale Type:	Investment
Price/SF:	£80.09	Bldg Type:	RetailStorefront
Days on Market:	1328	Bldg Status:	Built 1933
Sale Status:	Pending	NIA:	18,729 SF
Net Initial Yield:	-		
		Sale Conditions:	-

39 162-166 Melton Rd — SOLD

Leicester, LE4 5EE — Leicestershire County

Sale Date:	17/10/2017 (18 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	£865,000 - Confirmed	Year Built/Age:	-
Price/SF:	£84.54	NIA:	10,232 SF
Reversionary Yield:	-		
Net Initial Yield:	6.36%		
Comp ID:	4043782	Sale Conditions:	Auction Sale
Research Status:	Confirmed		

40 Portfolio Sale - 197-201 Narborough Rd (Part of Portfolio) — SOLD

Leicester, LE3 0PE — Leicestershire County

Sale Date:	08/04/2019	Bldg Type:	RetailSupermarket
Sale Price:	£1,800,000 - Full Value	Year Built/Age:	Built 1990 Age: 29
Price/SF:	£256.26	NIA:	7,024 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4794173	Sale Conditions:	Bulk/Portfolio Sale
Research Status:	Full Value		

41 197-201 Narborough Rd — SOLD

Leicester, LE3 0PE — Leicestershire County

Sale Date:	31/08/2017 (83 days on mkt)	Bldg Type:	RetailSupermarket
Sale Price:	£1,575,000 - Confirmed	Year Built/Age:	Built 1990 Age: 27
Price/SF:	£224.23	NIA:	7,024 SF
Reversionary Yield:	-		
Net Initial Yield:	5.02%		
Comp ID:	4000670	Sale Conditions:	-
Research Status:	Confirmed		

42 The Circle - New Walk — SOLD

Leicester, LE1 6AG — Leicestershire County

Sale Date:	12/07/2018	Bldg Type:	RetailStorefront Retail/Residential
Sale Price:	-	Year Built/Age:	Built 2018
Price/SF:	-	NIA:	10,275 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4392422	Sale Conditions:	-
Research Status:	Research Complete		

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43 Oxford Court - 46 Oxford St — SOLD

Leicester, LE1 5XX — Leicestershire County

Sale Date:	11/05/2018 (165 days on mkt)	Bldg Type:	RetailStorefront Retail/Residential
Sale Price:	£10,400,000 - Approximate	Year Built/Age:	Built 1997 Age: 20
Price/SF:	£198.47	NIA:	52,400 SF
Reversionary Yield:	-		
Net Initial Yield:	6.16%		
Comp ID:	4269080	Sale Conditions:	-
Research Status:	Approximate		

44 Raw Dykes Road Retail Park - Raw Dykes Rd — SOLD

Leicester, LE2 7JU — Leicestershire County

Sale Date:	02/05/2016 (419 days on mkt)	Bldg Type:	RetailStorefront
Sale Price:	£4,800,000 - Confirmed	Year Built/Age:	Built 1992 Age: 23
Price/SF:	£101.56	NIA:	47,261 SF
Reversionary Yield:	-		
Net Initial Yield:	7.31%		
Comp ID:	3655358	Sale Conditions:	-
Research Status:	Confirmed		

45 Bristol Street Motors Citroen - 39 Raw Dykes Rd — SOLD

Leicester, LE2 7JU — Leicestershire County

Sale Date:	23/01/2019 (113 days on mkt)	Bldg Type:	RetailAuto Dealership
Sale Price:	£2,950,000 - Confirmed	Year Built/Age:	Built 1990 Age: 29
Price/SF:	£228.77	NIA:	12,895 SF
Reversionary Yield:	6.03%		
Net Initial Yield:	6.12%		
Comp ID:	4650417	Sale Conditions:	-
Research Status:	Confirmed		

46 Highcross Shopping Centre - Shires Ln (Part of Portfolio) — SOLD

Leicester, LE1 4AN — Leicestershire County

Sale Date:	28/11/2018 (54 days on mkt)	Bldg Type:	Retail
Sale Price:	£225,342,173 - Allocated	Year Built/Age:	Built 1991 Renov 2008 Age: 27
Price/SF:	£432.02	NIA:	1,043,202 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	4537901	Sale Conditions:	Bulk/Portfolio Sale, Partial Interest TransferPartial Interest Transfer (50.00%)
Research Status:	Allocated		

47 Leicester Volkswagen - St Margarets Way — SOLD

Leicester, LE1 3EA — Leicestershire County

Sale Date:	08/11/2016	Bldg Type:	RetailAuto Dealership
Sale Price:	£5,280,000 - Confirmed	Year Built/Age:	Built 1994 Age: 22
Price/SF:	£154.47	NIA:	34,182 SF
Reversionary Yield:	-		
Net Initial Yield:	5.90%		
Comp ID:	3749347	Sale Conditions:	Purchase By Tenant
Research Status:	Confirmed		

48 37 St Nicholas Pl — SOLD

Leicester, LE1 4LD — Leicestershire County

Sale Date:	01/06/2017 (365 days on mkt)	Bldg Type:	RetailBar
Sale Price:	£420,107 - Confirmed	Year Built/Age:	Built 1939 Age: 77
Price/SF:	£53.35	NIA:	7,874 SF
Reversionary Yield:	-		
Net Initial Yield:	-		
Comp ID:	3705272	Sale Conditions:	-
Research Status:	Confirmed		

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Appendix 9 – Land Registry Development Land Data

Planning Ref	Site	Date approved	Brief Description	ha	All Units	Aff Units	Aff %	Other	s106(£)	LR Title	Date Sold	Price Paid	Notes	£/ha	£/unit
20180464	ABBEY MEADOWS, SITE OF FORMER BESTWAY CASH & CARRY	01-Mar-19	82 DWELLINGS (36X 2BED, 36X 3BED, 10X 4BED) (CLASS C3); WITH ASSOCIATED INFRASTRUCTURE	1.95	85	0	0.00%		£100,000	LT14522	11-Sep-17	£2,325,000	£2,325,000 plus VAT of £465,001	£1,192,308	£27,353
20180144	GREAT CENTRAL STREET, HIGHCROSS STREET, ALL SAINTS OPEN	06-Jun-18	DEMOLITION OF PERIMETER WALL; CONSTRUCTION OF A FOUR TO SEVEN STOREY BUILDING PLUS BASEMENT LEVEL TO PROVIDE 73 RESIDENTIAL UNITS (2 X STUDIO, 42 X 1 BED, 29 X 2 BED)(CLASS C3), ASSOCIATED PARKING	0.173	73	0	0.00%		£97,583	LT44270	18-Sep-17	£340,000		£1,965,318	£4,658
20172690	10 CANAL STREET, AYLESTONE	14-Mar-19	A 3 STOREY RESIDENTIAL DEVELOPMENT OF 28 FLATS (3 X STUDIO, 22 X 1-BED, 3 X 2-BED), CAR PARKING, LANDSCAPING AND HARD STANDING. (CLASS C3)	0.23	28	0	0.00%		£0	LT28176	03-Nov-17	£150,000		£652,174	£5,357
20172367	37 WELFORD ROAD, REYNARD HOUSE	28-Mar-18	CHANGE OF USE FROM OFFICES (CLASS B1(a)) AND CONSTRUCTION OF SIX STOREY EXTENSIONS AT SIDE AND REAR, THREE STOREY EXTENSION TO ROOF AND ALTERATIONS TO PROVIDE 79 FLATS (43 x 1 BED, 31 x 2 BED AND 5 X 3 BED) (CLASS C3)	1.5	79	0	0.00%		£0	LT59327	12-Aug-16	£1,300,000		£866,667	£16,456
20172270	GREEN LANE ROAD, SHIELD ENGINEERING	12-Sep-18	26 DWELLINGS (2 X 2 BED, 21 X 3 BED, 3 X 4 BED) (CLASS C3); PARKING	0.51	26	0	0.00%		£0	LT490081	30-Mar-17	£3,198,000		£6,270,588	£123,000
20171959	17-19 AND 21 SOUTHAMPTON STREET	03-Apr-19	DEMOLITION OF FACTORY; CONSTRUCTION OF SIX STOREY BLOCK WITH 3 GROUND FLOOR WORKSPACES (CLASS B1) AND 29 FLATS (9 X STUDIOS, 10 X ONE-BED AND 10 X TWO-BED) (CLASS C3) ON THE UPPER FLOORS	0.05	29	4	13.79%		£42,220	LT217351 and LT39317	02-Jan-08	£245,000		£4,900,000	£8,448
20171868	64-66 HUMBERSTONE GATE	17-Aug-18	PARTIAL DEMOLITION OF EXISTING BUILDING TO RETAIN BUILDING FACADE AND CONSTRUCTION OF 5/6 STOREY BUILDING TO PROVIDE 42 RESIDENTIAL FLATS (1 X STUDIO, 13 X 1 BED, 28 X 2 BED) (CLASS C3) AND 2 GROUND FLOOR RETAIL UNITS (CLASS A1)	0.15	42	0	0.00%		£0	LT276485 LT276487	05-Feb-15	£620,000		£4,133,333	£14,762
20181813	ASHTON GREEN, PARCEL 4	14-Nov-18	RESERVED MATTERS FOR THE CONSTRUCTION OF 307 DWELLINGS AND ASSOCIATED INFRASTRUCTURE		307	92	29.97%			LT389266			owned by Council		

20162521	BATH LANE, FORMER MERLIN WORKS	26-Mar-18	ONE 10 STOREY, ONE 14 STOREY AND ONE 16 STOREY TOWER WITH A 5, 8 AND 9 STOREY PODIUM PROVIDING 413 DWELLINGS (59 x STUDIOS, 221 x 1 BED AND 133 x 2 BED) WITH ANCILLARY LEISURE FACILITIES, PARKING AND AMENITY SPACE; GROUND FLOOR COMMERCIAL UNIT AND ALL ASSOCIATED WORKS	0.63	413	0	0.00%		£0	LT395744	14-Jul-17	£1,523,348		£2,418,013	£3,688
20171374	2 YEOMAN STREET	18-Jul-18	CHANGE OF USE TO 17 FLATS (12 X 1 BED, 5 X 2 BED) (CLASS C3); INCLUDING EXTENSIONS	0.03	17	0	0.00%		£0	LT1008	19-Sep-14	£325,000		£10,833,333	£19,118
20171126	47-55 NORTHGATE STREET	10-Aug-18	CONSTRUCTION OF FIVE AND SIX STOREY BUILDING; RETAIL UNIT (CLASS A1/A3) ON GROUND FLOOR, 69 APARTMENTS ON PART OF GROUND FLOOR AND ALL OF FLOORS 1-5 (36 X 1BED, 33 X 2BED) (CLASS C3); PARKING (AMENDED PLAN) (SUBJECT TO S106 UNILATERAL UNDERTAKING)	0.18	69	0	0.00%		£61,925	LT27469	05-Oct-01	£350,000	and in LT7943, LT337645, and LT337642	£1,944,444	£5,072
20181372	BELGRAVE ROAD, SITE OF FORMER SAINSBURY'S	21-Nov-18	REFURBISHMENT OF THE EXISTING RETAIL STORE, ERECTION OF A 2/3 STOREY RETAIL AND LEISURE DEVELOPMENT WITH 18 APARTMENTSABOVE (USE CLASS C3), AND A STAND ALONE RETAIL/RESTAURANT UNIT (USE CLASSES A1/A3/A5), WITH ACCESS, CAR PARKING, LANDSCAPING AND ASSOCIATED WORKS (FULL), AND ERECTION OF A SUB-DIVISIBLE EMPLOYMENT UNIT (USE CLASSES B1/B2/B8) WITH ACCESS, CAR PARKING	3.7	18	0	0.00%	Mixed use - residential use is secondary to other uses (see discription)		LT147562 LT219601 LT429170	No dates	No price data			
20170813	101 KNIGHTON FIELDS ROAD WEST	30-Sep-18	DEMOLITION OF FACTORY; CONSTRUCTION OF THREE STOREY BUILDING FOR 22 FLATS (21 X 1BED, 1X 2BED) (CLASS C3) (AMENDED PLANS 22/6/18, 31/7/18, 1/8/18 & 4/10/18)	0.08	22	0	0.00%		£21,013	LT1726	05-Apr-07	£330,000	and in LT5835	£4,125,000	£15,000

Appendix 10 – CoStar Industrial Land

The pages in this appendix are not numbered.

Leicester Sales - Land

Comps Statistics

	Low	Average	Median	High	Count
Price					
For Sale & UC/Pending	£3,500,000	£3,500,000	£3,500,000	£3,500,000	1
Sold Transactions	£151,000	£1,225,500	£1,225,500	£2,300,000	2
Parcel Size					
For Sale & UC/Pending	0.66 AC	1.92 AC	1.92 AC	3.18 AC	2
Sold Transactions	0.15 AC	1.56 AC	0.99 AC	4.86 AC	10
Price per Acre					
For Sale & UC/Pending	£1,100,629	£1,100,629	£1,100,629	£1,100,629	1
Sold Transactions	£473,250	£489,222	£737,505	£1,001,761	2
Days on Market					
For Sale & UC/Pending	243	690	690	1,138	2
Sold Transactions	87	982	1,105	2,559	9
Sale Price to Asking Price Ratio					
Sold Transactions	167.78%	167.78%	167.78%	167.78%	1

Totals

For Sale & UC/Pending	Asking Price Total:	£3,500,000	Total For Sale Transactions:	2
Sold Transactions	Total Sales Volume:	£2,451,000	Total Sales Transactions:	10
	Total Included in Analysis:	£5,951,000	Total Included in Analysis:	12

Survey Criteria

basic criteria: Type of Property - Land; Sale Date - 08/07/2014 - 08/07/2019; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Leicester Fringe (Leicester), Leicester North Central (Leicester), Leicester South Central (Leicester)

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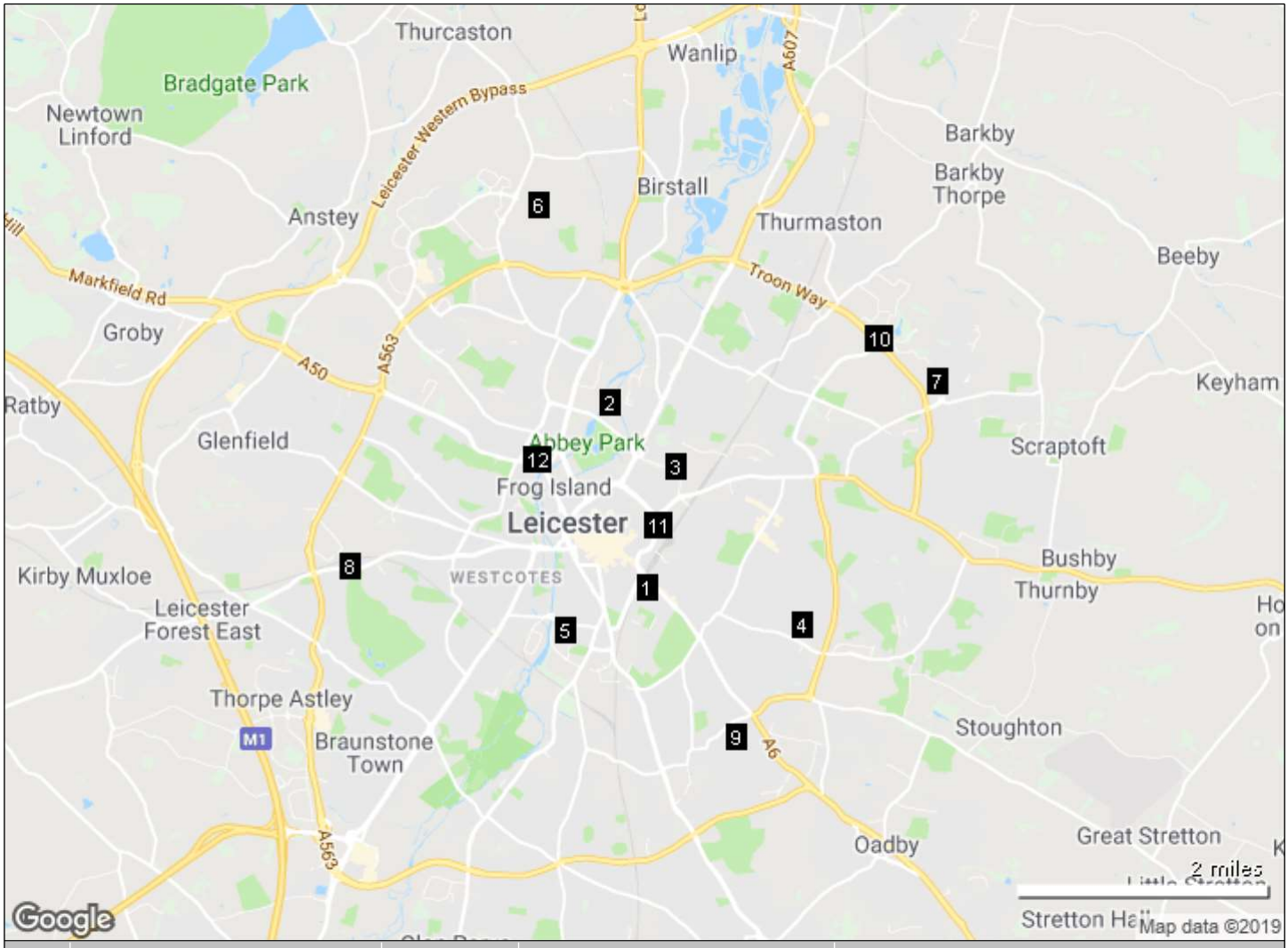
09/07/2019



	Address	City	Property Info	Sale Info
1	Abbey Lane Development Site, Abbey Ln	Leicester	1.30 AC Land	Sold: -
2	Development Site, Abbey Ln	Leicester	4.86 AC Land	Sold: £2,300,000 (£473,251.03/AC)
3	Land At Birstall Street, Birstall St	Leicester	0.67 AC Land	Sold: -
4	101a Evington Dr	Leicester	0.50 AC Land	Sold: -
5	Former Leicester City Ground, Filbert St	Leicester	3.18 AC Land	Pending: w/Asking Price of £3,500,000 (£1,100,628.93/AC)
6	Site, Hoods Clos	LEICESTER	1.97 AC Land	Sold: -
7	Development Site, Maidenwell Ave	Leicester	0.66 AC Land	Pending: w/Asking Price of -
8	Former Arc Car Wash, 95 Oswin Rd	Leicester	0.60 AC Land	Sold: -
9	101-107 Ratcliffe Rd	Leicester	3.36 AC Land	Sold: -
10	Thurmaston Ln	Leicester	0.54 AC Land	Sold: -
11	William St	Leicester	0.15 AC Land	Sold: £151,000 (£1,006,666.67/AC)
12	Site, Woodgate	Leicester	1.67 AC Land	Sold: -

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1 Development Site - Abbey Ln — SOLD

Leicester, LE4 5DF — Leicestershire County

True Buyer: GS Developments
120 Ross Walk
Leicester, LE4 5HH
0116 266 5555

True Seller: Batleys Ltd
2 Abbey Rd
London, NW10 7BW
020 8453 1234

Sale Date: 01/09/2017
Sale Price: £2,300,000 - Confirmed
£/AC Land Gross: £473,250.14 (£10.86/SF)
Density: -
Topography: -
Tenure: Freehold
Financing: -
Comp ID: 4064872 – Research Status: Confirmed

Land Area: 4.86 AC (211,702 SF)
Lot Dimensions: -
Proposed Use: -
Sale Conditions: Redevelopment Project

2 Abbey Lane Development Site - Abbey Ln — SOLD

Leicester, LE1 7GE — Leicestershire County

True Buyer: -

True Seller: -

Sale Date: 01/02/2016 (2559 days on mkt)
Sale Price: -
£/AC Land Gross: -
Density: -
Topography: -
Tenure: Freehold
Financing: -
Comp ID: 3658298 – Research Status:

Land Area: 1.30 AC (56,628 SF)
Star Rating: ★★★☆☆
Lot Dimensions: -
Proposed Use: -
Sale Conditions: -

3 Land At Birstall Street - Birstall St — SOLD

Leicester, LE1 2HJ — Leicestershire County

True Buyer: -

True Seller: -

Sale Date: 30/12/2016 (1367 days on mkt)
Sale Price: -
£/AC Land Gross: -
Density: -
Topography: -
Tenure: Freehold
Financing: -
Comp ID: 3840229 – Research Status: Research Complete

Land Area: 0.67 AC (29,185 SF)
Star Rating: ★★★☆☆
Lot Dimensions: 210x210
Proposed Use: -
Sale Conditions: -

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4 101a Evington Dr — SOLD

Leicester, LE5 5PH

Leicestershire County

True Buyer: -

True Seller: -

Sale Date: 05/02/2019 (159 days on mkt)
Sale Price: -
£/AC Land Gross: -
Density: -
Topography: -
Tenure: Freehold
Financing: -
Comp ID: 4662760 – Research Status: Research Complete

Land Area: 0.50 AC (21,780 SF)
Star Rating: ★★★☆☆
Lot Dimensions: -
Proposed Use: -
Sale Conditions: -

5 Former Leicester City Ground - Filbert St — PENDING

Leicester, LE2 7FN

Leicestershire County

Listing Agent: Knight Frank LLP
1 Colmore Row
Birmingham, B3 2BJ
0121 200 2220

Jack Jones
0121 233 6420

Asking Price: £3,500,000
£/AC Land Gross: £1,100,628.93 (£25.27/SF)
Days on Market: 243
Sale Status: Pending
Density: -
Tenure: Freehold

Sale Type: Investment
Land Area: 3.18 AC (138,521 SF)
Lot Dimensions: -
Proposed Use: Flat Units ...

6 Site - Hoods Clos — SOLD

LEICESTER, LE4 2BQ

Leicestershire County

True Buyer: -

True Seller: -

Sale Date: 01/08/2014 (434 days on mkt)
Sale Price: -
£/AC Land Gross: -
Density: -
Topography: Level
Tenure: Freehold
Financing: -
Comp ID: 3137622 – Research Status: Research Complete

Land Area: 1.97 AC (85,813 SF)
Star Rating: ★★☆☆☆
Lot Dimensions: -
Proposed Use: -
Sale Conditions: -

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7 Development Site - Maidenwell Ave — PENDING

Leicester, LE5 1BJ

Leicestershire County

Listing Agent: Cheetham & Mortimer
86 Deansgate
Manchester, M3 2ER
0161 832 3375

Barrie Cochrane
0161 832 3375

Asking Price: -
£/AC Land Gross: -
Days on Market: 1138
Sale Status: Pending

Density: -
Topography: Level
Tenure: Long Leasehold

Sale Type: Investment
Star Rating: ★★☆☆☆
Land Area: 0.66 AC (28,750 SF)
Lot Dimensions: -
Proposed Use: Bar, Restaurant ...

8 Former Arc Car Wash - 95 Oswin Rd — SOLD

Leicester, LE3 1HR

Leicestershire County

True Buyer: -

True Seller: -

Sale Date: 01/03/2016 (1105 days on mkt)
Sale Price: -
£/AC Land Gross: -

Density: -
Topography: Level
Tenure: Freehold
Financing: -
Comp ID: 3667216 – Research Status: Unconfirmed

Land Area: 0.60 AC (26,136 SF)
Star Rating: ★★☆☆☆
Lot Dimensions: -
Proposed Use: -

Sale Conditions: -

9 101-107 Ratcliffe Rd — SOLD

Leicester, LE2 3TE

Leicestershire County

True Buyer: -

True Seller: The University of Leicester
University Rd
Leicester, LE1 7RH
0116 252 2522

Sale Date: 17/12/2018 (221 days on mkt)
Sale Price: -
£/AC Land Gross: -

Density: -
Topography: -
Tenure: Freehold
Financing: -
Comp ID: 4651614 – Research Status: Research Complete

Land Area: 3.36 AC (146,362 SF)
Star Rating: ★★☆☆☆
Lot Dimensions: -
Proposed Use: -

Sale Conditions: -

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10 Design & Build Opportunity - Thurmaston Ln — SOLD

Leicester, LE4 9LP — Leicestershire County

True Buyer: Demipower (1991) Ltd
The Oaks
Ruislip, HA4 7LF
01895 638032

True Seller: -

Sale Date: 01/09/2015 (1518 days on mkt)
Sale Price: -
£/AC Land Gross: -
Density: -
Topography: Level
Tenure: Freehold
Financing: -
Comp ID: 3526664 – Research Status:

Land Area: 0.54 AC (23,522 SF)
Star Rating: ★★★☆☆
Lot Dimensions: -
Proposed Use: -
Sale Conditions: -

11 William St — SOLD

Leicester, LE1 1RW — Leicestershire County

True Buyer: -

True Seller: -

Sale Date: 27/06/2016 (87 days on mkt)
Sale Price: £151,000 - Confirmed
£/AC Land Gross: £1,001,760.71 (£23.00/SF)
Density: -
Topography: Level
Tenure: Freehold
Financing: -
Comp ID: 3705282 – Research Status: Confirmed

Land Area: 0.15 AC (6,534 SF)
Star Rating: ★★☆☆☆
Lot Dimensions: -
Proposed Use: -
Sale Conditions: -

12 Site - Woodgate — SOLD

Leicester, LE3 5GH — Leicestershire County

True Buyer: -

True Seller: -

Sale Date: 01/09/2016 (1387 days on mkt)
Sale Price: -
£/AC Land Gross: -
Density: -
Topography: Level
Tenure: -
Financing: -
Comp ID: 3716920 – Research Status:

Land Area: 1.67 AC (72,745 SF)
Star Rating: ★★☆☆☆
Lot Dimensions: -
Proposed Use: -
Sale Conditions: -

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Appendix 11 – Appraisals – Residential Development

The pages in this appendix are not numbered.

Central Base Cover

Leicester City Council - V2

15/10/2019
08:50

Number	1	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Brown 500 HD		**500**	**14.29**	**35.00**	**88**	**43,826**	**3,068**		**53,701,253**	**1,225.33**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	33		45.00	1,485.00	10%	1,316	2,149,686
	2	35		65.00	2,275.00	10%	1,316	3,293,290
Terrace	2	18		75.00	1,350.00		1,175	1,586,250
	3	70		95.00	6,650.00		1,175	7,813,750
Semi	2	35		85.00	2,975.00		1,179	3,507,525
	3	88		107.00	9,416.00		1,179	11,101,464
Det	3	0		112.00	0.00		1,320	0
	4	53		135.00	7,155.00		1,320	9,444,600
	5	18		150.00	2,700.00		1,320	3,564,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	53		40.00	2,120.00	10%	1,184	2,762,021
	2	15		61.00	915.00	10%	1,184	1,192,099
Terrace	2	30		70.00	2,100.00		1,058	2,220,750
	3	23		84.00	1,932.00		1,058	2,043,090
Semi	2	0		79.00	0.00		1,061	0
	3	21		93.00	1,953.00		1,061	2,072,328
Det	3	0		93.00	0.00		1,188	0
	4	8		100.00	800.00		1,188	950,400
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	22.857
	Net	14.286

Number	2	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 200 HD High		**200**	**0.67**	**300.00**	**58**	**11,572**	**17,358**		**20,748,596**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	56		45.00	2,520.00	10%	1,630	4,518,360
Flat 2 High*	2	56		65.00	3,640.00	10%	1,630	6,526,520
Flat 3 High*	3	28		75.00	2,100.00	10%	1,630	3,765,300
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	24		40.00	960.00	10%	1,630	1,721,280
Flat 2 High*	2	24		61.00	1,464.00	10%	1,630	2,624,952
Flat 3 High*	3	12		74.00	888.00	10%	1,630	1,592,184

Area	Gross	0.808
	Net	0.667

Number	3	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 HD		**100**	**0.67**	**150.00**	**64**	**6,406**	**9,609**		**9,205,214**	**1,436.97**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	6	6		45.00	270.00	10%	1,341	398,277
Flat 2 High*	2	32		65.00	2,080.00	10%	1,341	3,068,208
Flat 3 High*	3	32		75.00	2,400.00	10%	1,341	3,540,240
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,207	637,243
Flat 2 High*	2	12		61.00	732.00	10%	1,207	971,796
Flat 3 High*	3	6		74.00	444.00	10%	1,207	589,450

Area	Gross	0.808
	Net	0.667

Number	4	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100		**100**	**3.33**	**30.00**	**88**	**8,844**	**2,653**		**10,817,458**	**1,223.14**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	5		45.00	225.00	10%	1,316	325,710
	2	7		65.00	455.00	10%	1,316	658,658
Terrace	2	4		75.00	300.00		1,175	352,500
	3	14		95.00	1,330.00		1,175	1,562,750
Semi	2	7		85.00	595.00		1,179	701,505
	3	18		107.00	1,926.00		1,179	2,270,754
Det	3	0		112.00	0.00		1,320	0
	4	11		135.00	1,485.00		1,320	1,960,200
	5	4		150.00	600.00		1,320	792,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	11		40.00	440.00	10%	1,184	573,250
	2	3		61.00	183.00	10%	1,184	238,420
Terrace	2	6		70.00	420.00		1,058	444,150
	3	5		84.00	420.00		1,058	444,150
Semi	2	0		79.00	0.00		1,061	0
	3	5		93.00	465.00		1,061	493,412
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	5.333
	Net	3.333

Number	5	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 High		**100**	**0.50**	**200.00**	**64**	**6,406**	**12,812**		**11,485,958**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	6		45.00	270.00	10%	1,630	484,110
Flat 2 High*	2	32		65.00	2,080.00	10%	1,630	3,729,440
Flat 3 High*	3	32		75.00	2,400.00	10%	1,630	4,303,200
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,630	860,640
Flat 2 High*	2	12		61.00	732.00	10%	1,630	1,312,476
Flat 3 High*	3	6		74.00	444.00	10%	1,630	796,092

Area	Gross	0.606
	Net	0.500

Number	6	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 PRS		**100**	**0.83**	**120.00**	**64**	**6,406**	**7,687**		**9,205,214**	**1,436.97**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	6		45.00	270.00	10%	1,341	398,277
Flat 2 High*	2	32		65.00	2,080.00	10%	1,341	3,068,208
Flat 3 High*	3	32		75.00	2,400.00	10%	1,341	3,540,240
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,207	637,243
Flat 2 High*	2	12		61.00	732.00	10%	1,207	971,796
Flat 3 High*	3	6		74.00	444.00	10%	1,207	589,450

Area	Gross	1.010
	Net	0.833

Number	7	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 HD		**60**	**0.50**	**120.00**	**64**	**3,843**	**7,686**		**5,520,857**	**1,436.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,341	265,518
Flat 2 High*	2	19		65.00	1,235.00	10%	1,341	1,821,749
Flat 3 High*	3	19		75.00	1,425.00	10%	1,341	2,102,018
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,207	371,725
Flat 2 High*	2	7		61.00	427.00	10%	1,207	566,881
Flat 3 High*	3	4		74.00	296.00	10%	1,207	392,967

Area	Gross	0.606
	Net	0.500

Number	8	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60		**60**	**2.00**	**30.00**	**88**	**5,250**	**2,625**		**6,409,002**	**1,220.76**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	4		45.00	180.00	10%	1,316	260,568
	2	4		65.00	260.00	10%	1,316	376,376
Terrace	2	2		75.00	150.00		1,175	176,250
	3	8		95.00	760.00		1,175	893,000
Semi	2	4		85.00	340.00		1,179	400,860
	3	11		107.00	1,177.00		1,179	1,387,683
Det	3	0		112.00	0.00		1,320	0
	4	6		135.00	810.00		1,320	1,069,200
	5	2		150.00	300.00		1,320	396,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	6		40.00	240.00	10%	1,184	312,682
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	4		70.00	280.00		1,058	296,100
	3	3		84.00	252.00		1,058	266,490
Semi	2	0		79.00	0.00		1,061	0
	3	3		93.00	279.00		1,061	296,047
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	3.200
	Net	2.000

Number	9	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 High		**60**	**0.30**	**200.00**	**64**	**3,843**	**12,810**		**6,890,499**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,630	322,740
Flat 2 High*	2	19		65.00	1,235.00	10%	1,630	2,214,355
Flat 3 High*	3	19		75.00	1,425.00	10%	1,630	2,555,025
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,630	502,040
Flat 2 High*	2	7		61.00	427.00	10%	1,630	765,611
Flat 3 High*	3	4		74.00	296.00	10%	1,630	530,728

Area	Gross	0.300
	Net	0.300

Number	10	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 PRS		**60**	**0.80**	**75.00**	**64**	**3,843**	**4,804**		**5,520,857**	**1,436.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,341	265,518
Flat 2 High*	2	19		65.00	1,235.00	10%	1,341	1,821,749
Flat 3 High*	3	19		75.00	1,425.00	10%	1,341	2,102,018
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,207	371,725
Flat 2 High*	2	7		61.00	427.00	10%	1,207	566,881
Flat 3 High*	3	4		74.00	296.00	10%	1,207	392,967

Area	Gross	0.970
	Net	0.800

Number	11	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 20		**20**	**0.67**	**30.00**	**90**	**1,791**	**2,687**		**2,186,701**	**1,220.94**	LCC	Brown	PDL

Area	Gross	0.808
	Net	0.667

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	10%	1,316	65,142
	2	1		65.00	65.00	10%	1,316	94,094
Terrace	2	1		75.00	75.00		1,175	88,125
	3	3		95.00	285.00		1,175	334,875
Semi	2	1		85.00	85.00		1,179	100,215
	3	4		107.00	428.00		1,179	504,612
Det	3	0		112.00	0.00		1,320	0
	4	2		135.00	270.00		1,320	356,400
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	2		40.00	80.00	10%	1,184	104,227
	2	1		61.00	61.00	10%	1,184	79,473
Terrace	2	1		70.00	70.00		1,058	74,025
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	1		93.00	93.00		1,061	98,682
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	12	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 20 Flats		**12**	**0.20**	**60.00**	**65**	**780**	**3,900**		**1,124,764**	**1,442.00**	LCC	Brown	PDL

Area	Gross	0.200
	Net	0.200

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	1		45.00	45.00	10%	1,341	66,380
Flat 2 High*	2	4		65.00	260.00	10%	1,341	383,526
Flat 3 High*	3	4		75.00	300.00	10%	1,341	442,530
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	1		40.00	40.00	10%	1,207	53,104
Flat 2 High*	2	1		61.00	61.00	10%	1,207	80,983
Flat 3 High*	3	1		74.00	74.00	10%	1,207	98,242

Number	13	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 12		**12**	**0.27**	**45.00**	**99**	**1,187**	**4,451**		**1,461,480**	**1,231.24**	LCC	Brown	PDL

Area	Gross	0.267
	Net	0.267

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0.0		95.00	0.00		1,175	0
Semi	2	3		85.00	255.00		1,179	300,645
	3	3		107.00	321.00		1,179	378,459
Det	3	0		112.00	0.00		1,320	0
	4	3		135.00	405.00		1,320	534,600
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	0.0		70.00	0.00		1,058	0
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	14	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 12 Flats		**9**	**0.18**	**50.00**	**63**	**566**	**3,144**		**820,008**	**1,448.78**	LCC	Brown	PDL

Area	Gross	0.180
	Net	0.180

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0.0		85.00	0.00		1,179	0
	3	0.0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	1		45.00	45.00	10%	1,341	66,380
Flat 2 High*	2	3		65.00	195.00	10%	1,341	287,645
Flat 3 High*	3	3		75.00	225.00	10%	1,341	331,898
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0.0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	1		40.00	40.00	10%	1,207	53,104
Flat 2 High*	2	1		61.00	61.00	10%	1,207	80,983
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	15	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 9		**9**	**0.26**	**35.00**	**111**	**998**	**3,881**		**1,235,262**	**1,237.74**	LCC	Brown	PDL

Area	Gross	0.257
	Net	0.257

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	2		75.00	150.00		1,175	176,250
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	4		107.00	428.00		1,179	504,612
Det	3	0		112.00	0.00		1,320	0
	4	2		135.00	270.00		1,320	356,400
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	16	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 9 Flats		**9**	**0.18**	**50.00**	**56**	**505**	**2,806**		**731,038**	**1,447.60**	LCC	Brown	PDL

Area	Gross	0.180
	Net	0.180

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	4		45.00	180.00	10%	1,316	260,568
	2	5		65.00	325.00	10%	1,316	470,470
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	17	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Brown 6		**6**	**0.19**	**32.00**	**85**	**510**	**2,720**		**599,250**	**1,175.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	3		75.00	225.00		1,175	264,375
	3	3		95.00	285.00		1,175	334,875
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.188
	Net	0.188

Number	18	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 6 Flats		**6**	**0.19**	**32.00**	**65**	**390**	**2,080**		**564,564**	**1,447.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	6		65.00	390.00	10%	1,316	564,564
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.188
	Net	0.188

Number	19	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 3		**3**	**0.10**	**30.00**	**95**	**285**	**2,850**		**334,875**	**1,175.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	3		95.00	285.00		1,175	334,875
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.100
	Net	0.100

Number	20	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Studios 60		**60**	**0.30**	**200.00**	**28**	**1,680**	**5,600**		**2,403,823**	**1,430.85**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	42		28.00	1,176.00	10%	1,341	1,734,718
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	18		28.00	504.00	10%	1,207	669,105
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.300
	Net	0.300

Number	21	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 75		**75**	**2.34**	**32.00**	**88**	**6,589**	**2,811**		**8,076,411**	**1,225.74**	LCC	Green	Agricultural

Area	Gross	3.750
	Net	2.344

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	5		45.00	225.00	10%	1,316	325,710
	2	5		65.00	325.00	10%	1,316	470,470
Terrace	2	3		75.00	225.00		1,175	264,375
	3	11		95.00	1,045.00		1,175	1,227,875
Semi	2	5		85.00	425.00		1,179	501,075
	3	13		107.00	1,391.00		1,179	1,639,989
Det	3	0		112.00	0.00		1,320	0
	4	8		135.00	1,080.00		1,320	1,425,600
	5	3		150.00	450.00		1,320	594,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	8		40.00	320.00	10%	1,184	416,909
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	5		70.00	350.00		1,058	370,125
	3	3		84.00	252.00		1,058	266,490
Semi	2	0		79.00	0.00		1,061	0
	3	3		93.00	279.00		1,061	296,047
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	22	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 40		**40**	**1.25**	**32.00**	**87**	**3,484**	**2,787**		**4,259,901**	**1,222.70**	LCC	Green	Agricultural

Area	Gross	1.515
	Net	1.250

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	3		45.00	135.00	10%	1,316	195,426
	2	3		65.00	195.00	10%	1,316	282,282
Terrace	2	1		75.00	75.00		1,175	88,125
	3	6		95.00	570.00		1,175	669,750
Semi	2	3		85.00	255.00		1,179	300,645
	3	7		107.00	749.00		1,179	883,071
Det	3	0		112.00	0.00		1,320	0
	4	4		135.00	540.00		1,320	712,800
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	4		40.00	160.00	10%	1,184	208,454
	2	1		61.00	61.00	10%	1,184	79,473
Terrace	2	2		70.00	140.00		1,058	148,050
	3	2		84.00	168.00		1,058	177,660
Semi	2	0		79.00	0.00		1,061	0
	3	2		93.00	186.00		1,061	197,365
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	23	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 12		**12**	**0.38**	**32.00**	**85**	**1,021**	**2,723**		**1,226,858**	**1,201.62**	LCC	Green	Paddock

Area	Gross	0.455
	Net	0.375

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	1		45.00	45.00	10%	1,316	65,142
	2	1		65.00	65.00	10%	1,316	94,094
Terrace	2	0		75.00	0.00		1,175	0
	3	2		95.00	190.00		1,175	223,250
Semi	2	1		85.00	85.00		1,179	100,215
	3	2		107.00	214.00		1,179	252,306
Det	3	0		112.00	0.00		1,320	0
	4	1		135.00	135.00		1,320	178,200
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	1		40.00	40.00	10%	1,184	52,114
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	1		70.00	70.00		1,058	74,025
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	1		93.00	93.00		1,061	98,682
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	24	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 9		**9**	**0.30**	**30.00**	**93**	**835**	**2,783**		**983,265**	**1,177.56**	LCC	Green	Paddock

Area	Gross	0.364
	Net	0.300

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	4		75.00	300.00		1,175	352,500
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	5		107.00	535.00		1,179	630,765
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	25	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 6		**6**	**0.20**	**30.00**	**107**	**642**	**3,210**		**756,918**	**1,179.00**	LCC	Green	Paddock

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	6		107.00	642.00		1,179	756,918
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.200
	Net	0.200

Central Base
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Brown 500 HD	Brown 200 HD High	Brown 100 HD	Brown 100	Brown 100 High	Brown 100 PRS	Brown 60 HD	Brown 60	Brown 60 High	Brown 60 PRS	Brown 20	Brown 20 Flats	Brown 12	Brown 12 Flats	Brown 9	Brown 9 Flats	Brown 6	Brown 6 Flats	Brown 3	Studios 60	Green 75	Green 40	Green 12	Green 9	Green 6
	Green/brown field		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green
	Use		PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Paddock	Paddock	Paddock
	Locality		LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC
Site Area	**Gross**	**ha**	22.86	0.81	0.81	5.33	0.61	1.01	0.61	3.20	0.30	0.97	0.81	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	0.30	3.75	1.52	0.45	0.36	0.20
	Net	ha	14.29	0.67	0.67	3.33	0.50	0.83	0.50	2.00	0.30	0.80	0.67	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	0.30	2.34	1.25	0.38	0.30	0.20
Units			500	200	100	100	100	100	60	60	60	60	20	12	12	9	9	9	6	6	3	60	75	40	12	9	6
Average Unit Size		m2	87.65	57.86	64.06	88.44	64.06	64.06	64.05	87.50	64.05	64.05	89.55	65.00	98.92	62.89	110.89	56.11	85.00	65.00	95.00	28.00	87.85	87.10	85.08	92.78	107.00
Mix	Intermediate to Buy		9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%
	Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
	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%	0.00%
Price	Market	£/m2	2,300	2,300	2,300	2,000	2,300	2,800	2,300	2,000	2,300	2,800	2,000	2,300	2,000	2,300	2,000	2,300	2,000	2,300	2,000	2,300	3,180	3,180	3,180	3,180	3,180
	Intermediate to Buy	£/m2	1,610	1,610	1,610	1,400	1,610	1,960	1,610	1,400	1,610	1,960	1,400	1,610	1,400	1,610	1,400	1,610	1,400	1,610	1,400	1,610	2,226	2,226	2,226	2,226	2,226
	Affordable Rent	£/m2	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
	Social Rent	£/m2	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120
Grant and Subsi	Intermediate to Buy	£/unit																									
	Affordable Rent	£/unit																									
	Social Rent	£/unit																									
Sales per Quarter																											
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	25,000	25,000	50,000	50,000	50,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%					
Additional Uplift		£/ha																					300,000	300,000	300,000	300,000	300,000
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	0
Legals / Acquisition		% 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%	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	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	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%	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%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
BCIS		£/m2	1,225	1,793	1,437	1,223	1,793	1,437	1,437	1,221	1,793	1,437	1,221	1,442	1,231	1,449	1,238	1,448	1,175	1,448	1,175	1,431	1,226	1,223	1,202	1,178	1,179
CfSH		%																									
Energy		£/m2	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	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Design		£/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
Acc & Adpt		£/m2	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0
Water		£/m2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Small Sites		%															6%	6%	6%	6%	13%					6%	6%
Site Costs		%	10.0%	5.0%	10.0%	15.0%	5.0%	5.0%	10.0%	15.0%	5.0%	5.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	15.0%	5.0%	15.0%	15.0%	15.0%	10.0%	10.0%
Pre CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Post CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
		£/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
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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	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%	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%	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%					
		£/site																									
FINANCE	Fees	£	58,000	124,000	75,000	40,000	70,000	95,000	45,000	34,000	42,000	57,000	19,000	11,000	12,000	8,000	9,000	7,000	6,000	6,000	4,000	24,000	94,000	63,000	18,000	16,000	13,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£																									
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%	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%	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	0	0	0	0	0	0	0	0
Developers Profi	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%	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%	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	Site 25
			Brown 500 HD	Brown 200 HD High	Brown 100 HD	Brown 100	Brown 100 High	Brown 100 PRS	Brown 60 HD	Brown 60	Brown 60 High	Brown 60 PRS	Brown 20	Brown 20 Flats	Brown 12	Brown 12 Flats	Brown 9	Brown 9 Flats	Brown 6	Brown 6 Flats	Brown 3	Studios 60	Green 75	Green 40	Green 12	Green 9	Green 6
	Green/brown field		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green
	Use		PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Paddock	Paddock	Paddock
Site Are	Gross	ha	22.86	0.81	0.81	5.33	0.61	1.01	0.61	3.20	0.30	0.97	0.81	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	0.30	3.75	1.52	0.45	0.36	0.20
	Net	ha	14.29	0.67	0.67	3.33	0.50	0.83	0.50	2.00	0.30	0.80	0.67	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	0.30	2.34	1.25	0.38	0.30	0.20
Units			500	200	100	100	100	100	60	60	60	60	20	12	12	9	9	9	6	6	3	60	75	40	12	9	6
Mix	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
	Intermediate to Buy		9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%
	Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
	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%	0.00%
Existing Use Value		£/ha	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	25,000	25,000	50,000	50,000	50,000
		£ site	27,428,571	969,697	969,697	3,200,000	727,273	1,212,121	727,273	1,920,000	360,000	1,163,636	484,848	120,000	160,000	108,000	154,286	108,000	112,500	112,500	60,000	180,000	93,750	37,879	22,727	18,182	10,000
Uplift		£/ha	240,000	240,000	240,000	120,000	240,000	240,000	240,000	120,000	240,000	240,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	300,000	300,000	300,000	300,000	300,000
		£ site	5,485,714	193,939	193,939	640,000	145,455	242,424	145,455	384,000	72,000	232,727	96,970	24,000	32,000	21,600	30,857	21,600	22,500	22,500	12,000	36,000	1,125,000	454,545	136,364	109,091	60,000
Benchmark Land Value		£/ha	1,440,000	1,440,000	1,440,000	720,000	1,440,000	1,440,000	1,440,000	720,000	1,440,000	1,440,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	325,000	325,000	350,000	350,000	350,000
		£ site	32,914,286	1,163,636	1,163,636	3,840,000	872,727	1,454,545	872,727	2,304,000	432,000	1,396,364	581,818	144,000	192,000	129,600	185,143	129,600	135,000	135,000	72,000	216,000	1,218,750	492,424	159,091	127,273	70,000
Residua	Gross	£/ha	-14,876	-10,547,041	-2,926,537	-491,259	-7,584,516	-34,614	-2,357,343	-504,290	-9,231,182	-34,567	-534,287	-1,512,592	-1,088,331	-1,194,037	-1,434,070	-1,464,373	-821,205	-1,080,101	-1,322,544	-2,073,614	788,847	1,013,873	1,029,898	980,861	1,387,108
	Net	£/ha	-23,801	-12,784,292	-3,547,317	-786,014	-9,193,352	-41,957	-2,857,385	-806,864	-9,231,182	-41,900	-647,621	-1,512,592	-1,088,331	-1,194,037	-1,434,070	-1,464,373	-821,205	-1,080,101	-1,322,544	-2,073,614	1,262,154	1,228,937	1,248,362	1,188,923	1,387,108
		£ site	-340,021	-8,522,862	-2,364,878	-2,620,048	-4,596,676	-34,964	-1,428,693	-1,613,727	-2,769,355	-33,520	-431,747	-302,518	-290,222	-214,927	-368,761	-263,587	-153,976	-202,519	-132,254	-622,084	2,958,175	1,536,172	468,136	356,677	277,422
Additional Profit		£ site	-37,483,329	-9,941,318	-3,618,889	-6,821,110	-5,578,490	-1,470,077	-2,366,612	-4,092,401	-3,264,970	-1,446,590	-1,038,007	-457,509	-488,408	-350,142	-584,136	-406,461	-302,372	-349,060	-212,514	-857,488	2,155,647	1,245,004	359,400	252,802	225,210
		£/m2	-1,102	-1,204	-762	-986	-1,174	-309	-833	-1,005	-1,150	-509	-740	-810	-533	-837	-836	-1,150	-847	-1,279	-1,065	-729	421	466	466	433	501

Central Base
Site 1

SITE NAME	Site 1	Brown 500 HD

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	97.2	70%	350	2,300	78,213,800	34,006
Shared Ownership	65.5	9%	45	1,610	4,743,060	2,946
Affordable Rent	65.5	21%	105	1,500	10,311,000	6,874
Social Rent	65.5	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	14.29 ha		35 /ha		**93,267,860**	**43,826**
SITE AREA - Gross	22.86 ha		22 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-340,021	-23,801	-14,876
Alternative Use Value	27,428,571	1,200,000	
Uplift 20%	5,485,714	240,000	
Plus /ha 0	0	0	
Viability Threshold	**32,914,286**		**1,440,000**
	£/m2		
Additional Profit	**-37,483,329**	**-1,102**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-680		-340,021	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-5,100	-5,100	
PLANNING					
	Planning Fee		85,200		
	Architects	4.00%	2,685,779		
	QS / PM	0.50%	335,722		
	Planning Consultants	1.00%	671,445		
	Other Professional	3.50%	2,350,057	6,128,203	
CONSTRUCTION					
	Build Cost - BCIS Based	1,367	59,904,072		
	s106 / CIL		1,250,000		
	Contingency	5.00%	2,995,204		
	Abnormals		2,995,204	67,144,479	
FINANCE					
	Fees		58,000		
	Interest	6.00%			
	Legal and Valuation		0	58,000	
SALES					
	Agents	3.0%	2,798,036		
	Legals	0.5%	466,339		
	Misc.		0	3,264,375	**76,249,936**

Developers Profit			
	Market Housing	17.50%	**13,687,415**
	Affordable Housing	17.50%	**2,634,461**

32643.751

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	500		
No dwgs under	50	462	23,100
No dwgs over 5(	450	138	62,100
		Total	85,200

Stamp duty calc - Residual	
Land payment	-340,021
Total	0

Stamp duty calc - Add Profit		
Land payment		32,914,286
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
Total			**1,250,000**

Post CIL s106	2,500	£/ Unit (all)	1,250,000
CIL	0	£/m2	0
		Total	**1,250,000**

Build Cost	/m2	
BCIS	1,225	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	123	10%
	1,367	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW 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
INCOME																								
UNITS Started	50	50	100	100	100	100																		
Market Housing		7,821,380	7,821,380	15,642,760	15,642,760	15,642,760	15,642,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		474,306	474,306	948,612	948,612	948,612	948,612	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,031,100	1,031,100	2,062,200	2,062,200	2,062,220	2,062,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**9,326,786**	**9,326,786**	**18,653,572**	**18,653,572**	**18,653,572**	**18,653,572**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-5,100																							
Planning Fee	85,200																							
Architects	2,685,779		0																					
QS	335,722		0																					
Planning Consultants	671,445		0																					
Other Professional	2,350,057		0																					
Build Cost - BCIS Base		5,990,407	5,990,407	11,980,814	11,980,814	11,980,814	11,980,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		125,000	125,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	58,000																							
Legal and Valuation	0																							
Agents	0	279,804	279,804	559,607	559,607	559,607	559,607	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	46,634	46,634	93,268	93,268	93,268	93,268	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**6,181,103**	**7,040,885**	**7,040,885**	**14,081,771**	**14,081,771**	**14,081,771**	**14,081,771**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-340,021																							
Interest		350,465	234,339	111,245	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								13,687,415
Profit on GDV																								2,634,461
Cash Flow	-5,841,082	1,935,436	2,051,562	4,460,556	4,571,801	4,571,801	4,571,801	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-16,321,876
Opening Balanc	0																							
Closing Balanc	-5,841,082	-3,905,646	-1,854,084	2,606,472	7,178,273	11,750,074	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	16,321,876	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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 As Above																								
INCOME	**0**	**9,326,786**	**9,326,786**	**18,653,572**	**18,653,572**	**18,653,572**	**18,653,572**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	32,914,286																							
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.	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	493,714	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	85,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	2,685,779	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	335,722	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	671,445	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	2,350,057	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	5,990,407	5,990,407	11,980,814	11,980,814	11,980,814	11,980,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-6,247,222	-6,247,222	-6,247,222	-6,247,222	-6,247,222	-6,247,222																		
Post CIL s106		125,000	125,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	58,000	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	279,804	279,804	559,607	559,607	559,607	559,607	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	46,634	46,634	93,268	93,268	93,268	93,268	0	0	0	0	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	**33,346,982**	**793,664**	**793,664**	**7,834,549**	**7,834,549**	**7,834,549**	**14,081,771**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,000,819	1,608,881	1,193,426	615,890	3,703	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								12,690,952
Profit on GDV																								2,634,461
Cash Flow	-33,346,982	6,532,303	6,924,241	9,625,596	10,203,132	10,815,320	4,571,801	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-15,325,413
Opening Balanc	0																							
Closing Balanc	-33,346,982	-26,814,678	-19,890,437	-10,264,841	-61,708	10,753,612	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	15,325,413	0

Central Base
Site 2

SITE NAME Site 2 Brown 200 HD High

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			200				
Market Housing	59.0	70%	140		2,300	18,998,000	8,260
Shared Ownership	55.2	9%	18		1,610	1,599,696	994
Affordable Rent	55.2	21%	42		1,500	3,477,600	2,318
Social Rent	55.2	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.67 ha		300	/ha		**24,075,296**	**11,572**
SITE AREA - Gross	0.81 ha		248	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-8,522,862**	**-12,784,292**	**-10,547,041**
Alternative Use Value	969,697	1,200,000	
Uplift 20%	193,939	240,000	
Plus /ha 0	0	0	
Viability Threshold	**1,163,636**		**1,440,000**
	£/m2		
Additional Profit	**-9,941,318**	**-1,204**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-8,522,862	
	Land	-42,614			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-127,843	-127,843	
PLANNING					
	Planning Fee		43,800		
	Architects	4.00%	988,259		
	QS / PM	0.50%	123,532		
	Planning Consultants	1.00%	247,065		
	Other Professional	3.50%	864,727	2,267,383	
CONSTRUCTION					
	Build Cost - BCIS Based	1,902	22,005,894		
	s106 / CIL		500,000		
	Contingency	5.00%	1,100,295		
	Abnormals		1,100,295	24,706,483	
FINANCE					
	Fees		124,000		
	Interest	6.00%			
	Legal and Valuation		0	124,000	
SALES					
	Agents	3.0%	722,259		
	Legals	0.5%	120,376		
	Misc.		0	842,635	**19,289,798**

Developers Profit			
	Market Housing	17.50%	**3,324,650**
	Affordable Housing	17.50%	**888,527**

21065.884

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	200		
No dwgs under	50	462	23,100
No dwgs over 5(	150	138	20,700
		Total	43,800

Stamp duty calc - Residual	
Land payment	-8,522,862
Total	0

Stamp duty calc - Add Profit		
Land payment		1,163,636
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**500,000**

Post CIL s106	2,500	£/ Unit (all)	500,000
CIL	0	£/m2	0
		Total	**500,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			50	50	50	50																		
Market Housing				0	0	0	4,749,500	4,749,500	4,749,500	4,749,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	399,924	399,924	399,924	399,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	869,400	869,400	869,400	869,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**6,018,824**	**6,018,824**	**6,018,824**	**6,018,824**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-127,843																							
Planning Fee	43,800																							
Architects	494,130		494,130																					
QS	61,766		61,766																					
Planning Consultants	123,532		123,532																					
Other Professional	432,363		432,363																					
Build Cost - BCIS Base		0	1,833,824	3,667,649	5,501,473	5,501,473	3,667,649	1,833,824	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	41,667	83,333	125,000	125,000	83,333	41,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	124,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	180,565	180,565	180,565	180,565	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	30,094	30,094	30,094	30,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**1,151,749**	**0**	**3,170,665**	**4,117,747**	**6,176,621**	**6,176,621**	**4,328,406**	**2,269,532**	**210,659**	**210,659**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-8,522,862**																							
Interest		0	0	0	0	91,409	185,429	162,854	109,058	23,571	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,324,650
Affordable Housing																								888,527
Cash Flow	7,371,113	0	-3,170,665	-4,117,747	-6,176,621	-6,268,030	1,504,989	3,586,437	5,699,107	5,784,594	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,213,177
Opening Balanc	0																							
Closing Balance	7,371,113	7,371,113	4,200,447	82,700	-6,093,921	-12,361,950	-10,856,962	-7,270,524	-1,571,417	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	4,213,177	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**6,018,824**	**6,018,824**	**6,018,824**	**6,018,824**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,163,636																							
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.	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	17,455	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	43,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	494,130	0	494,130	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	61,766	0	61,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	123,532	0	123,532	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	432,363	0	432,363	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	1,833,824	3,667,649	5,501,473	5,501,473	3,667,649	1,833,824	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-4,970,659	-4,970,659																				
Post CIL s106					125,000	125,000	125,000	125,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	124,000	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	180,565	180,565	180,565	180,565	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	30,094	30,094	30,094	30,094	0	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	**2,460,683**	**0**	**-1,841,660**	**-936,245**	**6,176,621**	**6,176,621**	**4,370,073**	**2,352,866**	**210,659**	**210,659**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		36,910	37,464	10,401	0	89,163	183,149	161,165	108,593	23,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,356,548
Affordable Housing																								888,527
Cash Flow	-2,460,683	-36,910	1,804,196	925,844	-6,176,621	-6,265,783	1,465,602	3,504,793	5,699,572	5,785,065	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,245,075
Opening Balance	0																							
Closing Balance	-2,460,683	-2,497,593	-693,397	232,447	-5,944,173	-12,209,957	-10,744,355	-7,239,562	-1,539,990	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	4,245,075	0

Central Base
Site 3

SITE NAME	Site 3	Brown 100 HD

INCOME	Av Size m2	%	Number 100	Price £/m2	GDV £	GIA m2
Market Housing	67.9	70%	70	2,300	10,925,000	4,750
Shared Ownership	55.2	9%	9	1,610	799,848	497
Affordable Rent	55.2	21%	21	1,500	1,738,800	1,159
Social Rent	55.2	0%	0	1,120	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.67 ha		150 /ha		**13,463,648**	**6,406**
SITE AREA - Gross	0.81 ha		124 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-2,364,878**	**-3,547,317**	**-2,926,537**
Alternative Use Value	969,697		1,200,000
Uplift 20%	193,939		240,000
Plus /ha 0	0		0
Viability Threshold	**1,163,636**		**1,440,000**
	£/m2		
Additional Profit	**-3,618,889**	**-762**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-23,649		-2,364,878	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-35,473	-35,473	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	460,888		
	QS / PM	0.50%	57,611		
	Planning Consultants	1.00%	115,222		
	Other Professional	3.50%	403,277	1,066,997	
CONSTRUCTION					
	Build Cost - BCIS Based	1,600	10,247,449		
	s106 / CIL		250,000		
	Contingency	5.00%	512,372		
	Abnormals		512,372	11,522,194	
FINANCE					
	Fees		75,000		
	Interest	6.00%			
	Legal and Valuation		0	75,000	
SALES					
	Agents	3.0%	403,909		
	Legals	0.5%	67,318		
	Misc.		0	471,228	**10,735,068**
Developers Profit					
	Market Housing	17.50%			**1,911,875**
	Affordable Housing	17.50%			**444,263**

23561.384

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-2,364,878
Total	0

Stamp duty calc - Add Profit			
Land payment			1,163,636
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**
Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,600	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	2,731,250	2,731,250	2,731,250	2,731,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	199,962	199,962	199,962	199,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**3,365,912**	**3,365,912**	**3,365,912**	**3,365,912**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-35,473																							
Planning Fee	30,000																							
Architects	230,444		230,444																					
QS	28,805		28,805																					
Planning Consultants	57,611		57,611																					
Other Professional	201,638		201,638																					
Build Cost - BCIS Base		0	853,954	1,707,908	2,561,862	2,561,962	1,707,908	853,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	75,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	100,977	100,977	100,977	100,977	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,830	16,830	16,830	16,830	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**588,026**	**0**	**1,478,682**	**1,920,366**	**2,880,549**	**2,880,549**	**2,038,173**	**1,077,990**	**117,807**	**117,807**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-2,364,878**																							
Interest		0	0	0	24,333	67,906	112,133	93,899	60,989	13,182	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,911,875
Affordable Housing																								444,263
Cash Flow	1,776,852	0	-1,478,682	-1,920,366	-2,904,882	-2,948,455	1,215,606	2,194,023	3,187,117	3,234,923	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,356,138
Opening Balanc	0																							
Closing Balance	1,776,852	1,776,852	298,171	-1,622,195	-4,527,076	-7,475,531	-6,259,925	-4,065,901	-878,785	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,365,912**	**3,365,912**	**3,365,912**	**3,365,912**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,163,636																							
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.	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	17,455	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	230,444	0	230,444	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	28,805	0	28,805	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	57,611	0	57,611	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	201,638	0	201,638	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	853,954	1,707,908	2,561,862	2,561,862	1,707,908	853,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,809,445	-1,809,445																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	75,000	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	100,977	100,977	100,977	100,977	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,830	16,830	16,830	16,830	0	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	**1,804,590**	**0**	**-351,596**	**69,255**	**2,880,549**	**2,880,549**	**2,059,006**	**1,119,656**	**117,807**	**117,807**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		27,069	27,475	22,613	23,991	67,559	111,781	93,854	61,568	13,770	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,872,084
Affordable Housing																								444,263
Cash Flow	-1,804,590	-27,069	324,121	-91,868	-2,904,540	-2,948,108	1,195,125	2,152,402	3,186,537	3,234,335	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,316,347
Opening Balance	0																							
Closing Balance	-1,804,590	-1,831,659	-1,507,537	-1,599,405	-4,503,944	-7,452,052	-6,256,927	-4,104,525	-917,988	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	2,316,347	0

Central Base
Site 4

SITE NAME	Site 4	Brown 100

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	98.8		70%	70		2,000	13,832,000	6,916
Shared Ownership	64.3		9%	9		1,400	809,760	578
Affordable Rent	64.3		21%	21		1,500	2,024,400	1,350
Social Rent	64.3		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	3.33	ha		30	/ha		**16,666,160**	**8,844**
SITE AREA - Gross	5.33	ha		19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-2,620,048**	**-786,014**	**-491,259**
Alternative Use Value	3,200,000		600,000
Uplift 20%	640,000		120,000
Plus /ha 0	0		0
Viability Threshold	**3,840,000**		**720,000**
	£/m2		
Additional Profit	**-6,821,110**	**-986**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	-26,200		-2,620,048
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-39,301	-39,301
PLANNING				
	Planning Fee		30,000	
	Architects	4.00%	564,757	
	QS / PM	0.50%	70,595	
	Planning Consultants	1.00%	141,189	
	Other Professional	3.50%	494,162	1,300,703
CONSTRUCTION				
	Build Cost - BCIS Based	1,426	12,608,112	
	s106 / CIL		250,000	
	Contingency	5.00%	630,406	
	Abnormals		630,406	14,118,924
FINANCE				
	Fees		40,000	
	Interest	6.00%		
	Legal and Valuation		0	40,000
SALES				
	Agents	3.0%	499,985	
	Legals	0.5%	83,331	
	Misc.		0	583,316 **13,383,593**

Developers Profit			
	Market Housing	17.50%	**2,420,600**
	Affordable Housing	17.50%	**495,978**

29165.78

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-2,620,048
Total	0

Stamp duty calc - Add Profit		
Land payment		3,840,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,223	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,426	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13	12	13	12	13	12	13														
Market Housing				0	0	0	1,659,840	1,798,160	1,659,840	1,798,160	1,659,840	1,798,160	1,659,840	1,798,160	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	97,171	105,269	97,171	105,269	97,171	105,269	97,171	105,269	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	242,928	263,172	242,928	263,172	242,928	263,172	242,928	263,172	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,999,939**	**2,166,601**	**1,999,939**	**2,166,601**	**1,999,939**	**2,166,601**	**1,999,939**	**2,166,601**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-39,301																							
Planning Fee	30,000																							
Architects	282,378		282,378																					
QS	35,297		35,297																					
Planning Consultants	70,595		70,595																					
Other Professional	247,081		247,081																					
Build Cost - BCIS Base		0	504,324	1,050,676	1,555,001	1,597,028	1,555,001	1,597,028	1,555,001	1,597,028	1,050,676	546,352	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	10,000	20,833	30,833	31,667	30,833	31,667	30,833	31,667	20,833	10,833	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	40,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	59,998	64,998	59,998	64,998	59,998	64,998	59,998	64,998	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,000	10,833	10,000	10,833	10,000	10,833	10,000	10,833	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**666,051**	**0**	**1,200,109**	**1,176,577**	**1,741,334**	**1,788,397**	**1,811,332**	**1,864,228**	**1,811,332**	**1,864,228**	**1,246,575**	**687,651**	**69,998**	**75,831**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-2,620,048																							
Interest		0	0	0	6,340	32,555	59,870	57,939	54,272	52,257	48,505	37,932	16,317	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,420,600
Affordable Housing																								495,978
Cash Flow	1,953,997	0	-1,200,109	-1,176,577	-1,747,674	-1,820,952	128,738	244,434	134,335	250,116	704,859	1,441,017	1,913,624	2,090,770	0	0	0	0	0	0	0	0	0	-2,916,578
Opening Balanc	0																							
Closing Balance	1,953,997	1,953,997	753,889	-422,688	-2,170,362	-3,991,315	-3,862,577	-3,618,143	-3,483,808	-3,233,692	-2,528,833	-1,087,816	825,808	2,916,578	2,916,578	2,916,578	2,916,578	2,916,578	2,916,578	2,916,578	2,916,578	2,916,578	2,916,578	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,999,939**	**2,166,601**	**1,999,939**	**2,166,601**	**1,999,939**	**2,166,601**	**1,999,939**	**2,166,601**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	3,840,000																							
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.	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	57,600	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	282,378	0	282,378	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	35,297	0	35,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	70,595	0	70,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	247,081	0	247,081	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	504,324	1,050,676	1,555,001	1,597,028	1,555,001	1,597,028	1,555,001	1,597,028	1,050,676	546,352	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,136,852	-1,136,852	-1,136,852	-1,136,852	-1,136,852	-1,136,852																
Post CIL s106					30,000	32,500	30,000	32,500	30,000	32,500	30,000	32,500	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	40,000	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	59,998	64,998	59,998	64,998	59,998	64,998	59,998	64,998	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,000	10,833	10,000	10,833	10,000	10,833	10,000	10,833	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	**4,602,952**	**0**	**53,257**	**18,892**	**603,649**	**652,379**	**673,647**	**728,210**	**1,810,498**	**1,865,061**	**1,255,742**	**709,318**	**69,998**	**75,831**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		69,044	70,080	71,930	73,292	83,446	94,484	76,007	55,571	53,563	49,843	39,428	18,160	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,295,901
Affordable Housing																								495,978
Cash Flow	-4,602,952	-69,044	-123,337	-90,822	-676,941	-735,825	1,231,809	1,362,384	133,870	247,977	694,354	1,417,855	1,911,781	2,090,770	0	0	0	0	0	0	0	0	0	-2,791,879
Opening Balance	0																							
Closing Balance	-4,602,952	-4,671,996	-4,795,333	-4,886,155	-5,563,096	-6,298,921	-5,067,113	-3,704,728	-3,570,858	-3,322,882	-2,628,527	-1,210,672	701,109	2,791,879	2,791,879	2,791,879	2,791,879	2,791,879	2,791,879	2,791,879	2,791,879	2,791,879	2,791,879	0

Central Base
Site 5

SITE NAME	Site 5	Brown 100 High

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
Market Housing	67.9	70%	70		2,300	10,925,000	4,750
Shared Ownership	55.2	9%	9		1,610	799,848	497
Affordable Rent	55.2	21%	21		1,500	1,738,800	1,159
Social Rent	55.2	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.50 ha		200	/ha		**13,463,648**	**6,406**
SITE AREA - Gross	0.61 ha		165	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-4,596,676**	**-9,193,352**	**-7,584,516**
Alternative Use Value	727,273	1,200,000	
Uplift 20%	145,455	240,000	
Plus /ha 0	0	0	
Viability Threshold	**872,727**		**1,440,000**
	£/m2		
Additional Profit	**-5,578,490**	**-1,174**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-45,967		-4,596,676	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-68,950	-68,950	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	546,007		
	QS / PM	0.50%	68,251		
	Planning Consultants	1.00%	136,502		
	Other Professional	3.50%	477,756	1,258,515	
CONSTRUCTION					
	Build Cost - BCIS Based	1,902	12,181,970		
	s106 / CIL		250,000		
	Contingency	5.00%	609,098		
	Abnormals		609,098	13,650,167	
FINANCE					
	Fees		70,000		
	Interest	6.00%			
	Legal and Valuation		0	70,000	
SALES					
	Agents	3.0%	403,909		
	Legals	0.5%	67,318		
	Misc.		0	471,228	**10,784,283**

Developers Profit			
	Market Housing	17.50%	**1,911,875**
	Affordable Housing	17.50%	**444,263**

23561.384

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-4,596,676
Total	0

Stamp duty calc - Add Profit			
Land payment			872,727
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	2,731,250	2,731,250	2,731,250	2,731,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	199,962	199,962	199,962	199,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**3,365,912**	**3,365,912**	**3,365,912**	**3,365,912**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-68,950																							
Planning Fee	30,000																							
Architects	273,003		273,003																					
QS	34,125		34,125																					
Planning Consultants	68,251		68,251																					
Other Professional	238,878		238,878																					
Build Cost - BCIS Base		0	1,015,164	2,030,328	3,045,492	3,045,492	2,030,328	1,015,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	70,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	100,977	100,977	100,977	100,977	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,830	16,830	16,830	16,830	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**645,307**	**0**	**1,751,771**	**2,275,028**	**3,412,542**	**3,412,542**	**2,392,835**	**1,255,321**	**117,807**	**117,807**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-4,596,676**																							
Interest		0	0	0	1,131	52,337	104,310	91,278	60,989	13,182	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,911,875
Affordable Housing																								444,263
Cash Flow	3,951,369	0	-1,751,771	-2,275,028	-3,413,673	-3,464,878	868,768	2,019,313	3,187,117	3,234,923	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,356,138
Opening Balanc	0																							
Closing Balance	3,951,369	3,951,369	2,199,597	-75,430	-3,489,104	-6,953,982	-6,085,214	-4,065,901	-878,785	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	2,356,138	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,365,912**	**3,365,912**	**3,365,912**	**3,365,912**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	872,727																							
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.	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	13,091	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	273,003	0	273,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	34,125	0	34,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	68,251	0	68,251	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	238,878	0	238,878	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	1,015,164	2,030,328	3,045,492	3,045,492	2,030,328	1,015,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-2,789,245	-2,789,245																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	70,000	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	100,977	100,977	100,977	100,977	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	16,830	16,830	16,830	16,830	0	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	**1,600,076**	**0**	**-1,058,307**	**-555,884**	**3,412,542**	**3,412,542**	**2,413,668**	**1,296,987**	**117,807**	**117,807**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		24,001	24,361	8,852	646	51,844	103,810	91,084	61,416	13,616	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,882,517
Affordable Housing																								444,263
Cash Flow	-1,600,076	-24,001	1,033,946	547,032	-3,413,188	-3,464,386	848,434	1,977,841	3,186,689	3,234,489	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,326,780
Opening Balance	0																							
Closing Balance	-1,600,076	-1,624,077	-590,131	-43,099	-3,456,287	-6,920,673	-6,072,239	-4,094,399	-907,709	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	2,326,780	0

Central Base
Site 6

SITE NAME	Site 6	Brown 100 PRS

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	67.9		70%	70		2,800	13,300,000	4,750
Shared Ownership	55.2		9%	9		1,960	973,728	497
Affordable Rent	55.2		21%	21		1,500	1,738,800	1,159
Social Rent	55.2		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.83	ha		120	/ha		**16,012,528**	**6,406**
SITE AREA - Gross	1.01	ha		99	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-34,964	-41,957	-34,614
Alternative Use Value	1,212,121		1,200,000
Uplift 20%	242,424		240,000
Plus /ha 0	0		0
Viability Threshold	**1,454,545**		**1,440,000**
	£/m2		
Additional Profit	-1,470,077	-309	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-350		-34,964	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-524	-524	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	440,636		
	QS / PM	0.50%	55,080		
	Planning Consultants	1.00%	110,159		
	Other Professional	3.50%	385,557	1,021,432	
CONSTRUCTION					
	Build Cost - BCIS Based	1,528	9,787,189		
	s106 / CIL		250,000		
	Contingency	5.00%	489,359		
	Abnormals		489,359	11,015,908	
FINANCE					
	Fees		95,000		
	Interest	6.00%			
	Legal and Valuation		0	95,000	
SALES					
	Agents	3.0%	480,376		
	Legals	0.5%	80,063		
	Misc.		0	560,438	**12,657,289**

Developers Profit			
	Market Housing	17.50%	**2,327,500**
	Affordable Housing	17.50%	**474,692**

28021.924

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-34,964
Total	0

Stamp duty calc - Add Profit		
Land payment		1,454,545
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	72	5%
	1,528	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	3,325,000	3,325,000	3,325,000	3,325,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	243,432	243,432	243,432	243,432	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**4,003,132**	**4,003,132**	**4,003,132**	**4,003,132**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-524																							
Planning Fee	30,000																							
Architects	220,318		220,318																					
QS	27,540		27,540																					
Planning Consultants	55,080		55,080																					
Other Professional	192,778		192,778																					
Build Cost - BCIS Base		0	815,599	1,631,198	2,446,797	2,446,797	1,631,198	815,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	95,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	120,094	120,094	120,094	120,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	20,016	20,016	20,016	20,016	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**620,191**	**0**	**1,413,708**	**1,835,985**	**2,753,977**	**2,753,977**	**1,976,094**	**1,058,102**	**140,110**	**140,110**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-34,964																							
Interest		8,778	8,910	30,249	58,243	100,426	143,242	114,985	72,535	15,677	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,327,500
Affordable Housing																								474,692
Cash Flow	-585,227	-8,778	-1,422,618	-1,866,234	-2,812,220	-2,854,403	1,883,796	2,830,045	3,790,488	3,847,345	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,802,192
Opening Balanc	0																							
Closing Balance	-585,227	-594,006	-2,016,624	-3,882,858	-6,695,078	-9,549,481	-7,665,685	-4,835,640	-1,045,153	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,003,132**	**4,003,132**	**4,003,132**	**4,003,132**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,454,545																							
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.	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	21,818	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	220,318	0	220,318	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	27,540	0	27,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	55,080	0	55,080	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	192,778	0	192,778	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	815,599	1,631,198	2,446,797	2,446,797	1,631,198	815,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-735,039	-735,039																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	95,000	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	120,094	120,094	120,094	120,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	20,016	20,016	20,016	20,016	0	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	**2,097,079**	**0**	**657,836**	**1,059,279**	**2,753,977**	**2,753,977**	**1,996,928**	**1,099,769**	**140,110**	**140,110**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		31,456	31,928	42,274	58,798	100,989	143,814	115,878	74,066	17,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,222,336
Affordable Housing																								474,692
Cash Flow	-2,097,079	-31,456	-689,764	-1,101,554	-2,812,775	-2,854,966	1,862,391	2,787,485	3,788,957	3,845,791	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,697,029
Opening Balance	0																							
Closing Balance	-2,097,079	-2,128,536	-2,818,300	-3,919,854	-6,732,628	-9,587,595	-7,725,204	-4,937,719	-1,148,762	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	0

Central Base
Site 7

SITE NAME Site 7 Brown 60 HD

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			60			
Market Housing	67.6	70%	42	2,300	6,532,000	2,840
Shared Ownership	55.7	9%	5	1,610	484,449	301
Affordable Rent	55.7	21%	13	1,500	1,053,150	702
Social Rent	55.7	0%	0	1,120	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.50 ha		120 /ha		**8,069,599**	**3,843**
SITE AREA - Gross	0.61 ha		99 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-1,428,693**	**-2,857,385**	**-2,357,343**
Alternative Use Value	727,273	1,200,000	
Uplift 20%	145,455	240,000	
Plus /ha 0	0	0	
Viability Threshold	**872,727**	**1,440,000**	

£/m2

Additional Profit	**-2,366,612**	**-833**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-23,812		-1,428,693	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-21,430	-21,430	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	276,422		
	QS / PM	0.50%	34,553		
	Planning Consultants	1.00%	69,106		
	Other Professional	3.50%	241,869	646,430	
CONSTRUCTION					
	Build Cost - BCIS Based	1,599	6,145,959		
	s106 / CIL		150,000		
	Contingency	5.00%	307,298		
	Abnormals		307,298	6,910,555	
FINANCE					
	Fees		45,000		
	Interest	6.00%			
	Legal and Valuation		0	45,000	
SALES					
	Agents	3.0%	242,088		
	Legals	0.5%	40,348		
	Misc.		0	282,436	**6,434,298**

Developers Profit			
	Market Housing	17.50%	**1,143,100**
	Affordable Housing	17.50%	**269,080**

23536.33042

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-1,428,693
Total	0

Stamp duty calc - Add Profit		
Land payment		872,727
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,599	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,633,000	1,633,000	1,633,000	1,633,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	121,112	121,112	121,112	121,112	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,017,400**	**2,017,400**	**2,017,400**	**2,017,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-21,430																							
Planning Fee	24,480																							
Architects	138,211		138,211																					
QS	17,276		17,276																					
Planning Consultants	34,553		34,553																					
Other Professional	120,935		120,935																					
Build Cost - BCIS Base		0	512,163	1,024,327	1,536,490	1,536,490	1,024,327	512,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	45,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	60,522	60,522	60,522	60,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,087	10,087	10,087	10,087	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**359,025**	**0**	**886,855**	**1,151,759**	**1,727,639**	**1,727,639**	**1,222,368**	**646,489**	**70,609**	**70,609**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-1,428,693**																							
Interest		0	0	0	14,534	40,667	67,191	56,274	36,554	7,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,143,100
Affordable Housing																								269,080
Cash Flow	1,069,668	0	-886,855	-1,151,759	-1,742,173	-1,768,306	727,840	1,314,637	1,910,237	1,938,890	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,412,180
Opening Balanc	0																							
Closing Balance	1,069,668	1,069,668	182,814	-968,946	-2,711,119	-4,479,424	-3,751,584	-2,436,947	-526,710	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,017,400**	**2,017,400**	**2,017,400**	**2,017,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	872,727																							
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.	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	13,091	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	138,211	0	138,211	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	17,276	0	17,276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	34,553	0	34,553	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	120,935	0	120,935	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	512,163	1,024,327	1,536,490	1,536,490	1,024,327	512,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,183,306	-1,183,306																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	45,000	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	60,522	60,522	60,522	60,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,087	10,087	10,087	10,087	0	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	**1,266,273**	**0**	**-308,951**	**-56,547**	**1,727,639**	**1,727,639**	**1,234,868**	**671,489**	**70,609**	**70,609**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		18,994	19,279	14,934	14,310	40,439	66,960	56,227	36,881	8,233	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,120,635
Affordable Housing																								269,080
Cash Flow	-1,266,273	-18,994	289,672	41,613	-1,741,949	-1,768,078	715,571	1,289,685	1,909,909	1,938,558	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,389,715
Opening Balance	0																							
Closing Balance	-1,266,273	-1,285,267	-995,595	-953,982	-2,695,931	-4,464,009	-3,748,437	-2,458,753	-548,843	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	1,389,715	0

Central Base
Site 8

SITE NAME Site 8 Brown 60

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	97.0		70%	42		2,000	8,148,000	4,074
Shared Ownership	67.0		9%	5		1,400	506,520	362
Affordable Rent	67.0		21%	13		1,500	1,266,300	844
Social Rent	67.0		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	2.00	ha		30	/ha		**9,920,820**	**5,280**
SITE AREA - Gross	3.20	ha		19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-1,613,727	-806,864	-504,290
Alternative Use Value	1,920,000		600,000
Uplift 20%	384,000		120,000
Plus /ha 0	0		0
Viability Threshold	**2,304,000**		**720,000**
	£/m2		
Additional Profit	-4,092,401	-1,005	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-26,895		-1,613,727	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-24,206	-24,206	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	336,563		
	QS / PM	0.50%	42,070		
	Planning Consultants	1.00%	84,141		
	Other Professional	3.50%	294,492	781,746	
CONSTRUCTION					
	Build Cost - BCIS Based	1,423	7,512,789		
	s106 / CIL		150,000		
	Contingency	5.00%	375,639		
	Abnormals		375,639	8,414,067	
FINANCE					
	Fees		34,000		
	Interest	6.00%			
	Legal and Valuation		0	34,000	
SALES					
	Agents	3.0%	297,625		
	Legals	0.5%	49,604		
	Misc.		0	347,229	**7,939,109**
Developers Profit					
	Market Housing	17.50%			**1,425,900**
	Affordable Housing	17.50%			**310,244**

28935.725

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-1,613,727
Total	0

Stamp duty calc - Add Profit			
Land payment			2,304,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,221	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,423	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10	10																
Market Housing				0	0	0	1,358,000	1,358,000	1,358,000	1,358,000	1,358,000	1,358,000	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	84,420	84,420	84,420	84,420	84,420	84,420	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	211,050	211,050	211,050	211,050	211,050	211,050	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,653,470**	**1,653,470**	**1,653,470**	**1,653,470**	**1,653,470**	**1,653,470**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-24,206																							
Planning Fee	24,480																							
Architects	168,281		168,281																					
QS	21,035		21,035																					
Planning Consultants	42,070		42,070																					
Other Professional	147,246		147,246																					
Build Cost - BCIS Base		0	417,377	834,754	1,252,131	1,252,131	1,252,131	1,252,131	834,754	417,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	8,333	16,667	25,000	25,000	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	34,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	49,604	49,604	49,604	49,604	49,604	49,604	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,267	8,267	8,267	8,267	8,267	8,267	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**412,907**	**0**	**846,081**	**934,896**	**1,402,345**	**1,402,345**	**1,460,216**	**1,460,216**	**992,768**	**525,320**	**57,871**	**57,871**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-1,613,727**																							
Interest		0	0	0	8,702	29,868	51,351	49,223	47,062	37,858	21,503	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,425,900
Affordable Housing																								310,244
Cash Flow	1,200,820	0	-846,081	-934,896	-1,411,047	-1,432,213	141,903	144,031	613,640	1,090,293	1,574,095	1,595,599	0	0	0	0	0	0	0	0	0	0	0	-1,736,144
Opening Balanc	0																							
Closing Balance	1,200,820	1,200,820	354,739	-580,157	-1,991,204	-3,423,417	-3,281,514	-3,137,483	-2,523,843	-1,433,550	140,545	1,736,144	1,736,144	1,736,144	1,736,144	1,736,144	1,736,144	1,736,144	1,736,144	1,736,144	1,736,144	1,736,144	1,736,144	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,653,470**	**1,653,470**	**1,653,470**	**1,653,470**	**1,653,470**	**1,653,470**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	2,304,000																							
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.	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	34,560	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	168,281	0	168,281	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	21,035	0	21,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	42,070	0	42,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	147,246	0	147,246	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	417,377	834,754	1,252,131	1,252,131	1,252,131	1,252,131	834,754	417,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,023,100	-1,023,100	-1,023,100	-1,023,100																		
Post CIL s106					25,000	25,000	25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	34,000	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	49,604	49,604	49,604	49,604	49,604	49,604	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	8,267	8,267	8,267	8,267	8,267	8,267	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	**2,775,673**	**0**	**-185,352**	**-104,870**	**379,244**	**379,244**	**1,460,216**	**1,460,216**	**1,001,101**	**541,986**	**57,871**	**57,871**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		41,635	42,260	40,113	39,142	45,418	51,788	49,666	47,512	38,439	22,343	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,369,060
Affordable Housing																								310,244
Cash Flow	-2,775,673	-41,635	143,093	64,757	-418,386	-424,662	141,466	143,588	604,857	1,073,045	1,573,255	1,595,599	0	0	0	0	0	0	0	0	0	0	0	-1,679,304
Opening Balance	0																							
Closing Balance	-2,775,673	-2,817,308	-2,674,215	-2,609,458	-3,027,845	-3,452,507	-3,311,040	-3,167,452	-2,562,595	-1,489,550	83,705	1,679,304	1,679,304	1,679,304	1,679,304	1,679,304	1,679,304	1,679,304	1,679,304	1,679,304	1,679,304	1,679,304	1,679,304	0

Central Base
Site 9

SITE NAME Site 9 Brown 60 High

INCOME	Av Size m2		%	Number 60		Price £/m2	GDV £	GIA m2
Market Housing	67.6		70%	42		2,300	6,532,000	2,840
Shared Ownership	55.7		9%	5		1,610	484,449	301
Affordable Rent	55.7		21%	13		1,500	1,053,150	702
Social Rent	55.7		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.30	ha		200	/ha		**8,069,599**	**3,843**
SITE AREA - Gross	0.30	ha		200	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-2,769,355**	**-9,231,182**	**-9,231,182**
Alternative Use Value	360,000	1,200,000	
Uplift 20%	72,000	240,000	
Plus /ha 0	0	0	
Viability Threshold	**432,000**		**1,440,000**

£/m2

Additional Profit	**-3,264,970**	**-1,150**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-2,769,355	
	Land	-46,156			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-41,540	-41,540	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	327,554		
	QS / PM	0.50%	40,944		
	Planning Consultants	1.00%	81,888		
	Other Professional	3.50%	286,610	761,476	
CONSTRUCTION					
	Build Cost - BCIS Based	1,902	7,308,041		
	s106 / CIL		150,000		
	Contingency	5.00%	365,402		
	Abnormals		365,402	8,188,845	
FINANCE					
	Fees		42,000		
	Interest	6.00%			
	Legal and Valuation		0	42,000	
SALES					
	Agents	3.0%	242,088		
	Legals	0.5%	40,348		
	Misc.		0	282,436	**6,463,862**

Developers Profit			
	Market Housing	17.50%	**1,143,100**
	Affordable Housing	17.50%	**269,080**

23536.33042

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-2,769,355
Total	0

Stamp duty calc - Add Profit		
Land payment		432,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,633,000	1,633,000	1,633,000	1,633,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	121,112	121,112	121,112	121,112	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,017,400**	**2,017,400**	**2,017,400**	**2,017,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-41,540																							
Planning Fee	24,480																							
Architects	163,777		163,777																					
QS	20,472		20,472																					
Planning Consultants	40,944		40,944																					
Other Professional	143,305		143,305																					
Build Cost - BCIS Base		0	609,003	1,218,007	1,827,010	1,827,010	1,218,007	609,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	42,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	60,522	60,522	60,522	60,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,087	10,087	10,087	10,087	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**393,438**	**0**	**1,050,902**	**1,364,808**	**2,047,211**	**2,047,211**	**1,435,416**	**753,013**	**70,609**	**70,609**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-2,769,355																							
Interest		0	0	0	597	31,314	62,492	54,700	36,554	7,901	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,143,100
Affordable Housing																								269,080
Cash Flow	2,375,917	0	-1,050,902	-1,364,808	-2,047,808	-2,078,525	519,491	1,209,687	1,910,237	1,938,890	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,412,180
Opening Balanc	0																							
Closing Balance	2,375,917	2,375,917	1,325,015	-39,792	-2,087,600	-4,166,126	-3,646,634	-2,436,947	-526,710	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	1,412,180	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,017,400**	**2,017,400**	**2,017,400**	**2,017,400**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	432,000																							
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.	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	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
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	163,777	0	163,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	20,472	0	20,472	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	40,944	0	40,944	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	143,305	0	143,305	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	609,003	1,218,007	1,827,010	1,827,010	1,218,007	609,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,632,485	-1,632,485																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	42,000	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	60,522	60,522	60,522	60,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,087	10,087	10,087	10,087	0	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	**873,458**	**0**	**-594,083**	**-292,677**	**2,047,211**	**2,047,211**	**1,447,916**	**778,013**	**70,609**	**70,609**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		13,102	13,298	4,587	265	30,977	62,150	54,540	36,768	8,117	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,128,447
Affordable Housing																								269,080
Cash Flow	-873,458	-13,102	580,785	288,091	-2,047,477	-2,078,189	507,333	1,184,847	1,910,023	1,938,674	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,397,527
Opening Balance	0																							
Closing Balance	-873,458	-886,560	-305,775	-17,685	-2,065,161	-4,143,350	-3,636,017	-2,451,170	-541,147	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	1,397,527	0

Central Base
Site 10

SITE NAME	Site 10	Brown 60 PRS

INCOME	Av Size m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	67.6	70%	42	2,800	7,952,000	2,840
Shared Ownership	55.7	9%	5	1,960	589,764	301
Affordable Rent	55.7	21%	13	1,500	1,053,150	702
Social Rent	55.7	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.80 ha		75 /ha		**9,594,914**	**3,843**
SITE AREA - Gross	0.97 ha		62 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-33,520	-41,900	-34,567
Alternative Use Value	1,163,636		1,200,000
Uplift 20%	232,727		240,000
Plus /ha 0	0		0
Viability Threshold	**1,396,364**		**1,440,000**
	£/m2		
Additional Profit	-1,446,590	-509	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-559		-33,520	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-503	-503	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	264,276		
	QS / PM	0.50%	33,035		
	Planning Consultants	1.00%	66,069		
	Other Professional	3.50%	231,242	619,102	
CONSTRUCTION					
	Build Cost - BCIS Based	1,527	5,869,917		
	s106 / CIL		150,000		
	Contingency	5.00%	293,496		
	Abnormals		293,496	6,606,908	
FINANCE					
	Fees		57,000		
	Interest	6.00%			
	Legal and Valuation		0	57,000	
SALES					
	Agents	3.0%	287,847		
	Legals	0.5%	47,975		
	Misc.		0	335,822	**7,584,809**

Developers Profit				
	Market Housing	17.50%		**1,391,600**
	Affordable Housing	17.50%		**287,510** 27985.16583

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-33,520
Total	0

Stamp duty calc - Add Profit		
Land payment		1,396,364
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	72	5%
	1,527	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,988,000	1,988,000	1,988,000	1,988,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	147,441	147,441	147,441	147,441	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,398,729**	**2,398,729**	**2,398,729**	**2,398,729**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-503																							
Planning Fee	24,480																							
Architects	132,138		132,138																					
QS	16,517		16,517																					
Planning Consultants	33,035		33,035																					
Other Professional	115,621		115,621																					
Build Cost - BCIS Base		0	489,160	978,319	1,467,479	1,467,479	978,319	489,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	57,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	71,962	71,962	71,962	71,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,994	11,994	11,994	11,994	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**378,288**	**0**	**847,887**	**1,101,151**	**1,651,727**	**1,651,727**	**1,185,107**	**634,531**	**83,955**	**83,955**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-33,520																							
Interest		5,172	5,249	18,046	34,834	60,133	85,810	68,893	43,464	9,394	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,391,600
Affordable Housing																								287,510
Cash Flow	-344,768	-5,172	-853,136	-1,119,198	-1,686,561	-1,711,860	1,127,811	1,695,304	2,271,309	2,305,379	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,679,110
Opening Balanc	0																							
Closing Balance	-344,768	-349,940	-1,203,075	-2,322,273	-4,008,834	-5,720,694	-4,592,882	-2,897,578	-626,269	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,398,729**	**2,398,729**	**2,398,729**	**2,398,729**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,396,364																							
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.	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	20,945	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	132,138	0	132,138	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	16,517	0	16,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	33,035	0	33,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	115,621	0	115,621	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	489,160	978,319	1,467,479	1,467,479	978,319	489,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-723,295	-723,295																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	57,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	71,962	71,962	71,962	71,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,994	11,994	11,994	11,994	0	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	**1,796,100**	**0**	**112,092**	**352,856**	**1,651,727**	**1,651,727**	**1,197,607**	**659,531**	**83,955**	**83,955**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		26,941	27,346	29,437	35,172	60,475	86,158	69,434	44,387	10,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,328,171
Affordable Housing																								287,510
Cash Flow	-1,796,100	-26,941	-139,437	-382,294	-1,686,899	-1,712,202	1,114,964	1,669,764	2,270,386	2,304,442	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,615,681
Opening Balance	0																							
Closing Balance	-1,796,100	-1,823,041	-1,962,479	-2,344,772	-4,031,671	-5,743,873	-4,628,910	-2,959,146	-688,760	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	0

Central Base
Site 11

SITE NAME Site 11 Brown 20

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			20				
Market Housing	100.2	70%	14		2,000	2,806,000	1,403
Shared Ownership	64.7	9%	2		1,400	162,960	116
Affordable Rent	64.7	21%	4		1,500	407,400	272
Social Rent	64.7	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.67 ha		30	/ha		3,376,360	1,791
SITE AREA - Gross	0.81 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-431,747	-647,621	-534,287
Alternative Use Value	484,848		600,000
Uplift 20%	96,970		120,000
Plus /ha 0	0		0
Viability Threshold	**581,818**		**720,000**
	£/m2		
Additional Profit	-1,038,007	-740	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	-21,587		-431,747	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-6,476	-6,476	
PLANNING					
	Planning Fee		9,240		
	Architects	4.00%	109,334		
	QS / PM	0.50%	13,667		
	Planning Consultants	1.00%	27,333		
	Other Professional	3.50%	95,667	255,241	
CONSTRUCTION					
	Build Cost - BCIS Based	1,362	2,439,400		
	s106 / CIL		50,000		
	Contingency	5.00%	121,970		
	Abnormals		121,970	2,733,340	
FINANCE					
	Fees		19,000		
	Interest	6.00%			
	Legal and Valuation		0	19,000	
SALES					
	Agents	3.0%	101,291		
	Legals	0.5%	16,882		
	Misc.		0	118,173	**2,687,529**

Developers Profit			
	Market Housing	17.50%	**491,050**
	Affordable Housing	17.50%	**99,813**

29543.15

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	20		
No dwgs under	20	462	9,240
No dwgs over 5(	0	138	0
		Total	9,240

Stamp duty calc - Residual

Land payment		-431,747
	Total	0

Stamp duty calc - Add Profit

Land payment		581,818
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**50,000**
Post CIL s106	2,500	£/ Unit (all)	50,000
CIL	0	£/m2	0
		Total	**50,000**

Build Cost	/m2	
BCIS	1,221	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	122	10%
	1,362	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	5	5	5																		
Market Housing				0	0	0	701,500	701,500	701,500	701,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	40,740	40,740	40,740	40,740	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	101,850	101,850	101,850	101,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**844,090**	**844,090**	**844,090**	**844,090**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-6,476																							
Planning Fee	9,240																							
Architects	54,667		54,667																					
QS	6,833		6,833																					
Planning Consultants	13,667		13,667																					
Other Professional	47,833		47,833																					
Build Cost - BCIS Base		0	203,283	406,567	609,850	609,850	406,567	203,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	4,167	8,333	12,500	12,500	8,333	4,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	19,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	25,323	25,323	25,323	25,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,220	4,220	4,220	4,220	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**144,764**	**0**	**350,779**	**455,557**	**683,335**	**683,335**	**485,100**	**257,321**	**29,543**	**29,543**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-431,747**																							
Interest		0	0	957	7,805	18,172	28,694	23,740	15,294	3,306	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								491,050
Affordable Housing																								99,813
Cash Flow	286,983	0	-350,779	-456,514	-691,140	-701,507	330,296	563,029	799,252	811,241	0	0	0	0	0	0	0	0	0	0	0	0	0	-590,863
Opening Balanc	0																							
Closing Balance	286,983	286,983	-63,795	-520,309	-1,211,448	-1,912,955	-1,582,659	-1,019,631	-220,378	590,863	590,863	590,863	590,863	590,863	590,863	590,863	590,863	590,863	590,863	590,863	590,863	590,863	590,863	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**844,090**	**844,090**	**844,090**	**844,090**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	581,818																							
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.	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	8,727	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	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	54,667	0	54,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	6,833	0	6,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	13,667	0	13,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	47,833	0	47,833	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	203,283	406,567	609,850	609,850	406,567	203,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-519,003	-519,003																				
Post CIL s106					12,500	12,500	12,500	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	19,000	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	25,323	25,323	25,323	25,323	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,220	4,220	4,220	4,220	0	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	**741,786**	**0**	**-172,392**	**-71,780**	**683,335**	**683,335**	**489,266**	**265,655**	**29,543**	**29,543**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		11,127	11,294	8,877	7,934	18,303	28,827	23,937	15,620	3,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								468,701
Affordable Housing																								99,813
Cash Flow	-741,786	-11,127	161,098	62,903	-691,269	-701,638	325,996	554,498	798,927	810,911	0	0	0	0	0	0	0	0	0	0	0	0	0	-568,514
Opening Balance	0																							
Closing Balance	-741,786	-752,913	-591,815	-528,912	-1,220,180	-1,921,818	-1,595,822	-1,041,324	-242,397	568,514	568,514	568,514	568,514	568,514	568,514	568,514	568,514	568,514	568,514	568,514	568,514	568,514	568,514	0

Central Base
Site 12

SITE NAME Site 12 Brown 20 Flats

INCOME	Av Size m2	%	Number 12	Price £/m2	GDV £	GIA m2
Market Housing	67.2	70%	8	2,300	1,298,733	565
Shared Ownership	58.3	9%	1	1,610	101,430	63
Affordable Rent	58.3	21%	3	1,500	220,500	147
Social Rent	58.3	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.20 ha		60 /ha		**1,620,663**	**775**
SITE AREA - Gross	0.20 ha		60 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-302,518	-1,512,592	-1,512,592
Alternative Use Value	120,000		600,000
Uplift 20%	24,000		120,000
Plus /ha 0	0		0
Viability Threshold	**144,000**		**720,000**
	£/m2		
Additional Profit	-457,509	-810	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	-25,210		-302,518	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-4,538	-4,538	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	55,914		
	QS / PM	0.50%	6,989		
	Planning Consultants	1.00%	13,978		
	Other Professional	3.50%	48,925	131,350	
CONSTRUCTION					
	Build Cost - BCIS Based	1,605	1,243,499		
	s106 / CIL		30,000		
	Contingency	5.00%	62,175		
	Abnormals		62,175	1,397,849	
FINANCE					
	Fees		11,000		
	Interest	6.00%			
	Legal and Valuation		0	11,000	
SALES					
	Agents	3.0%	48,620		
	Legals	0.5%	8,103		
	Misc.		0	56,723	**1,289,866**

Developers Profit			
Market Housing	17.50%		**227,278**
Affordable Housing	17.50%		**56,338**

23634.67361

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual

Land payment		-302,518
	Total	0

Stamp duty calc - Add Profit

Land payment		144,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,442	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,605	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	4	4																			
Market Housing				0	0	0	432,911	432,911	432,911	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	33,810	33,810	33,810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	73,500	73,500	73,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**540,221**	**540,221**	**540,221**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-4,538																							
Planning Fee	5,544																							
Architects	27,957		27,957																					
QS	3,495		3,495																					
Planning Consultants	6,989		6,989																					
Other Professional	24,462		24,462																					
Build Cost - BCIS Base		0	138,167	276,333	414,500	276,333	138,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	11,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	16,207	16,207	16,207	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,701	2,701	2,701	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**74,909**	**0**	**218,220**	**310,633**	**465,950**	**310,633**	**174,224**	**18,908**	**18,908**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-302,518**																							
Interest		0	0	0	4,519	11,576	16,409	11,165	3,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								227,278
Affordable Housing																								56,338
Cash Flow	227,609	0	-218,220	-310,633	-470,468	-322,209	349,588	510,148	517,801	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-283,616
Opening Balanc	0																							
Closing Balance	227,609	227,609	9,389	-301,244	-771,712	-1,093,921	-744,333	-234,185	283,616	283,616	283,616	283,616	283,616	283,616	283,616	283,616	283,616	283,616	283,616	283,616	283,616	283,616	283,616	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**540,221**	**540,221**	**540,221**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	144,000																							
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.	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	2,160	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	27,957	0	27,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,495	0	3,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,989	0	6,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	24,462	0	24,462	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	138,167	276,333	414,500	276,333	138,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-457,509																					
Post CIL s106					10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	11,000	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	16,207	16,207	16,207	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,701	2,701	2,701	0	0	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	**225,607**	**0**	**-242,622**	**303,966**	**465,950**	**313,966**	**180,891**	**18,908**	**18,908**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,384	3,435	0	4,407	11,462	16,343	11,199	3,547	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								224,975
Affordable Housing																								56,338
Cash Flow	-225,607	-3,384	239,187	-303,966	-470,356	-325,428	342,987	510,115	517,767	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-281,313
Opening Balance	0																							
Closing Balance	-225,607	-228,991	10,196	-293,771	-764,127	-1,089,555	-746,568	-236,453	281,313	281,313	281,313	281,313	281,313	281,313	281,313	281,313	281,313	281,313	281,313	281,313	281,313	281,313	281,313	0

Central Base
Site 13

SITE NAME	Site 13	Brown 12

INCOME	Av Size m2		%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	109.0		70%	8		2,000	1,831,200	916
Shared Ownership	68.7		9%	1		1,400	103,824	74
Affordable Rent	68.7		21%	3		1,500	259,560	173
Social Rent	68.7		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.27	ha		45	/ha		2,194,584	1,163
SITE AREA - Gross	0.27	ha		45	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-290,222	-1,088,331	-1,088,331
Alternative Use Value	160,000	600,000	
Uplift 20%	32,000	120,000	
Plus /ha 0	0	0	
Viability Threshold	192,000	720,000	
	£/m2		
Additional Profit	-488,408	-533	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	-24,185		-290,222
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-4,353	-4,353
PLANNING				
	Planning Fee		5,544	
	Architects	4.00%	71,466	
	QS / PM	0.50%	8,933	
	Planning Consultants	1.00%	17,866	
	Other Professional	3.50%	62,532	166,342
CONSTRUCTION				
	Build Cost - BCIS Based	1,373	1,596,946	
	s106 / CIL		30,000	
	Contingency	5.00%	79,847	
	Abnormals		79,847	1,786,641
FINANCE				
	Fees		12,000	
	Interest	6.00%		
	Legal and Valuation		0	12,000
SALES				
	Agents	3.0%	65,838	
	Legals	0.5%	10,973	
	Misc.		0	76,810 **1,747,218**
Developers Profit				
	Market Housing	17.50%		**320,460**
	Affordable Housing	17.50%		**63,592**

32004.35

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual	
Land payment	-290,222
Total	0

Stamp duty calc - Add Profit		
Land payment		192,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,231	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	123	10%
	1,373	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3	3																		
Market Housing				0	0	0	457,800	457,800	457,800	457,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	25,956	25,956	25,956	25,956	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	64,890	64,890	64,890	64,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**548,646**	**548,646**	**548,646**	**548,646**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-4,353																							
Planning Fee	5,544																							
Architects	35,733		35,733																					
QS	4,467		4,467																					
Planning Consultants	8,933		8,933																					
Other Professional	31,266		31,266																					
Build Cost - BCIS Base		0	133,079	266,158	399,237	399,237	266,158	133,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	12,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	16,459	16,459	16,459	16,459	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,743	2,743	2,743	2,743	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**93,590**	**0**	**229,286**	**297,773**	**446,660**	**446,660**	**316,976**	**168,089**	**19,203**	**19,203**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-290,222																							
Interest		0	0	490	4,964	11,738	18,614	15,418	9,941	2,149	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								320,460
Affordable Housing																								63,592
Cash Flow	196,632	0	-229,286	-298,263	-451,624	-458,398	213,056	365,138	519,502	527,295	0	0	0	0	0	0	0	0	0	0	0	0	0	-384,052
Opening Balanc	0																							
Closing Balance	196,632	196,632	-32,654	-330,917	-782,541	-1,240,939	-1,027,883	-662,745	-143,243	384,052	384,052	384,052	384,052	384,052	384,052	384,052	384,052	384,052	384,052	384,052	384,052	384,052	384,052	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**548,646**	**548,646**	**548,646**	**548,646**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	192,000																							
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.	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	2,880	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	35,733	0	35,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,467	0	4,467	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,933	0	8,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	31,266	0	31,266	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	133,079	266,158	399,237	399,237	266,158	133,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-244,204	-244,204																				
Post CIL s106					7,500	7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	12,000	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	16,459	16,459	16,459	16,459	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,743	2,743	2,743	2,743	0	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	**292,823**	**0**	**-17,418**	**48,570**	**446,660**	**446,660**	**319,476**	**173,089**	**19,203**	**19,203**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,392	4,458	4,264	5,056	11,832	18,709	15,553	10,152	2,363	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								305,946
Affordable Housing																								63,592
Cash Flow	-292,823	-4,392	12,960	-52,833	-451,717	-458,492	210,460	360,004	519,291	527,080	0	0	0	0	0	0	0	0	0	0	0	0	0	-369,539
Opening Balance	0																							
Closing Balance	-292,823	-297,215	-284,255	-337,088	-788,805	-1,247,297	-1,036,837	-676,833	-157,542	369,539	369,539	369,539	369,539	369,539	369,539	369,539	369,539	369,539	369,539	369,539	369,539	369,539	369,539	0

SITE NAME	Site 14	Brown 12 Flats

INCOME	Av Size m2	%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing	66.4	70%	6		2,300	962,550	419
Shared Ownership	50.5	9%	1		1,610	65,857	41
Affordable Rent	50.5	21%	2		1,500	143,168	95
Social Rent	50.5	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.18 ha		50	/ha		**1,171,575**	**555**
SITE AREA - Gross	0.18 ha		50	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-214,927**	**-1,194,037**	**-1,194,037**
Alternative Use Value	108,000	600,000	
Uplift 20%	21,600	120,000	
Plus /ha 0	0	0	
Viability Threshold	**129,600**		**720,000**

	£/m2	
Additional Profit	**-350,142**	**-837**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	-23,881		-214,927
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-3,224	-3,224
PLANNING				
	Planning Fee		4,158	
	Architects	4.00%	40,270	
	QS / PM	0.50%	5,034	
	Planning Consultants	1.00%	10,068	
	Other Professional	3.50%	35,237	94,766
CONSTRUCTION				
	Build Cost - BCIS Based	1,613	894,782	
	s106 / CIL		22,500	
	Contingency	5.00%	44,739	
	Abnormals		44,739	1,006,760
FINANCE				
	Fees		8,000	
	Interest	6.00%		
	Legal and Valuation		0	8,000
SALES				
	Agents	3.0%	35,147	
	Legals	0.5%	5,858	
	Misc.		0	41,005 **932,381**

Developers Profit			
	Market Housing	17.50%	**168,446**
	Affordable Housing	17.50%	**36,579**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		-214,927
	Total	0

Stamp duty calc - Add Profit			
Land payment			129,600
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,449	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	145	10%
	1,613	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	320,850	320,850	320,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	21,952	21,952	21,952	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	47,723	47,723	47,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**390,525**	**390,525**	**390,525**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-3,224																							
Planning Fee	4,158																							
Architects	20,135		20,135																					
QS	2,517		2,517																					
Planning Consultants	5,034		5,034																					
Other Professional	17,618		17,618																					
Build Cost - BCIS Base		0	99,420	198,840	298,261	198,840	99,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	8,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	11,716	11,716	11,716	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,953	1,953	1,953	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**54,238**	**0**	**157,166**	**223,724**	**335,587**	**223,724**	**125,531**	**13,668**	**13,668**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-214,927**																							
Interest		0	0	0	3,303	8,386	11,868	8,071	2,539	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								168,446
Affordable Housing																								36,579
Cash Flow	160,688	0	-157,166	-223,724	-338,890	-232,111	253,126	368,785	374,317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-205,026
Opening Balanc	0																							
Closing Balance	160,688	160,688	3,522	-220,203	-559,092	-791,203	-538,077	-169,292	205,026	205,026	205,026	205,026	205,026	205,026	205,026	205,026	205,026	205,026	205,026	205,026	205,026	205,026	205,026	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**390,525**	**390,525**	**390,525**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	129,600																							
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.	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	1,944	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	20,135	0	20,135	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,517	0	2,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	5,034	0	5,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,618	0	17,618	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	99,420	198,840	298,261	198,840	99,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-350,142																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	8,000	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	11,716	11,716	11,716	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,953	1,953	1,953	0	0	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	**189,006**	**0**	**-195,476**	**218,724**	**335,587**	**226,224**	**130,531**	**13,668**	**13,668**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,835	2,878	0	3,270	8,352	11,871	8,149	2,619	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								163,088
Affordable Housing																								36,579
Cash Flow	-189,006	-2,835	192,598	-218,724	-338,856	-234,577	248,123	368,707	374,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-199,668
Opening Balance	0																							
Closing Balance	-189,006	-191,841	757	-217,968	-556,824	-791,401	-543,278	-174,570	199,668	199,668	199,668	199,668	199,668	199,668	199,668	199,668	199,668	199,668	199,668	199,668	199,668	199,668	199,668	0

Central Base
Site 15

SITE NAME	Site 15	Brown 9

INCOME	Av Size m2		%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing	110.9		70%	6		2,000	1,397,200	699
Shared Ownership	110.9		9%	1		1,400	125,748	90
Affordable Rent	110.9		21%	2		1,500	314,370	210
Social Rent	110.9		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.26	ha		35	/ha		**1,837,318**	**998**
SITE AREA - Gross	0.26	ha		35	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-368,761**	**-1,434,070**	**-1,434,070**
Alternative Use Value	154,286		600,000
Uplift 20%	30,857		120,000
Plus /ha 0	0		0
Viability Threshold	**185,143**		**720,000**

	£/m2	
Additional Profit	**-584,136**	**-836**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-40,973		-368,761	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-5,531	-5,531	
PLANNING					
	Planning Fee		4,158		
	Architects	4.00%	64,782		
	QS / PM	0.50%	8,098		
	Planning Consultants	1.00%	16,196		
	Other Professional	3.50%	56,684	149,918	
CONSTRUCTION					
	Build Cost - BCIS Based	1,455	1,451,866		
	s106 / CIL		22,500		
	Contingency	5.00%	72,593		
	Abnormals		72,593	1,619,553	
FINANCE					
	Fees		9,000		
	Interest	6.00%			
	Legal and Valuation		0	9,000	
SALES					
	Agents	3.0%	55,120		
	Legals	0.5%	9,187		
	Misc.		0	64,306	**1,468,484**

Developers Profit			
	Market Housing	17.50%	**244,510**
	Affordable Housing	17.50%	**77,021**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		-368,761
	Total	0

Stamp duty calc - Add Profit			
Land payment			185,143
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,238	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	74	6%
Site Costs	124	10%
	1,455	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2	2	2																	
Market Housing				0	0	0	155,244	310,489	310,489	310,489	310,489	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	13,972	27,944	27,944	27,944	27,944	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	34,930	69,860	69,860	69,860	69,860	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**204,146**	**408,293**	**408,293**	**408,293**	**408,293**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-5,531																							
Planning Fee	4,158																							
Architects	32,391		32,391																					
QS	4,049		4,049																					
Planning Consultants	8,098		8,098																					
Other Professional	28,342		28,342																					
Build Cost - BCIS Base		0	53,773	161,318	268,864	322,637	322,637	215,091	107,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	833	2,500	4,167	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	9,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	6,124	12,249	12,249	12,249	12,249	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,021	2,041	2,041	2,041	2,041	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**80,506**	**0**	**132,863**	**179,950**	**299,917**	**359,901**	**367,046**	**254,224**	**134,257**	**14,290**	**14,290**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-368,761**																							
Interest		0	0	0	368	4,873	10,344	12,943	10,826	6,878	1,071	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								244,510
Affordable Housing																								77,021
Cash Flow	288,254	0	-132,863	-179,950	-300,286	-364,773	-173,244	141,126	263,210	387,125	392,932	0	0	0	0	0	0	0	0	0	0	0	0	-321,531
Opening Balanc	0																							
Closing Balance	288,254	288,254	155,391	-24,559	-324,845	-689,618	-862,861	-721,735	-458,526	-71,401	321,531	321,531	321,531	321,531	321,531	321,531	321,531	321,531	321,531	321,531	321,531	321,531	321,531	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**204,146**	**408,293**	**408,293**	**408,293**	**408,293**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	185,143																							
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.	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	2,777	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	32,391	0	32,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,049	0	4,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,098	0	8,098	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	28,342	0	28,342	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	53,773	161,318	268,864	322,637	322,637	215,091	107,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-194,712	-194,712	-194,712																			
Post CIL s106					2,500	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	9,000	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	6,124	12,249	12,249	12,249	12,249	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,021	2,041	2,041	2,041	2,041	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	**273,958**	**0**	**-62,682**	**-17,262**	**103,539**	**359,901**	**367,046**	**255,891**	**137,590**	**14,290**	**14,290**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,109	4,171	3,293	3,084	4,683	10,152	12,748	10,653	6,752	943	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								253,148
Affordable Housing																								77,021
Cash Flow	-273,958	-4,109	58,511	13,968	-106,622	-364,584	-173,051	139,655	260,050	387,251	393,059	0	0	0	0	0	0	0	0	0	0	0	0	-330,169
Opening Balance	0																							
Closing Balance	-273,958	-278,067	-219,556	-205,588	-312,210	-676,794	-849,845	-710,191	-450,141	-62,891	330,169	330,169	330,169	330,169	330,169	330,169	330,169	330,169	330,169	330,169	330,169	330,169	330,169	0

SITE NAME	Site 16	Brown 9 Flats

INCOME	Av Size m2		%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing	56.1		70%	6		2,300	813,050	354
Shared Ownership	56.1		9%	1		1,610	73,175	45
Affordable Rent	56.1		21%	2		1,500	159,075	106
Social Rent	56.1		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.18	ha		50	/ha		1,045,300	505
SITE AREA - Gross	0.18	ha		50	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-263,587	-1,464,373	-1,464,373
Alternative Use Value	108,000	600,000	
Uplift 20%	21,600	120,000	
Plus /ha 0	0	0	
Viability Threshold	129,600		720,000
	£/m2		
Additional Profit	-406,461	-1,150	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	-29,287		-263,587
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-3,954	-3,954
PLANNING				
	Planning Fee		4,158	
	Architects	4.00%	38,634	
	QS / PM	0.50%	4,829	
	Planning Consultants	1.00%	9,659	
	Other Professional	3.50%	33,805	91,085
CONSTRUCTION				
	Build Cost - BCIS Based	1,698	857,599	
	s106 / CIL		22,500	
	Contingency	5.00%	42,880	
	Abnormals		42,880	965,859
FINANCE				
	Fees		7,000	
	Interest	6.00%		
	Legal and Valuation		0	7,000
SALES				
	Agents	3.0%	31,359	
	Legals	0.5%	5,226	
	Misc.		0	36,585 **832,989**

Developers Profit			
	Market Housing	17.50%	**142,284**
	Affordable Housing	17.50%	**40,644**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		-263,587
	Total	0

Stamp duty calc - Add Profit			
Land payment			129,600
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,448	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	87	6%
Site Costs	145	10%
	1,698	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	271,017	271,017	271,017	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	24,392	24,392	24,392	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	53,025	53,025	53,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**348,433**	**348,433**	**348,433**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-3,954																							
Planning Fee	4,158																							
Architects	19,317		19,317																					
QS	2,415		2,415																					
Planning Consultants	4,829		4,829																					
Other Professional	16,903		16,903																					
Build Cost - BCIS Base		0	95,289	190,578	285,866	190,578	95,289	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	7,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	10,453	10,453	10,453	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,742	1,742	1,742	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**50,668**	**0**	**150,781**	**214,635**	**321,953**	**214,635**	**119,513**	**12,195**	**12,195**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-263,587																							
Interest		0	0	0	2,287	7,151	10,478	7,201	2,266	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								142,284
Affordable Housing																								40,644
Cash Flow	212,919	0	-150,781	-214,635	-324,240	-221,786	218,442	329,037	333,972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-182,927
Opening Balanc	0																							
Closing Balance	212,919	212,919	62,138	-152,497	-476,738	-698,524	-480,082	-151,045	182,927	182,927	182,927	182,927	182,927	182,927	182,927	182,927	182,927	182,927	182,927	182,927	182,927	182,927	182,927	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**348,433**	**348,433**	**348,433**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	129,600																							
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.	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	1,944	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	19,317	0	19,317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,415	0	2,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,829	0	4,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,903	0	16,903	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	95,289	190,578	285,866	190,578	95,289	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-406,461																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	7,000	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	10,453	10,453	10,453	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,742	1,742	1,742	0	0	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	**186,166**	**0**	**-258,180**	**209,635**	**321,953**	**217,135**	**124,513**	**12,195**	**12,195**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,792	2,834	0	2,149	7,010	10,372	7,169	2,233	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								144,482
Affordable Housing																								40,644
Cash Flow	-186,166	-2,792	255,345	-209,635	-324,102	-224,146	213,548	329,069	334,005	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-185,126
Opening Balance	0																							
Closing Balance	-186,166	-188,958	66,387	-143,248	-467,350	-691,496	-477,948	-148,879	185,126	185,126	185,126	185,126	185,126	185,126	185,126	185,126	185,126	185,126	185,126	185,126	185,126	185,126	185,126	0

Central Base
Site 17

SITE NAME Site 17 Brown 6

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	85.0	70%	4		2,000	714,000	357
Shared Ownership	85.0	9%	1		1,400	64,260	46
Affordable Rent	85.0	21%	1		1,500	160,650	107
Social Rent	85.0	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.19 ha		32	/ha		**938,910**	**510**
SITE AREA - Gross	0.19 ha		32	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-153,976**	**-821,205**	**-821,205**
Alternative Use Value	112,500		600,000
Uplift 20%	22,500		120,000
Plus /ha 0	0		0
Viability Threshold	**135,000**		**720,000**
	£/m2		
Additional Profit	**-302,372**	**-847**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-25,663		-153,976	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-2,310	-2,310	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	31,612		
	QS / PM	0.50%	3,952		
	Planning Consultants	1.00%	7,903		
	Other Professional	3.50%	27,661	73,899	
CONSTRUCTION					
	Build Cost - BCIS Based	1,382	704,820		
	s106 / CIL		15,000		
	Contingency	5.00%	35,241		
	Abnormals		35,241	790,302	
FINANCE					
	Fees		6,000		
	Interest	6.00%			
	Legal and Valuation		0	6,000	
SALES					
	Agents	3.0%	28,167		
	Legals	0.5%	4,695		
	Misc.		0	32,862	**746,778**
Developers Profit					
	Market Housing	17.50%			**124,950**
	Affordable Housing	17.50%			**39,359**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5	0	138	0
		Total	2,772

Stamp duty calc - Residual

Land payment		-153,976
	Total	0

Stamp duty calc - Add Profit

Land payment			135,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,175	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,382	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2																			
Market Housing				0	0	0	238,000	238,000	238,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	21,420	21,420	21,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	53,550	53,550	53,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**312,970**	**312,970**	**312,970**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-2,310																							
Planning Fee	2,772																							
Architects	15,806		15,806																					
QS	1,976		1,976																					
Planning Consultants	3,952		3,952																					
Other Professional	13,830		13,830																					
Build Cost - BCIS Base		0	78,313	156,627	234,940	156,627	78,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	9,389	9,389	9,389	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,565	1,565	1,565	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**42,026**	**0**	**123,375**	**175,623**	**263,434**	**175,623**	**98,765**	**10,954**	**10,954**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-153,976**																							
Interest		0	0	171	2,808	6,802	9,538	6,468	2,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								124,950
Affordable Housing																								39,359
Cash Flow	111,950	0	-123,375	-175,794	-266,242	-182,425	204,666	295,548	299,981	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-164,309
Opening Balanc	0																							
Closing Balance	111,950	111,950	-11,425	-187,219	-453,461	-635,886	-431,219	-135,672	164,309	164,309	164,309	164,309	164,309	164,309	164,309	164,309	164,309	164,309	164,309	164,309	164,309	164,309	164,309	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**312,970**	**312,970**	**312,970**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	135,000																							
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.	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	2,025	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	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
Architects	15,806	0	15,806	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,976	0	1,976	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,952	0	3,952	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	13,830	0	13,830	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	78,313	156,627	234,940	156,627	78,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-302,372																					
Post CIL s106					5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000	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	9,389	9,389	9,389	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,565	1,565	1,565	0	0	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	**181,361**	**0**	**-180,663**	**172,289**	**263,434**	**177,289**	**102,099**	**10,954**	**10,954**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,720	2,761	93	2,678	6,670	9,429	6,408	1,974	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								129,100
Affordable Housing																								39,359
Cash Flow	-181,361	-2,720	177,902	-172,382	-266,112	-183,959	201,442	295,608	300,042	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-168,460
Opening Balance	0																							
Closing Balance	-181,361	-184,081	-6,179	-178,561	-444,673	-628,633	-427,191	-131,583	168,460	168,460	168,460	168,460	168,460	168,460	168,460	168,460	168,460	168,460	168,460	168,460	168,460	168,460	168,460	0

Central Base
Site 18

SITE NAME	Site 18	Brown 6 Flats

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	65.0	70%	4		2,300	627,900	273
Shared Ownership	65.0	9%	1		1,610	56,511	35
Affordable Rent	65.0	21%	1		1,500	122,850	82
Social Rent	65.0	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.19 ha		32	/ha		807,261	390
SITE AREA - Gross	0.19 ha		32	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-202,519	-1,080,101	-1,080,101
Alternative Use Value	112,500		600,000
Uplift 20%	22,500		120,000
Plus /ha 0	0		0
Viability Threshold	135,000		720,000
	£/m2		
Additional Profit	-349,060	-1,279	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-33,753		-202,519	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-3,038	-3,038	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	29,741		
	QS / PM	0.50%	3,718		
	Planning Consultants	1.00%	7,435		
	Other Professional	3.50%	26,024	69,690	
CONSTRUCTION					
	Build Cost - BCIS Based	1,698	662,304		
	s106 / CIL		15,000		
	Contingency	5.00%	33,115		
	Abnormals		33,115	743,535	
FINANCE					
	Fees		6,000		
	Interest	6.00%			
	Legal and Valuation		0	6,000	
SALES					
	Agents	3.0%	24,218		
	Legals	0.5%	4,036		
	Misc.		0	28,254	641,922

Developers Profit			
	Market Housing	17.50%	109,883
	Affordable Housing	17.50%	31,388

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		-202,519
	Total	0

Stamp duty calc - Add Profit			
Land payment			135,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,448	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	87	6%
Site Costs	145	10%
	1,698	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3																				
Market Housing				0	0	0	313,950	313,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	28,256	28,256	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	61,425	61,425	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**403,631**	**403,631**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-3,038																							
Planning Fee	2,772																							
Architects	14,871		14,871																					
QS	1,859		1,859																					
Planning Consultants	3,718		3,718																					
Other Professional	13,012		13,012																					
Build Cost - BCIS Base		0	110,384	220,768	220,768	110,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	5,519	11,038	11,038	5,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	5,519	11,038	11,038	5,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	12,109	12,109	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,018	2,018	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**39,193**	**0**	**157,382**	**247,845**	**247,845**	**123,922**	**14,127**	**14,127**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-202,519																							
Interest		0	0	0	3,629	7,401	9,370	3,668	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								109,883
Affordable Housing																								31,388
Cash Flow	163,326	0	-157,382	-247,845	-251,473	-131,323	380,133	385,835	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-141,271
Opening Balanc	0																							
Closing Balance	163,326	163,326	5,944	-241,901	-493,374	-624,697	-244,564	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	141,271	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**403,631**	**403,631**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	135,000																							
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.	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	2,025	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	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
Architects	14,871	0	14,871	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,859	0	1,859	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,718	0	3,718	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	13,012	0	13,012	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	110,384	220,768	220,768	110,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-349,060																					
Post CIL s106					7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	5,519	11,038	11,038	5,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,519	11,038	11,038	5,519	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000	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	12,109	12,109	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,018	2,018	0	0	0	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	**179,256**	**0**	**-194,178**	**242,845**	**250,345**	**128,922**	**14,127**	**14,127**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,689	2,729	0	3,500	7,308	9,351	3,649	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								111,203
Affordable Housing																								31,388
Cash Flow	-179,256	-2,689	191,449	-242,845	-253,845	-136,230	380,152	385,854	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-142,591
Opening Balance	0																							
Closing Balance	-179,256	-181,945	9,504	-233,341	-487,186	-623,416	-243,264	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	142,591	0

Central Base
Site 19

SITE NAME	Site 19	Brown 3

INCOME	Av Size m2		%	Number 3		Price £/m2	GDV £	GIA m2
Market Housing	95.0		70%	2		2,000	399,000	200
Shared Ownership	95.0		9%	0		1,400	35,910	26
Affordable Rent	95.0		21%	1		1,500	89,775	60
Social Rent	95.0		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.10	ha		30	/ha		**524,685**	**285**
SITE AREA - Gross	0.10	ha		30	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-132,254**	**-1,322,544**	**-1,322,544**
Alternative Use Value	60,000		600,000
Uplift 20%	12,000		120,000
Plus /ha 0	0		0
Viability Threshold	**72,000**		**720,000**
	£/m2		
Additional Profit	**-212,514**	**-1,065**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	-44,085		-132,254
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-1,984	-1,984
PLANNING				
	Planning Fee		1,386	
	Architects	4.00%	19,398	
	QS / PM	0.50%	2,425	
	Planning Consultants	1.00%	4,850	
	Other Professional	3.50%	16,974	45,032
CONSTRUCTION				
	Build Cost - BCIS Based	1,523	434,055	
	s106 / CIL		7,500	
	Contingency	5.00%	21,703	
	Abnormals		21,703	484,961
FINANCE				
	Fees		4,000	
	Interest	6.00%		
	Legal and Valuation		0	4,000
SALES				
	Agents	3.0%	15,741	
	Legals	0.5%	2,623	
	Misc.		0	18,364 **418,119**

Developers Profit			
	Market Housing	17.50%	**69,825**
	Affordable Housing	17.50%	**21,995**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	3		
No dwgs under	3	462	1,386
No dwgs over 5(	0	138	0
		Total	1,386

Stamp duty calc - Residual	
Land payment	-132,254
Total	0

Stamp duty calc - Add Profit		
Land payment		72,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
Total			**7,500**

Post CIL s106	2,500	£/ Unit (all)	7,500
CIL	0	£/m2	0
		Total	**7,500**

Build Cost	/m2	
BCIS	1,175	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	153	13%
Site Costs	176	15%
	1,523	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	1	1																			
Market Housing				0	0	0	133,000	133,000	133,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	11,970	11,970	11,970	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	29,925	29,925	29,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**174,895**	**174,895**	**174,895**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,984																							
Planning Fee	1,386																							
Architects	9,699		9,699																					
QS	1,212		1,212																					
Planning Consultants	2,425		2,425																					
Other Professional	8,487		8,487																					
Build Cost - BCIS Base		0	48,228	96,457	144,685	96,457	48,228	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	833	1,667	2,500	1,667	833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,411	4,823	7,234	4,823	2,411	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,411	4,823	7,234	4,823	2,411	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	5,247	5,247	5,247	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	874	874	874	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**25,225**	**0**	**75,708**	**107,769**	**161,654**	**107,769**	**60,006**	**6,121**	**6,121**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-132,254**																							
Interest		0	0	0	1,147	3,589	5,259	3,615	1,137	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								69,825
Affordable Housing																								21,995
Cash Flow	107,029	0	-75,708	-107,769	-162,800	-111,358	109,630	165,159	167,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-91,820
Opening Balanc	0																							
Closing Balance	107,029	107,029	31,321	-76,448	-239,248	-350,606	-240,976	-75,817	91,820	91,820	91,820	91,820	91,820	91,820	91,820	91,820	91,820	91,820	91,820	91,820	91,820	91,820	91,820	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**174,895**	**174,895**	**174,895**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	72,000																							
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.	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	1,080	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	1,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	9,699	0	9,699	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,212	0	1,212	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,425	0	2,425	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	8,487	0	8,487	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	48,228	96,457	144,685	96,457	48,228	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-212,514																					
Post CIL s106					2,500	2,500	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,411	4,823	7,234	4,823	2,411	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,411	4,823	7,234	4,823	2,411	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000	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	5,247	5,247	5,247	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	874	874	874	0	0	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	**100,289**	**0**	**-137,640**	**106,102**	**161,654**	**108,602**	**61,672**	**6,121**	**6,121**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,504	1,527	0	1,077	3,518	5,200	3,579	1,101	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								72,262
Affordable Housing																								21,995
Cash Flow	-100,289	-1,504	136,113	-106,102	-162,730	-112,120	108,023	165,195	167,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-94,256
Opening Balance	0																							
Closing Balance	-100,289	-101,794	34,319	-71,783	-234,514	-346,634	-238,611	-73,416	94,256	94,256	94,256	94,256	94,256	94,256	94,256	94,256	94,256	94,256	94,256	94,256	94,256	94,256	94,256	0

Central Base
Site 20

SITE NAME Site 20 Studios 60

INCOME	Av Size m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	28.0	70%	42	2,300	2,704,800	1,176
Shared Ownership	28.0	9%	5	1,610	243,432	151
Affordable Rent	28.0	21%	13	1,500	529,200	353
Social Rent	28.0	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.30 ha		200 /ha		**3,477,432**	**1,680**
SITE AREA - Gross	0.30 ha		200 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-622,084	-2,073,614	-2,073,614
Alternative Use Value	180,000		600,000
Uplift 20%	36,000		120,000
Plus /ha 0	0		0
Viability Threshold	**216,000**		**720,000**
	£/m2		
Additional Profit	-857,488	-729	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-10,368		-622,084	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-9,331	-9,331	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	118,461		
	QS / PM	0.50%	14,808		
	Planning Consultants	1.00%	29,615		
	Other Professional	3.50%	103,653	291,017	
CONSTRUCTION					
	Build Cost - BCIS Based	1,521	2,555,934		
	s106 / CIL		150,000		
	Contingency	5.00%	127,797		
	Abnormals		127,797	2,961,528	
FINANCE					
	Fees		24,000		
	Interest	6.00%			
	Legal and Valuation		0	24,000	
SALES					
	Agents	3.0%	104,323		
	Legals	0.5%	17,387		
	Misc.		0	121,710	**2,766,840**

Developers Profit			
	Market Housing	17.50%	**473,340**
	Affordable Housing	17.50%	**135,211**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual

Land payment		-622,084
	Total	0

Stamp duty calc - Add Profit

Land payment			216,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,431	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	72	5%
	1,521	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			20	20	20																			
Market Housing				0	0	0	901,600	901,600	901,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	81,144	81,144	81,144	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	176,400	176,400	176,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,159,144**	**1,159,144**	**1,159,144**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-9,331																							
Planning Fee	24,480																							
Architects	59,231		59,231																					
QS	7,404		7,404																					
Planning Consultants	14,808		14,808																					
Other Professional	51,827		51,827																					
Build Cost - BCIS Base		0	283,993	567,985	851,978	567,985	283,993	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	16,667	33,333	50,000	33,333	16,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	14,200	28,399	42,599	28,399	14,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	14,200	28,399	42,599	28,399	14,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	24,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	34,774	34,774	34,774	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,796	5,796	5,796	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**172,417**	**0**	**462,327**	**658,117**	**987,176**	**658,117**	**369,629**	**40,570**	**40,570**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-622,084**																							
Interest		0	0	190	10,065	25,023	35,270	23,957	7,537	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								473,340
Affordable Housing																								135,211
Cash Flow	449,667	0	-462,327	-658,307	-997,240	-683,140	754,245	1,094,617	1,111,037	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-608,551
Opening Balanc	0																							
Closing Balance	449,667	449,667	-12,661	-670,968	-1,668,208	-2,351,349	-1,597,103	-502,486	608,551	608,551	608,551	608,551	608,551	608,551	608,551	608,551	608,551	608,551	608,551	608,551	608,551	608,551	608,551	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,159,144**	**1,159,144**	**1,159,144**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	216,000																							
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.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,240	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	59,231	0	59,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	7,404	0	7,404	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	14,808	0	14,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	51,827	0	51,827	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	283,993	567,985	851,978	567,985	283,993	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-644,975		**-212,514**																					
Post CIL s106					50,000	50,000	50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	14,200	28,399	42,599	28,399	14,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	14,200	28,399	42,599	28,399	14,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	24,000	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	34,774	34,774	34,774	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,796	5,796	5,796	0	0	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	**-243,986**	**0**	**233,147**	**624,784**	**987,176**	**674,784**	**402,962**	**40,570**	**40,570**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	9,209	24,155	34,639	23,816	7,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								483,001
Affordable Housing																								135,211
Cash Flow	243,986	0	-233,147	-624,784	-996,385	-698,939	721,543	1,094,758	1,111,179	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-618,212
Opening Balance	0																							
Closing Balance	243,986	243,986	10,839	-613,945	-1,610,330	-2,309,269	-1,587,726	-492,968	618,212	618,212	618,212	618,212	618,212	618,212	618,212	618,212	618,212	618,212	618,212	618,212	618,212	618,212	618,212	0

Central Base
Site 21

SITE NAME	Site 21	Green 75

INCOME		Av Size m2		%	Number 75		Price £/m2	GDV £	GIA m2
Market Housing		97.5		70%	53		3,180	16,272,900	5,117
Shared Ownership		64.7		9%	7		2,226	971,877	437
Affordable Rent		64.7		21%	16		1,500	1,528,108	1,019
Social Rent		64.7		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		2.34	ha		32	/ha		**18,772,885**	**6,573**
SITE AREA - Gross		3.75	ha		20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,958,175	1,262,154	788,847
Alternative Use Value	93,750		25,000
Uplift 0%	0		0
Plus /ha 300,000	1,125,000		300,000
Viability Threshold	**1,218,750**		**325,000**

	£/m2	
Additional Profit	2,155,647	421

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND		Land	39,442		2,958,175	
		Stamp Duty		137,409		
		Easements etc.		0		
		Legals Acquisition	1.50%	44,373	181,781	
PLANNING						
		Planning Fee		26,550		
		Architects	4.00%	392,475		
		QS / PM	0.50%	49,059		
		Planning Consultants	1.00%	98,119		
		Other Professional	3.50%	343,416	909,619	
CONSTRUCTION						
		Build Cost - BCIS Based	1,429	9,389,642		
		s106 / CIL		187,500		
		Contingency	2.50%	234,741		
		Abnormals		0	9,811,883	
FINANCE						
		Fees		94,000		
		Interest	6.00%			
		Legal and Valuation		0	94,000	
SALES						
		Agents	3.0%	563,187		
		Legals	0.5%	93,864		
		Misc.		0	657,051	**14,612,509**

Developers Profit			
	Market Housing	17.50%	**2,847,758**
	Affordable Housing	17.50%	**437,497**

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	75		
No dwgs under	50	462	23,100
No dwgs over 50	25	138	3,450
		Total	26,550

Stamp duty calc - Residual		
Land payment		2,958,175
	Total	137,409

Stamp duty calc - Add Profit			
Land payment			1,218,750
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	60,938

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**187,500**

Post CIL s106	2,500	£/ Unit (all)	187,500
CIL	0	£/m2	0
		Total	**187,500**

Build Cost	/m2	
BCIS	1,226	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	184	15%
	1,429	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13	12	13	12	13																
Market Housing				0	0	0	2,603,664	2,820,636	2,603,664	2,820,636	2,603,664	2,820,636	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	155,500	168,459	155,500	168,459	155,500	168,459	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	244,497	264,872	244,497	264,872	244,497	264,872	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**3,003,662**	**3,253,967**	**3,003,662**	**3,253,967**	**3,003,662**	**3,253,967**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	137,409																							
Easements etc.	0																							
Legals Acquisition	44,373																							
Planning Fee	26,550																							
Architects	196,238		196,238																					
QS	24,530		24,530																					
Planning Consultants	49,059		49,059																					
Other Professional	171,708		171,708																					
Build Cost - BCIS Base		0	500,781	1,043,294	1,544,074	1,585,806	1,544,074	1,585,806	1,043,294	542,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	10,000	20,833	30,833	31,667	30,833	31,667	20,833	10,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	12,520	26,082	38,602	39,645	38,602	39,645	26,082	13,563	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	94,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	90,110	97,619	90,110	97,619	90,110	97,619	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	15,018	16,270	15,018	16,270	15,018	16,270	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**743,866**	**0**	**964,835**	**1,090,209**	**1,613,510**	**1,657,118**	**1,718,638**	**1,771,007**	**1,195,337**	**680,798**	**105,128**	**113,889**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**2,958,175**																							
Interest		55,531	56,364	71,682	89,110	114,649	141,226	124,069	103,685	78,116	40,690	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,847,758
Affordable Housing																								437,497
Cash Flow	-3,702,041	-55,531	-1,021,199	-1,161,891	-1,702,620	-1,771,767	1,143,798	1,358,891	1,704,639	2,495,053	2,857,843	3,140,078	0	0	0	0	0	0	0	0	0	0	0	-3,285,255
Opening Balance	0																							
Closing Balance	-3,702,041	-3,757,571	-4,778,770	-5,940,661	-7,643,280	-9,415,048	-8,271,249	-6,912,358	-5,207,720	-2,712,666	145,177	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,003,662**	**3,253,967**	**3,003,662**	**3,253,967**	**3,003,662**	**3,253,967**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,218,750																							
Stamp Duty	60,938	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	18,281	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	26,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	196,238	0	196,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	24,530	0	24,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	49,059	0	49,059	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	171,708	0	171,708	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	500,781	1,043,294	1,544,074	1,585,806	1,544,074	1,585,806	1,043,294	542,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			538,912	538,912	538,912	538,912																		
Post CIL s106					30,000	32,500	30,000	32,500	30,000	32,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	12,520	26,082	38,602	39,645	38,602	39,645	26,082	13,563	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	94,000	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	90,110	97,619	90,110	97,619	90,110	97,619	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	15,018	16,270	15,018	16,270	15,018	16,270	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	**1,860,053**	**0**	**1,493,747**	**1,608,288**	**2,151,588**	**2,196,863**	**1,717,804**	**1,771,840**	**1,204,504**	**702,464**	**105,128**	**113,889**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		27,901	28,319	51,150	76,042	109,456	144,051	126,924	106,596	81,208	44,153	1,337	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,612,080
Affordable Housing																								437,497
Cash Flow	-1,860,053	-27,901	-1,522,066	-1,659,438	-2,227,630	-2,306,320	1,141,806	1,355,202	1,692,561	2,470,295	2,854,380	3,138,740	0	0	0	0	0	0	0	0	0	0	0	-3,049,577
Opening Balance	0																							
Closing Balance	-1,860,053	-1,887,954	-3,410,021	-5,069,459	-7,297,089	-9,603,408	-8,461,602	-7,106,400	-5,413,838	-2,943,544	-89,163	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	0

Central Base
Site 22

SITE NAME	Site 22	Green 40

INCOME		Av Size m2		%	Number 40		Price £/m2	GDV £	GIA m2
Market Housing		95.3		70%	28		3,180	8,487,420	2,669
Shared Ownership		67.9		9%	4		2,226	544,257	245
Affordable Rent		67.9		21%	8		1,500	855,750	571
Social Rent		67.9		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		1.25	ha		32	/ha		**9,887,427**	**3,484**
SITE AREA - Gross		1.52	ha		26	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		1,536,172	1,228,937	1,013,873
Alternative Use Value		37,879		25,000
Uplift	0%	0		0
Plus /ha	300,000	454,545		300,000
Viability Threshold		**492,424**		**325,000**
	£/m2			
Additional Profit		1,245,004	466	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND		Land	38,404		1,536,172	
		Stamp Duty		66,309		
		Easements etc.		0		
		Legals Acquisition	1.50%	23,043	89,351	
PLANNING						
		Planning Fee		18,480		
		Architects	4.00%	207,568		
		QS / PM	0.50%	25,946		
		Planning Consultants	1.00%	51,892		
		Other Professional	3.50%	181,622	485,509	
CONSTRUCTION						
		Build Cost - BCIS Based	1,425	4,965,082		
		s106 / CIL		100,000		
		Contingency	2.50%	124,127		
		Abnormals		0	5,189,209	
FINANCE						
		Fees		63,000		
		Interest	6.00%			
		Legal and Valuation		0	63,000	
SALES						
		Agents	3.0%	296,623		
		Legals	0.5%	49,437		
		Misc.		0	346,060	**7,709,301**

Developers Profit			
	Market Housing	17.50%	**1,485,299**
	Affordable Housing	17.50%	**245,001**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	40		
No dwgs under	40	462	18,480
No dwgs over 5(	0	138	0
		Total	18,480

Stamp duty calc - Residual		
Land payment		1,536,172
	Total	66,309

Stamp duty calc - Add Profit			
Land payment			492,424
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	24,621

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**100,000**

Post CIL s106	2,500	£/ Unit (all)	100,000
CIL	0	£/m2	0
		Total	**100,000**

Build Cost	/m2	
BCIS	1,223	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,425	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10																		
Market Housing				0	0	0	2,121,855	2,121,855	2,121,855	2,121,855	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	136,064	136,064	136,064	136,064	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	213,938	213,938	213,938	213,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,471,857**	**2,471,857**	**2,471,857**	**2,471,857**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	66,309																							
Easements etc.	0																							
Legals Acquisition	23,043																							
Planning Fee	18,480																							
Architects	103,784		103,784																					
QS	12,973		12,973																					
Planning Consultants	25,946		25,946																					
Other Professional	90,811		90,811																					
Build Cost - BCIS Base		0	413,757	827,514	1,241,271	1,241,271	827,514	413,757	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	8,333	16,667	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	10,344	20,688	31,032	31,032	20,688	10,344	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	63,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	74,156	74,156	74,156	74,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,359	12,359	12,359	12,359	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**404,346**	**0**	**665,949**	**864,868**	**1,297,302**	**1,297,302**	**951,383**	**518,949**	**86,515**	**86,515**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**1,536,172**																							
Interest		29,108	29,544	39,977	53,549	73,812	94,379	72,988	44,789	9,680	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,485,299
Affordable Housing																								245,001
Cash Flow	-1,940,517	-29,108	-695,493	-904,845	-1,350,852	-1,371,115	1,426,095	1,879,920	2,340,553	2,375,661	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,730,300
Opening Balanc	0																							
Closing Balance	-1,940,517	-1,969,625	-2,665,118	-3,569,963	-4,920,815	-6,291,929	-4,865,835	-2,985,915	-645,362	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,471,857**	**2,471,857**	**2,471,857**	**2,471,857**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	492,424																							
Stamp Duty	24,621	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	7,386	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	0	0	0	0	0
Architects	103,784	0	103,784	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	12,973	0	12,973	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	25,946	0	25,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	90,811	0	90,811	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	413,757	827,514	1,241,271	1,241,271	827,514	413,757	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			622,502	622,502																				
Post CIL s106					25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	10,344	20,688	31,032	31,032	20,688	10,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	63,000	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	74,156	74,156	74,156	74,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,359	12,359	12,359	12,359	0	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	**839,426**	**0**	**1,280,117**	**1,470,703**	**1,297,302**	**1,297,302**	**959,717**	**535,616**	**86,515**	**86,515**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		12,591	12,780	32,174	54,717	74,997	95,582	74,333	46,405	11,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,374,312
Affordable Housing																								245,001
Cash Flow	-839,426	-12,591	-1,292,897	-1,502,877	-1,352,019	-1,372,300	1,416,559	1,861,908	2,338,937	2,374,021	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,619,314
Opening Balance	0																							
Closing Balance	-839,426	-852,018	-2,144,915	-3,647,792	-4,999,811	-6,372,111	-4,955,552	-3,093,645	-754,708	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	0

Central Base
Site 23

SITE NAME	Site 23	Green 12

INCOME	Av Size m2		%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	91.8		70%	8		3,180	2,450,826	771
Shared Ownership	71.8		9%	1		2,226	172,493	77
Affordable Rent	71.8		21%	3		1,500	271,215	181
Social Rent	71.8		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.38	ha		32	/ha		**2,894,534**	**1,029**
SITE AREA - Gross	0.45	ha		26	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	468,136	1,248,362	1,029,898
Alternative Use Value	22,727		50,000
Uplift 0%	0		0
Plus /ha 300,000	136,364		300,000
Viability Threshold	**159,091**		**350,000**

	£/m2	
Additional Profit	359,400	466

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	39,011		468,136	
	Stamp Duty		12,907		
	Easements etc.		0		
	Legals Acquisition	1.50%	7,022	19,929	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	60,301		
	QS / PM	0.50%	7,538		
	Planning Consultants	1.00%	15,075		
	Other Professional	3.50%	52,764	141,222	
CONSTRUCTION					
	Build Cost - BCIS Based	1,401	1,441,493		
	s106 / CIL		30,000		
	Contingency	2.50%	36,037		
	Abnormals		0	1,507,530	
FINANCE					
	Fees		18,000		
	Interest	6.00%			
	Legal and Valuation		0	18,000	
SALES					
	Agents	3.0%	86,836		
	Legals	0.5%	14,473		
	Misc.		0	101,309	**2,256,125**

Developers Profit			
	Market Housing	17.50%	**428,895**
	Affordable Housing	17.50%	**77,649**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		468,136
	Total	12,907

Stamp duty calc - Add Profit			
Land payment			159,091
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	4,773

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,202	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	180	15%
	1,401	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3	3																		
Market Housing				0	0	0	612,707	612,707	612,707	612,707	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	43,123	43,123	43,123	43,123	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	67,804	67,804	67,804	67,804	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**723,633**	**723,633**	**723,633**	**723,633**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	12,907																							
Easements etc.	0																							
Legals Acquisition	7,022																							
Planning Fee	5,544																							
Architects	30,151		30,151																					
QS	3,769		3,769																					
Planning Consultants	7,538		7,538																					
Other Professional	26,382		26,382																					
Build Cost - BCIS Base		0	120,124	240,249	360,373	360,373	240,249	120,124	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,003	6,006	9,009	9,009	6,006	3,003	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	18,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	21,709	21,709	21,709	21,709	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,618	3,618	3,618	3,618	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**111,312**	**0**	**193,466**	**251,255**	**376,882**	**376,882**	**276,582**	**150,955**	**25,327**	**25,327**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**468,136**																							
Interest		8,692	8,822	11,856	15,803	21,693	27,672	21,381	13,112	2,834	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								428,895
Affordable Housing																								77,649
Cash Flow	-579,447	-8,692	-202,288	-263,111	-392,686	-398,576	419,379	551,297	685,194	695,472	0	0	0	0	0	0	0	0	0	0	0	0	0	-506,543
Opening Balanc	0																							
Closing Balance	-579,447	-588,139	-790,427	-1,053,539	-1,446,224	-1,844,800	-1,425,421	-874,123	-188,929	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**723,633**	**723,633**	**723,633**	**723,633**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	159,091																							
Stamp Duty	4,773	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	2,386	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	30,151	0	30,151	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,769	0	3,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,538	0	7,538	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	26,382	0	26,382	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	120,124	240,249	360,373	360,373	240,249	120,124	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**179,700**	179,700																				
Post CIL s106					7,500	7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,003	6,006	9,009	9,009	6,006	3,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	18,000	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	21,709	21,709	21,709	21,709	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,618	3,618	3,618	3,618	0	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	**257,633**	**0**	**370,666**	**425,955**	**376,882**	**376,882**	**279,082**	**155,955**	**25,327**	**25,327**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,864	3,922	9,541	16,074	21,968	27,951	21,702	13,512	3,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								401,399
Affordable Housing																								77,649
Cash Flow	-257,633	-3,864	-374,589	-435,496	-392,956	-398,851	416,600	545,977	684,794	695,066	0	0	0	0	0	0	0	0	0	0	0	0	0	-479,048
Opening Balance	0																							
Closing Balance	-257,633	-261,497	-636,086	-1,071,583	-1,464,539	-1,863,389	-1,446,789	-900,812	-216,018	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	0

Central Base
Site 24

SITE NAME Site 24 Green 9

INCOME	Av Size m2		%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing	92.8		70%	6		3,180	1,858,710	585
Shared Ownership	92.8		9%	1		2,226	167,284	75
Affordable Rent	92.8		21%	2		1,500	263,025	175
Social Rent	92.8		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.30	ha		30	/ha		**2,289,019**	**835**
SITE AREA - Gross	0.36	ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		356,677	1,188,923	980,861
Alternative Use Value		18,182		50,000
Uplift	0%	0		0
Plus /ha	300,000	109,091		300,000
Viability Threshold		**127,273**		**350,000**
		£/m2		
Additional Profit		252,802	433	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	39,631		356,677	
	Stamp Duty		7,334		
	Easements etc.		0		
	Legals Acquisition	1.50%	5,350	12,684	
PLANNING					
	Planning Fee		4,158		
	Architects	4.00%	48,315		
	QS / PM	0.50%	6,039		
	Planning Consultants	1.00%	12,079		
	Other Professional	3.50%	42,275	112,866	
CONSTRUCTION					
	Build Cost - BCIS Based	1,385	1,156,452		
	s106 / CIL		22,500		
	Contingency	2.50%	28,911		
	Abnormals		0	1,207,864	
FINANCE					
	Fees		16,000		
	Interest	6.00%			
	Legal and Valuation		0	16,000	
SALES					
	Agents	3.0%	68,671		
	Legals	0.5%	11,445		
	Misc.		0	80,116	**1,786,206**

Developers Profit			
	Market Housing	17.50%	**325,274**
	Affordable Housing	17.50%	**75,304**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		356,677
	Total	7,334

Stamp duty calc - Add Profit			
Land payment			127,273
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	3,818

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,178	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,385	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	619,570	619,570	619,570	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	55,761	55,761	55,761	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	87,675	87,675	87,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**763,006**	**763,006**	**763,006**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	7,334																							
Easements etc.	0																							
Legals Acquisition	5,350																							
Planning Fee	4,158																							
Architects	24,157		24,157																					
QS	3,020		3,020																					
Planning Consultants	6,039		6,039																					
Other Professional	21,138		21,138																					
Build Cost - BCIS Base		0	128,495	256,989	385,484	256,989	128,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,212	6,425	9,637	6,425	3,212	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	16,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	22,890	22,890	22,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,815	3,815	3,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**87,196**	**0**	**188,561**	**268,414**	**402,621**	**268,414**	**160,912**	**26,705**	**26,705**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**356,677**																							
Interest		6,658	6,758	9,688	13,859	20,106	24,434	15,769	4,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								325,274
Affordable Housing																								75,304
Cash Flow	-443,873	-6,658	-195,319	-278,102	-416,481	-288,521	577,660	720,532	731,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-400,578
Opening Balanc	0																							
Closing Balance	-443,873	-450,531	-645,850	-923,952	-1,340,432	-1,628,953	-1,051,293	-330,761	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**763,006**	**763,006**	**763,006**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	127,273																							
Stamp Duty	3,818	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	1,909	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	24,157	0	24,157	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,020	0	3,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,039	0	6,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	21,138	0	21,138	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	128,495	256,989	385,484	256,989	128,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			252,802																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,212	6,425	9,637	6,425	3,212	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	16,000	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	22,890	22,890	22,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,815	3,815	3,815	0	0	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	**207,512**	**0**	**438,863**	**263,414**	**402,621**	**270,914**	**165,912**	**26,705**	**26,705**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,113	3,159	9,790	13,888	20,135	24,501	15,912	5,106	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								315,463
Affordable Housing																								75,304
Cash Flow	-207,512	-3,113	-442,022	-273,204	-416,509	-291,050	572,593	720,389	731,195	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-390,767
Opening Balance	0																							
Closing Balance	-207,512	-210,625	-652,647	-925,851	-1,342,360	-1,633,409	-1,060,816	-340,427	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	0

Central Base
Site 25

SITE NAME	Site 25	Green 6

INCOME	Av Size m2	%	Number 6	Price £/m2	GDV £	GIA m2
Market Housing	107.0	70%	4	3,180	1,429,092	449
Shared Ownership	107.0	9%	1	2,226	128,618	58
Affordable Rent	107.0	21%	1	1,500	202,230	135
Social Rent	107.0	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.20 ha		30 /ha		**1,759,940**	**642**
SITE AREA - Gross	0.20 ha		30 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	277,422	1,387,108	1,387,108
Alternative Use Value	10,000		50,000
Uplift 0%	0		0
Plus /ha 300,000	60,000		300,000
Viability Threshold	**70,000**		**350,000**
	£/m2		
Additional Profit	225,210	501	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	46,237		277,422	
	Stamp Duty		3,371		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,161	7,532	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	37,099		
	QS / PM	0.50%	4,637		
	Planning Consultants	1.00%	9,275		
	Other Professional	3.50%	32,462	86,245	
CONSTRUCTION					
	Build Cost - BCIS Based	1,387	890,223		
	s106 / CIL		15,000		
	Contingency	2.50%	22,256		
	Abnormals		0	927,478	
FINANCE					
	Fees		13,000		
	Interest	6.00%			
	Legal and Valuation		0	13,000	
SALES					
	Agents	3.0%	52,798		
	Legals	0.5%	8,800		
	Misc.		0	61,598	**1,373,275**

Developers Profit			
	Market Housing	17.50%	**250,091**
	Affordable Housing	17.50%	**57,898**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		277,422
	Total	3,371

Stamp duty calc - Add Profit			
Land payment			70,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	2,100

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,179	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,387	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2																			
Market Housing				0	0	0	476,364	476,364	476,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	42,873	42,873	42,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	67,410	67,410	67,410	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**586,647**	**586,647**	**586,647**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,371																							
Easements etc.	0																							
Legals Acquisition	4,161																							
Planning Fee	2,772																							
Architects	18,550		18,550																					
QS	2,319		2,319																					
Planning Consultants	4,637		4,637																					
Other Professional	16,231		16,231																					
Build Cost - BCIS Base		0	98,914	197,827	296,741	197,827	98,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,473	4,946	7,419	4,946	2,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	13,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	17,599	17,599	17,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,933	2,933	2,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**65,041**	**0**	**144,790**	**206,106**	**309,159**	**206,106**	**123,586**	**20,533**	**20,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**277,422**																							
Interest		5,137	5,214	7,464	10,668	15,465	18,789	12,124	3,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								250,091
Affordable Housing																								57,898
Cash Flow	-342,463	-5,137	-150,004	-213,570	-319,827	-221,571	444,272	553,990	562,299	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-307,990
Opening Balanc	0																							
Closing Balance	-342,463	-347,599	-497,603	-711,174	-1,031,001	-1,252,572	-808,300	-254,310	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**586,647**	**586,647**	**586,647**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	70,000																							
Stamp Duty	2,100	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	1,050	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	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
Architects	18,550	0	18,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,319	0	2,319	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,637	0	4,637	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,231	0	16,231	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	98,914	197,827	296,741	197,827	98,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			225,210																					
Post CIL s106					5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,473	4,946	7,419	4,946	2,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	13,000	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	17,599	17,599	17,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,933	2,933	2,933	0	0	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	**130,659**	**0**	**368,333**	**202,773**	**309,159**	**207,773**	**126,919**	**20,533**	**20,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,960	1,989	7,544	10,699	15,497	18,846	12,233	3,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								242,669
Affordable Housing																								57,898
Cash Flow	-130,659	-1,960	-370,322	-210,317	-319,858	-223,270	440,882	553,882	562,190	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-300,568
Opening Balance	0																							
Closing Balance	-130,659	-132,618	-502,940	-713,257	-1,033,116	-1,256,386	-815,504	-261,622	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	0

South East Base Cover

Leicester City Council - V2 South East

Number	1	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Brown 500 HD		**500**	**14.29**	**35.00**	**88**	**43,826**	**3,068**		**53,701,253**	**1,225.33**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	33		45.00	1,485.00	10%	1,316	2,149,686
	2	35		65.00	2,275.00	10%	1,316	3,293,290
Terrace	2	18		75.00	1,350.00		1,175	1,586,250
	3	70		95.00	6,650.00		1,175	7,813,750
Semi	2	35		85.00	2,975.00		1,179	3,507,525
	3	88		107.00	9,416.00		1,179	11,101,464
Det	3	0		112.00	0.00		1,320	0
	4	53		135.00	7,155.00		1,320	9,444,600
	5	18		150.00	2,700.00		1,320	3,564,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	53		40.00	2,120.00	10%	1,184	2,762,021
	2	15		61.00	915.00	10%	1,184	1,192,099
Terrace	2	30		70.00	2,100.00		1,058	2,220,750
	3	23		84.00	1,932.00		1,058	2,043,090
Semi	2	0		79.00	0.00		1,061	0
	3	21		93.00	1,953.00		1,061	2,072,328
Det	3	0		93.00	0.00		1,188	0
	4	8		100.00	800.00		1,188	950,400
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	22.857
	Net	14.286

Number	2	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 200 HD High		**200**	**0.67**	**300.00**	**58**	**11,572**	**17,358**		**20,748,596**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	56		45.00	2,520.00	10%	1,630	4,518,360
Flat 2 High*	2	56		65.00	3,640.00	10%	1,630	6,526,520
Flat 3 High*	3	28		75.00	2,100.00	10%	1,630	3,765,300
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	24		40.00	960.00	10%	1,630	1,721,280
Flat 2 High*	2	24		61.00	1,464.00	10%	1,630	2,624,952
Flat 3 High*	3	12		74.00	888.00	10%	1,630	1,592,184

Area	Gross	0.808
	Net	0.667

Number	3	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 HD		**100**	**0.67**	**150.00**	**64**	**6,406**	**9,609**		**9,205,214**	**1,436.97**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	6	6		45.00	270.00	10%	1,341	398,277
Flat 2 High*	2	32		65.00	2,080.00	10%	1,341	3,068,208
Flat 3 High*	3	32		75.00	2,400.00	10%	1,341	3,540,240
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,207	637,243
Flat 2 High*	2	12		61.00	732.00	10%	1,207	971,796
Flat 3 High*	3	6		74.00	444.00	10%	1,207	589,450

Area	Gross	0.808
	Net	0.667

Number	4	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100		**100**	**3.33**	**30.00**	**88**	**8,844**	**2,653**		**10,817,458**	**1,223.14**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	5		45.00	225.00	10%	1,316	325,710
	2	7		65.00	455.00	10%	1,316	658,658
Terrace	2	4		75.00	300.00		1,175	352,500
	3	14		95.00	1,330.00		1,175	1,562,750
Semi	2	7		85.00	595.00		1,179	701,505
	3	18		107.00	1,926.00		1,179	2,270,754
Det	3	0		112.00	0.00		1,320	0
	4	11		135.00	1,485.00		1,320	1,960,200
	5	4		150.00	600.00		1,320	792,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	11		40.00	440.00	10%	1,184	573,250
	2	3		61.00	183.00	10%	1,184	238,420
Terrace	2	6		70.00	420.00		1,058	444,150
	3	5		84.00	420.00		1,058	444,150
Semi	2	0		79.00	0.00		1,061	0
	3	5		93.00	465.00		1,061	493,412
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	5.333
	Net	3.333

Number	5	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 High		**100**	**0.50**	**200.00**	**64**	**6,406**	**12,812**		**11,485,958**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	6		45.00	270.00	10%	1,630	484,110
Flat 2 High*	2	32		65.00	2,080.00	10%	1,630	3,729,440
Flat 3 High*	3	32		75.00	2,400.00	10%	1,630	4,303,200
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,630	860,640
Flat 2 High*	2	12		61.00	732.00	10%	1,630	1,312,476
Flat 3 High*	3	6		74.00	444.00	10%	1,630	796,092

Area	Gross	0.606
	Net	0.500

Number	6	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 PRS		**100**	**0.83**	**120.00**	**64**	**6,406**	**7,687**		**9,205,214**	**1,436.97**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	6		45.00	270.00	10%	1,341	398,277
Flat 2 High*	2	32		65.00	2,080.00	10%	1,341	3,068,208
Flat 3 High*	3	32		75.00	2,400.00	10%	1,341	3,540,240
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,207	637,243
Flat 2 High*	2	12		61.00	732.00	10%	1,207	971,796
Flat 3 High*	3	6		74.00	444.00	10%	1,207	589,450

Area	Gross	1.010
	Net	0.833

Number	7	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 HD		**60**	**0.50**	**120.00**	**64**	**3,843**	**7,686**		**5,520,857**	**1,436.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,341	265,518
Flat 2 High*	2	19		65.00	1,235.00	10%	1,341	1,821,749
Flat 3 High*	3	19		75.00	1,425.00	10%	1,341	2,102,018
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,207	371,725
Flat 2 High*	2	7		61.00	427.00	10%	1,207	566,881
Flat 3 High*	3	4		74.00	296.00	10%	1,207	392,967

Area	Gross	0.606
	Net	0.500

Number	8	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60		**60**	**2.00**	**30.00**	**88**	**5,250**	**2,625**		**6,409,002**	**1,220.76**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	4		45.00	180.00	10%	1,316	260,568
	2	4		65.00	260.00	10%	1,316	376,376
Terrace	2	2		75.00	150.00		1,175	176,250
	3	8		95.00	760.00		1,175	893,000
Semi	2	4		85.00	340.00		1,179	400,860
	3	11		107.00	1,177.00		1,179	1,387,683
Det	3	0		112.00	0.00		1,320	0
	4	6		135.00	810.00		1,320	1,069,200
	5	2		150.00	300.00		1,320	396,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	6		40.00	240.00	10%	1,184	312,682
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	4		70.00	280.00		1,058	296,100
	3	3		84.00	252.00		1,058	266,490
Semi	2	0		79.00	0.00		1,061	0
	3	3		93.00	279.00		1,061	296,047
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	3.200
	Net	2.000

Number	9	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 High		**60**	**0.30**	**200.00**	**64**	**3,843**	**12,810**		**6,890,499**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,630	322,740
Flat 2 High*	2	19		65.00	1,235.00	10%	1,630	2,214,355
Flat 3 High*	3	19		75.00	1,425.00	10%	1,630	2,555,025
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,630	502,040
Flat 2 High*	2	7		61.00	427.00	10%	1,630	765,611
Flat 3 High*	3	4		74.00	296.00	10%	1,630	530,728

Area	Gross	0.300
	Net	0.300

Number	10	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 PRS		**60**	**0.80**	**75.00**	**64**	**3,843**	**4,804**		**5,520,857**	**1,436.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,341	265,518
Flat 2 High*	2	19		65.00	1,235.00	10%	1,341	1,821,749
Flat 3 High*	3	19		75.00	1,425.00	10%	1,341	2,102,018
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,207	371,725
Flat 2 High*	2	7		61.00	427.00	10%	1,207	566,881
Flat 3 High*	3	4		74.00	296.00	10%	1,207	392,967

Area	Gross	0.970
	Net	0.800

Number	11	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 20		**20**	**0.67**	**30.00**	**90**	**1,791**	**2,687**		**2,186,701**	**1,220.94**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	10%	1,316	65,142
	2	1		65.00	65.00	10%	1,316	94,094
Terrace	2	1		75.00	75.00		1,175	88,125
	3	3		95.00	285.00		1,175	334,875
Semi	2	1		85.00	85.00		1,179	100,215
	3	4		107.00	428.00		1,179	504,612
Det	3	0		112.00	0.00		1,320	0
	4	2		135.00	270.00		1,320	356,400
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	2		40.00	80.00	10%	1,184	104,227
	2	1		61.00	61.00	10%	1,184	79,473
Terrace	2	1		70.00	70.00		1,058	74,025
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	1		93.00	93.00		1,061	98,682
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.808
	Net	0.667

Number	12	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 20 Flats		**12**	**0.20**	**60.00**	**65**	**780**	**3,900**		**1,124,764**	**1,442.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	1		45.00	45.00	10%	1,341	66,380
Flat 2 High*	2	4		65.00	260.00	10%	1,341	383,526
Flat 3 High*	3	4		75.00	300.00	10%	1,341	442,530
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	1		40.00	40.00	10%	1,207	53,104
Flat 2 High*	2	1		61.00	61.00	10%	1,207	80,983
Flat 3 High*	3	1		74.00	74.00	10%	1,207	98,242

Area	Gross	0.200
	Net	0.200

Number	13	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 12		**12**	**0.27**	**45.00**	**99**	**1,187**	**4,451**		**1,461,480**	**1,231.24**	LCC	Brown	PDL

		Area	Gross	0.267
			Net	0.267

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0.0		95.00	0.00		1,175	0
Semi	2	3		85.00	255.00		1,179	300,645
	3	3		107.00	321.00		1,179	378,459
Det	3	0		112.00	0.00		1,320	0
	4	3		135.00	405.00		1,320	534,600
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	0.0		70.00	0.00		1,058	0
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	14	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 12 Flats		**9**	**0.18**	**50.00**	**63**	**566**	**3,144**		**820,008**	**1,448.78**	LCC	Brown	PDL

		Area	Gross	0.180
			Net	0.180

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0.0		85.00	0.00		1,179	0
	3	0.0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	1		45.00	45.00	10%	1,341	66,380
Flat 2 High*	2	3		65.00	195.00	10%	1,341	287,645
Flat 3 High*	3	3		75.00	225.00	10%	1,341	331,898
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0.0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	1		40.00	40.00	10%	1,207	53,104
Flat 2 High*	2	1		61.00	61.00	10%	1,207	80,983
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	15	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 9		**9**	**0.26**	**35.00**	**111**	**998**	**3,881**		**1,235,262**	**1,237.74**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	2		75.00	150.00		1,175	176,250
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	4		107.00	428.00		1,179	504,612
Det	3	0		112.00	0.00		1,320	0
	4	2		135.00	270.00		1,320	356,400
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.257
	Net	0.257

Number	16	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 9 Flats		**9**	**0.18**	**50.00**	**56**	**505**	**2,806**		**731,038**	**1,447.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	4		45.00	180.00	10%	1,316	260,568
	2	5		65.00	325.00	10%	1,316	470,470
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.180
	Net	0.180

Number	17	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Brown 6		**6**	**0.19**	**32.00**	**85**	**510**	**2,720**		**599,250**	**1,175.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	3		75.00	225.00		1,175	264,375
	3	3		95.00	285.00		1,175	334,875
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.188
	Net	0.188

Number	18	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 6 Flats		**6**	**0.19**	**32.00**	**65**	**390**	**2,080**		**564,564**	**1,447.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	6		65.00	390.00	10%	1,316	564,564
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.188
	Net	0.188

Number	19	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 3		**3**	**0.10**	**30.00**	**95**	**285**	**2,850**		**334,875**	**1,175.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	3		95.00	285.00		1,175	334,875
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.100
	Net	0.100

Number	20	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 400		**400**	**12.50**	**32.00**	**87**	**34,968**	**2,797**		**42,843,559**	**1,225.22**	LCC	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	28		45.00	1,260.00	10%	1,316	1,823,976
	2	28		65.00	1,820.00	10%	1,316	2,634,632
Terrace	2	14		75.00	1,050.00		1,175	1,233,750
	3	56		95.00	5,320.00		1,175	6,251,000
Semi	2	28		85.00	2,380.00		1,179	2,806,020
	3	70		107.00	7,490.00		1,179	8,830,710
Det	3	0		112.00	0.00		1,320	0
	4	42		135.00	5,670.00		1,320	7,484,400
	5	14		150.00	2,100.00		1,320	2,772,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	42		40.00	1,680.00	10%	1,184	2,188,771
	2	12		61.00	732.00	10%	1,184	953,679
Terrace	2	24		70.00	1,680.00		1,058	1,776,600
	3	18		84.00	1,512.00		1,058	1,598,940
Semi	2	0		79.00	0.00		1,061	0
	3	18		93.00	1,674.00		1,061	1,776,281
Det	3	0		93.00	0.00		1,188	0
	4	6		100.00	600.00		1,188	712,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	20.000
	Net	12.500

Number	21	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 75		**75**	**2.34**	**32.00**	**88**	**6,589**	**2,811**		**8,076,411**	**1,225.74**	LCC	Green	Agricultural

Area	Gross	3.750
	Net	2.344

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	5		45.00	225.00	10%	1,316	325,710
	2	5		65.00	325.00	10%	1,316	470,470
Terrace	2	3		75.00	225.00		1,175	264,375
	3	11		95.00	1,045.00		1,175	1,227,875
Semi	2	5		85.00	425.00		1,179	501,075
	3	13		107.00	1,391.00		1,179	1,639,989
Det	3	0		112.00	0.00		1,320	0
	4	8		135.00	1,080.00		1,320	1,425,600
	5	3		150.00	450.00		1,320	594,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	8		40.00	320.00	10%	1,184	416,909
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	5		70.00	350.00		1,058	370,125
	3	3		84.00	252.00		1,058	266,490
Semi	2	0		79.00	0.00		1,061	0
	3	3		93.00	279.00		1,061	296,047
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	22	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 40		**40**	**1.25**	**32.00**	**87**	**3,484**	**2,787**		**4,259,901**	**1,222.70**	LCC	Green	Agricultural

Area	Gross	1.515
	Net	1.250

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	3		45.00	135.00	10%	1,316	195,426
	2	3		65.00	195.00	10%	1,316	282,282
Terrace	2	1		75.00	75.00		1,175	88,125
	3	6		95.00	570.00		1,175	669,750
Semi	2	3		85.00	255.00		1,179	300,645
	3	7		107.00	749.00		1,179	883,071
Det	3	0		112.00	0.00		1,320	0
	4	4		135.00	540.00		1,320	712,800
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	4		40.00	160.00	10%	1,184	208,454
	2	1		61.00	61.00	10%	1,184	79,473
Terrace	2	2		70.00	140.00		1,058	148,050
	3	2		84.00	168.00		1,058	177,660
Semi	2	0		79.00	0.00		1,061	0
	3	2		93.00	186.00		1,061	197,365
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	23	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 12		**12**	**0.38**	**32.00**	**85**	**1,021**	**2,723**		**1,226,858**	**1,201.62**	LCC	Green	Paddock

Area	Gross	0.455
	Net	0.375

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	1		45.00	45.00	10%	1,316	65,142
	2	1		65.00	65.00	10%	1,316	94,094
Terrace	2	0		75.00	0.00		1,175	0
	3	2		95.00	190.00		1,175	223,250
Semi	2	1		85.00	85.00		1,179	100,215
	3	2		107.00	214.00		1,179	252,306
Det	3	0		112.00	0.00		1,320	0
	4	1		135.00	135.00		1,320	178,200
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	1		40.00	40.00	10%	1,184	52,114
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	1		70.00	70.00		1,058	74,025
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	1		93.00	93.00		1,061	98,682
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	24	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 9		**9**	**0.30**	**30.00**	**93**	**835**	**2,783**		**983,265**	**1,177.56**	LCC	Green	Paddock

Area	Gross	0.364
	Net	0.300

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	4		75.00	300.00		1,175	352,500
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	5		107.00	535.00		1,179	630,765
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	25	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 6		**6**	**0.20**	**30.00**	**107**	**642**	**3,210**		**756,918**	**1,179.00**	LCC	Green	Paddock

Area	Gross	0.200
	Net	0.200

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	6		107.00	642.00		1,179	756,918
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

South East Base
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Brown 500 HD	Brown 200 HD High	Brown 100 HD	Brown 100	Brown 100 High	Brown 100 PRS	Brown 60 HD	Brown 60	Brown 60 High	Brown 60 PRS	Brown 20	Brown 20 Flats	Brown 12	Brown 12 Flats	Brown 9	Brown 9 Flats	Brown 6	Brown 6 Flats	Brown 3	Green 400	Green 75	Green 40	Green 12	Green 9	Green 6
	Green/brown field		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green
	Use		PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock
	Locality		LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC
Site Area	**Gross**	**ha**	22.86	0.81	0.81	5.33	0.61	1.01	0.61	3.20	0.30	0.97	0.81	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	20.00	3.75	1.52	0.45	0.36	0.20
	Net	ha	14.29	0.67	0.67	3.33	0.50	0.83	0.50	2.00	0.30	0.80	0.67	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	12.50	2.34	1.25	0.38	0.30	0.20
Units			500	200	100	100	100	100	60	60	60	60	20	12	12	9	9	9	6	6	3	400	75	40	12	9	6
Average Unit Size		m2	87.65	57.86	64.06	88.44	64.06	64.06	64.05	87.50	64.05	64.05	89.55	65.00	98.92	62.89	110.89	56.11	85.00	65.00	95.00	87.42	87.85	87.10	85.08	92.78	107.00
Mix	Intermediate to Buy		9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%
	Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
	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%	0.00%
Price	Market	£/m2	2,375	2,375	2,375	2,500	2,375	2,800	2,375	2,500	2,375	2,800	2,500	2,800	2,500	2,800	2,500	2,800	2,500	2,800	2,500	3,180	3,180	3,180	3,180	3,180	3,180
	Intermediate to Buy	£/m2	1,663	1,663	1,663	1,750	1,663	1,960	1,663	1,750	1,663	1,960	1,750	1,960	1,750	1,960	1,750	1,960	1,750	1,960	1,750	2,226	2,226	2,226	2,226	2,226	2,226
	Affordable Rent	£/m2	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
	Social Rent	£/m2	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120
Grant and Subsi	Intermediate to Buy	£/unit																									
	Affordable Rent	£/unit																									
	Social Rent	£/unit																									
Sales per Quarter																											
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	25,000	25,000	25,000	50,000	50,000	50,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%						
Additional Uplift		£/ha																				300,000	300,000	300,000	300,000	300,000	300,000
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	0
Legals / Acquisition		% 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%	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	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	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%	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%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
BCIS		£/m2	1,225	1,793	1,437	1,223	1,793	1,437	1,437	1,221	1,793	1,437	1,221	1,442	1,231	1,449	1,238	1,448	1,175	1,448	1,175	1,225	1,226	1,223	1,202	1,178	1,179
CfSH		%																									
Energy		£/m2	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	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Design		£/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
Acc & Adpt		£/m2	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0
Water		£/m2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Small Sites		%															6%	6%	6%	13%						6%	6%
Site Costs		%	10.0%	5.0%	10.0%	15.0%	5.0%	5.0%	10.0%	15.0%	5.0%	5.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	15.0%	15.0%	15.0%	15.0%	15.0%	10.0%	10.0%
Pre CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Post CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
		£/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
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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	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%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Abnormals		%	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%	5.00%								
		£/site																									
FINANCE	Fees	£	58,000	124,000	75,000	40,000	70,000	95,000	45,000	34,000	42,000	57,000	19,000	11,000	12,000	8,000	9,000	7,000	6,000	6,000	4,000	229,000	94,000	63,000	18,000	16,000	13,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£																									
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%	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%	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	0	0	0	0	0	0	0	0
Developers Profi	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%	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%	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	Site 25
			Brown 500 HD	Brown 200 HD High	Brown 100 HD	Brown 100	Brown 100 High	Brown 100 PRS	Brown 60 HD	Brown 60	Brown 60 High	Brown 60 PRS	Brown 20	Brown 20 Flats	Brown 12	Brown 12 Flats	Brown 9	Brown 9 Flats	Brown 6	Brown 6 Flats	Brown 3	Green 400	Green 75	Green 40	Green 12	Green 9	Green 6
	Green/brown field		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green
	Use		PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock
Site Are	Gross	ha	22.86	0.81	0.81	5.33	0.61	1.01	0.61	3.20	0.30	0.97	0.81	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	20.00	3.75	1.52	0.45	0.36	0.20
	Net	ha	14.29	0.67	0.67	3.33	0.50	0.83	0.50	2.00	0.30	0.80	0.67	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	12.50	2.34	1.25	0.38	0.30	0.20
Units			500	200	100	100	100	100	60	60	60	60	20	12	12	9	9	9	6	6	3	400	75	40	12	9	6
Mix	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
	Intermediate to Buy		9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%
	Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
	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%	0.00%
Existing Use Value		£/ha	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	25,000	25,000	25,000	50,000	50,000	50,000
		£ site	27,428,571	969,697	969,697	3,200,000	727,273	1,212,121	727,273	1,920,000	360,000	1,163,636	484,848	120,000	160,000	108,000	154,286	108,000	112,500	112,500	60,000	500,000	93,750	37,879	22,727	18,182	10,000
Uplift		£/ha	240,000	240,000	240,000	120,000	240,000	240,000	240,000	120,000	240,000	240,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	300,000	300,000	300,000	300,000	300,000	300,000
		£ site	5,485,714	193,939	193,939	640,000	145,455	242,424	145,455	384,000	72,000	232,727	96,970	24,000	32,000	21,600	30,857	21,600	22,500	22,500	12,000	6,000,000	1,125,000	454,545	136,364	109,091	60,000
Benchmark Land Value		£/ha	1,440,000	1,440,000	1,440,000	720,000	1,440,000	1,440,000	1,440,000	720,000	1,440,000	1,440,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	325,000	325,000	325,000	350,000	350,000	350,000
		£ site	32,914,286	1,163,636	1,163,636	3,840,000	872,727	1,454,545	872,727	2,304,000	432,000	1,396,364	581,818	144,000	192,000	129,600	185,143	129,600	135,000	135,000	72,000	6,500,000	1,218,750	492,424	159,091	127,273	70,000
Residua	Gross	£/ha	61,616	-9,937,481	-2,580,404	-9,975	-7,123,006	-34,614	-2,081,164	-24,365	-8,673,244	-34,567	118,589	-408,643	202,142	-293,996	-368,489	-683,452	-73,782	-449,643	261,812	842,639	788,847	1,013,873	1,029,898	980,861	1,387,108
	Net	£/ha	98,586	-12,045,431	-3,127,762	-15,961	-8,633,946	-41,957	-2,522,623	-38,984	-8,673,244	-41,900	143,744	-408,643	202,142	-293,996	-368,489	-683,452	-73,782	-449,643	261,812	1,348,223	1,262,154	1,228,937	1,248,362	1,188,923	1,387,108
		£ site	1,408,376	-8,030,287	-2,085,175	-53,202	-4,316,973	-34,964	-1,261,311	-77,968	-2,601,973	-33,520	95,829	-81,729	53,904	-52,919	-94,754	-123,021	-13,834	-84,308	26,181	16,852,790	2,958,175	1,536,172	468,136	356,677	277,422
Additional Profit		£ site	-37,265,992	-9,429,508	-3,328,731	-4,025,390	-5,288,332	-1,470,077	-2,192,999	-2,443,331	-3,091,357	-1,446,590	-473,352	-226,832	-120,311	-180,539	-296,567	-259,962	-155,276	-226,044	-47,606	13,170,595	2,155,647	1,245,004	359,400	252,802	225,210
		£/m2	-1,096	-1,142	-701	-582	-1,113	-309	-772	-600	-1,089	-509	-337	-402	-131	-431	-425	-735	-435	-828	-239	486	421	466	466	433	501

South East Base
Site 1

SITE NAME	Site 1	Brown 500 HD

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	97.2		70%	350		2,375	80,764,250	34,006
Shared Ownership	65.5		9%	45		1,663	4,897,725	2,946
Affordable Rent	65.5		21%	105		1,500	10,311,000	6,874
Social Rent	65.5		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	14.29	ha		35	/ha		**95,972,975**	**43,826**
SITE AREA - Gross	22.86	ha		22	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,408,376	98,586	61,616
Alternative Use Value	27,428,571		1,200,000
Uplift 20%	5,485,714		240,000
Plus /ha 0	0		0
Viability Threshold	**32,914,286**		**1,440,000**
	£/m2		
Additional Profit	-37,265,992	-1,096	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	2,817		1,408,376	
	Stamp Duty		59,919		
	Easements etc.		0		
	Legals Acquisition	1.50%	21,126	81,044	
PLANNING					
	Planning Fee		85,200		
	Architects	4.00%	2,685,779		
	QS / PM	0.50%	335,722		
	Planning Consultants	1.00%	671,445		
	Other Professional	3.50%	2,350,057	6,128,203	
CONSTRUCTION					
	Build Cost - BCIS Based	1,367	59,904,072		
	s106 / CIL		1,250,000		
	Contingency	5.00%	2,995,204		
	Abnormals		2,995,204	67,144,479	
FINANCE					
	Fees		58,000		
	Interest	6.00%			
	Legal and Valuation		0	58,000	
SALES					
	Agents	3.0%	2,879,189		
	Legals	0.5%	479,865		
	Misc.		0	3,359,054	**78,179,156**
Developers Profit					
	Market Housing	17.50%			**14,133,744**
	Affordable Housing	17.50%			**2,661,527**

33590.54125

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	500		
No dwgs under	50	462	23,100
No dwgs over 5(	450	138	62,100
		Total	85,200

Stamp duty calc - Residual		
Land payment		1,408,376
	Total	59,919

Stamp duty calc - Add Profit			
Land payment			32,914,286
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	1,645,714

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**1,250,000**

Post CIL s106	2,500	£/ Unit (all)	1,250,000
CIL	0	£/m2	0
		Total	**1,250,000**

Build Cost	/m2	
BCIS	1,225	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	123	10%
	1,367	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW 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
INCOME																								
UNITS Started	50	50	100	100	100	100																		
Market Housing		8,076,425	8,076,425	16,152,850	16,152,850	16,152,850	16,152,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		489,773	489,773	979,545	979,545	979,545	979,545	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,031,100	1,031,100	2,062,200	2,062,200	2,062,200	2,062,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**9,597,298**	**9,597,298**	**19,194,595**	**19,194,595**	**19,194,595**	**19,194,595**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	59,919																							
Easements etc.	0																							
Legals Acquisition	21,126																							
Planning Fee	85,200																							
Architects	2,685,779		0																					
QS	335,722		0																					
Planning Consultants	671,445		0																					
Other Professional	2,350,057		0																					
Build Cost - BCIS Base		5,990,407	5,990,407	11,980,814	11,980,814	11,980,814	11,980,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		125,000	125,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	58,000																							
Legal and Valuation	0																							
Agents	0	287,919	287,919	575,838	575,838	575,838	575,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	47,986	47,986	95,973	95,973	95,973	95,973	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**6,267,248**	**7,050,353**	**7,050,353**	**14,100,707**	**14,100,707**	**14,100,707**	**14,100,707**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**1,408,376**																							
Interest		460,537	335,353	202,658	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								14,133,744
Profit on GDV																								2,661,527
Cash Flow	-7,675,623	2,086,407	2,211,591	4,891,231	5,093,888	5,093,888	5,093,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-16,795,271
Opening Balanc	0																							
Closing Balanc	-7,675,623	-5,589,216	-3,377,625	1,513,606	6,607,494	11,701,382	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	16,795,271	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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 As Above																								
INCOME	**0**	**9,597,298**	**9,597,298**	**19,194,595**	**19,194,595**	**19,194,595**	**19,194,595**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	32,914,286																							
Stamp Duty	1,645,714	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	493,714	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	85,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	2,685,779	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	335,722	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	671,445	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	2,350,057	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	5,990,407	5,990,407	11,980,814	11,980,814	11,980,814	11,980,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-6,210,999	-6,210,999	-6,210,999	-6,210,999	-6,210,999	-6,210,999																		
Post CIL s106		125,000	125,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	58,000	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	287,919	287,919	575,838	575,838	575,838	575,838	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	47,986	47,986	95,973	95,973	95,973	95,973	0	0	0	0	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	**35,028,919**	**839,355**	**839,355**	**7,889,708**	**7,889,708**	**7,889,708**	**14,100,707**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,101,735	1,702,363	1,279,028	677,476	39,832	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								13,033,555
Profit on GDV																								2,661,527
Cash Flow	-35,028,919	6,656,208	7,055,580	10,025,859	10,627,411	11,265,055	5,093,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-15,695,082
Opening Balanc	0																							
Closing Balanc	-35,028,919	-28,372,711	-21,317,131	-11,291,272	-663,861	10,601,194	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	15,695,082	0

SITE NAME Site 2 Brown 200 HD High

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	59.0	70%	140	2,375	19,617,500	8,260
Shared Ownership	55.2	9%	18	1,663	1,651,860	994
Affordable Rent	55.2	21%	42	1,500	3,477,600	2,318
Social Rent	55.2	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.67 ha		300 /ha		24,746,960	11,572
SITE AREA - Gross	0.81 ha		248 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-8,030,287	-12,045,431	-9,937,481
Alternative Use Value	969,697	1,200,000	
Uplift 20%	193,939	240,000	
Plus /ha 0	0	0	
Viability Threshold	1,163,636	1,440,000	
	£/m2		
Additional Profit	-9,429,508	-1,142	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	-40,151		-8,030,287
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-120,454	-120,454
PLANNING				
	Planning Fee		43,800	
	Architects	4.00%	988,259	
	QS / PM	0.50%	123,532	
	Planning Consultants	1.00%	247,065	
	Other Professional	3.50%	864,727	2,267,383
CONSTRUCTION				
	Build Cost - BCIS Based	1,902	22,005,894	
	s106 / CIL		500,000	
	Contingency	5.00%	1,100,295	
	Abnormals		1,100,295	24,706,483
FINANCE				
	Fees		124,000	
	Interest	6.00%		
	Legal and Valuation		0	124,000
SALES				
	Agents	3.0%	742,409	
	Legals	0.5%	123,735	
	Misc.		0	866,144 **19,813,269**

Developers Profit			
	Market Housing	17.50%	**3,433,063**
	Affordable Housing	17.50%	**897,656**

21653.59

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	200		
No dwgs under	50	462	23,100
No dwgs over 5(	150	138	20,700
		Total	43,800

Stamp duty calc - Residual	
Land payment	-8,030,287
Total	0

Stamp duty calc - Add Profit			
Land payment			1,163,636
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**500,000**
Post CIL s106	2,500	£/ Unit (all)	500,000
CIL	0	£/m2	0
		Total	**500,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			50	50	50	50																		
Market Housing				0	0	0	4,904,375	4,904,375	4,904,375	4,904,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	412,965	412,965	412,965	412,965	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	869,400	869,400	869,400	869,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**6,186,740**	**6,186,740**	**6,186,740**	**6,186,740**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-120,454																							
Planning Fee	43,800																							
Architects	494,130		494,130																					
QS	61,766		61,766																					
Planning Consultants	123,532		123,532																					
Other Professional	432,363		432,363																					
Build Cost - BCIS Base		0	1,833,824	3,667,649	5,501,473	5,501,473	3,667,649	1,833,824	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	41,667	83,333	125,000	125,000	83,333	41,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	124,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	185,602	185,602	185,602	185,602	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	30,934	30,934	30,934	30,934	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**1,159,137**	**0**	**3,170,665**	**4,117,747**	**6,176,621**	**6,176,621**	**4,334,283**	**2,275,409**	**216,536**	**216,536**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-8,030,287**																							
Interest		0	0	0	6,259	99,002	193,136	168,247	112,100	24,229	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,433,063
Affordable Housing																								897,656
Cash Flow	6,871,150	0	-3,170,665	-4,117,747	-6,182,880	-6,275,623	1,659,320	3,743,084	5,858,104	5,945,975	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,330,718
Opening Balanc	0																							
Closing Balance	6,871,150	6,871,150	3,700,485	-417,263	-6,600,142	-12,875,765	-11,216,445	-7,473,361	-1,615,257	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	4,330,718	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**6,186,740**	**6,186,740**	**6,186,740**	**6,186,740**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,163,636																							
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.	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	17,455	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	43,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	494,130	0	494,130	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	61,766	0	61,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	123,532	0	123,532	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	432,363	0	432,363	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	1,833,824	3,667,649	5,501,473	5,501,473	3,667,649	1,833,824	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-4,714,754	-4,714,754																				
Post CIL s106					125,000	125,000	125,000	125,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	124,000	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	185,602	185,602	185,602	185,602	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	30,934	30,934	30,934	30,934	0	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	**2,460,683**	**0**	**-1,585,755**	**-680,340**	**6,176,621**	**6,176,621**	**4,375,950**	**2,358,743**	**216,536**	**216,536**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		36,910	37,464	14,240	4,248	96,961	191,065	166,769	111,850	23,975	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,450,229
Affordable Housing																								897,656
Cash Flow	-2,460,683	-36,910	1,548,291	666,100	-6,180,869	-6,273,582	1,619,725	3,661,228	5,858,354	5,946,229	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,347,884
Opening Balance	0																							
Closing Balance	-2,460,683	-2,497,593	-949,302	-283,201	-6,464,070	-12,737,652	-11,117,926	-7,456,698	-1,598,345	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	4,347,884	0

South East Base
Site 3

SITE NAME Site 3 Brown 100 HD

INCOME	Av Size m2	%	Number 100	Price £/m2	GDV £	GIA m2
Market Housing	67.9	70%	70	2,375	11,281,250	4,750
Shared Ownership	55.2	9%	9	1,663	825,930	497
Affordable Rent	55.2	21%	21	1,500	1,738,800	1,159
Social Rent	55.2	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.67 ha		150 /ha		**13,845,980**	**6,406**
SITE AREA - Gross	0.81 ha		124 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-2,085,175	-3,127,762	-2,580,404
Alternative Use Value	969,697		1,200,000
Uplift 20%	193,939		240,000
Plus /ha 0	0		0
Viability Threshold	**1,163,636**		**1,440,000**

£/m2

Additional Profit	-3,328,731	-701

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-20,852		-2,085,175	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-31,278	-31,278	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	460,888		
	QS / PM	0.50%	57,611		
	Planning Consultants	1.00%	115,222		
	Other Professional	3.50%	403,277	1,066,997	
CONSTRUCTION					
	Build Cost - BCIS Based	1,600	10,247,449		
	s106 / CIL		250,000		
	Contingency	5.00%	512,372		
	Abnormals		512,372	11,522,194	
FINANCE					
	Fees		75,000		
	Interest	6.00%			
	Legal and Valuation		0	75,000	
SALES					
	Agents	3.0%	415,379		
	Legals	0.5%	69,230		
	Misc.		0	484,609	**11,032,349**

Developers Profit			
	Market Housing	17.50%	**1,974,219**
	Affordable Housing	17.50%	**448,828**

24230.465

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual

Land payment		-2,085,175
	Total	0

Stamp duty calc - Add Profit

Land payment		1,163,636
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,600	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	2,820,313	2,820,313	2,820,313	2,820,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	206,483	206,483	206,483	206,483	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**3,461,495**	**3,461,495**	**3,461,495**	**3,461,495**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-31,278																							
Planning Fee	30,000																							
Architects	230,444		230,444																					
QS	28,805		28,805																					
Planning Consultants	57,611		57,611																					
Other Professional	201,638		201,638																					
Build Cost - BCIS Base		0	853,954	1,707,908	2,561,862	2,561,862	1,707,908	853,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	75,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	103,845	103,845	103,845	103,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,307	17,307	17,307	17,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**592,221**	**0**	**1,478,682**	**1,920,366**	**2,880,549**	**2,880,549**	**2,041,518**	**1,081,335**	**121,152**	**121,152**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-2,085,175**																							
Interest		0	0	0	28,591	72,229	116,520	96,968	62,720	13,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,974,219
Affordable Housing																								448,828
Cash Flow	1,492,954	0	-1,478,682	-1,920,366	-2,909,140	-2,952,777	1,303,457	2,283,192	3,277,622	3,326,787	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,423,047
Opening Balanc	0																							
Closing Balance	1,492,954	1,492,954	14,272	-1,906,094	-4,815,234	-7,768,011	-6,464,554	-4,181,362	-903,740	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,461,495**	**3,461,495**	**3,461,495**	**3,461,495**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,163,636																							
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.	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	17,455	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	230,444	0	230,444	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	28,805	0	28,805	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	57,611	0	57,611	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	201,638	0	201,638	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	853,954	1,707,908	2,561,862	2,561,862	1,707,908	853,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,664,365	-1,664,365																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	75,000	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	103,845	103,845	103,845	103,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,307	17,307	17,307	17,307	0	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	**1,804,590**	**0**	**-206,517**	**214,334**	**2,880,549**	**2,880,549**	**2,062,351**	**1,123,002**	**121,152**	**121,152**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		27,069	27,475	24,789	28,376	72,010	116,298	97,056	63,434	14,280	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,925,203
Affordable Housing																								448,828
Cash Flow	-1,804,590	-27,069	179,042	-239,123	-2,908,925	-2,952,559	1,282,845	2,241,437	3,276,909	3,326,062	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,374,031
Opening Balance	0																							
Closing Balance	-1,804,590	-1,831,659	-1,652,616	-1,891,739	-4,800,664	-7,753,223	-6,470,377	-4,228,940	-952,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	2,374,031	0

South East Base
Site 4

SITE NAME	Site 4	Brown 100

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	98.8		70%	70		2,500	17,290,000	6,916
Shared Ownership	64.3		9%	9		1,750	1,012,200	578
Affordable Rent	64.3		21%	21		1,500	2,024,400	1,350
Social Rent	64.3		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	3.33	ha		30	/ha		**20,326,600**	**8,844**
SITE AREA - Gross	5.33	ha		19	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-53,202	-15,961	-9,975
Alternative Use Value	3,200,000		600,000
Uplift 20%	640,000		120,000
Plus /ha 0	0		0
Viability Threshold	**3,840,000**		**720,000**
	£/m2		
Additional Profit	-4,025,390	-582	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-532		-53,202	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-798	-798	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	564,757		
	QS / PM	0.50%	70,595		
	Planning Consultants	1.00%	141,189		
	Other Professional	3.50%	494,162	1,300,703	
CONSTRUCTION					
	Build Cost - BCIS Based	1,426	12,608,112		
	s106 / CIL		250,000		
	Contingency	5.00%	630,406		
	Abnormals		630,406	14,118,924	
FINANCE					
	Fees		40,000		
	Interest	6.00%			
	Legal and Valuation		0	40,000	
SALES					
	Agents	3.0%	609,798		
	Legals	0.5%	101,633		
	Misc.		0	711,431	**16,117,058**

Developers Profit			
	Market Housing	17.50%	**3,025,750**
	Affordable Housing	17.50%	**531,405**

35571.55

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-53,202
Total	0

Stamp duty calc - Add Profit		
Land payment		3,840,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,223	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,426	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13	12	13	12	13	12	13														
Market Housing				0	0	0	2,074,800	2,247,700	2,074,800	2,247,700	2,074,800	2,247,700	2,074,800	2,247,700	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	121,464	131,586	121,464	131,586	121,464	131,586	121,464	131,586	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	242,928	263,172	242,928	263,172	242,928	263,172	242,928	263,172	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,439,192**	**2,642,458**	**2,439,192**	**2,642,458**	**2,439,192**	**2,642,458**	**2,439,192**	**2,642,458**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-798																							
Planning Fee	30,000																							
Architects	282,378		282,378																					
QS	35,297		35,297																					
Planning Consultants	70,595		70,595																					
Other Professional	247,081		247,081																					
Build Cost - BCIS Base		0	504,324	1,050,676	1,555,001	1,597,028	1,555,001	1,597,028	1,555,001	1,597,028	1,050,676	546,352	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	10,000	20,833	30,833	31,667	30,833	31,667	30,833	31,667	20,833	10,833	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	40,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	73,176	79,274	73,176	79,274	73,176	79,274	73,176	79,274	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,196	13,212	12,196	13,212	12,196	13,212	12,196	13,212	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**704,554**	**0**	**1,200,109**	**1,176,577**	**1,741,334**	**1,788,397**	**1,826,706**	**1,880,883**	**1,826,706**	**1,880,883**	**1,261,949**	**704,306**	**85,372**	**92,486**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-53,202**																							
Interest		9,770	9,917	28,067	46,137	72,949	100,869	93,195	83,169	75,229	64,934	48,250	19,901	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,025,750
Affordable Housing																								531,405
Cash Flow	-651,351	-9,770	-1,210,025	-1,204,644	-1,787,471	-1,861,346	511,617	668,380	529,317	686,346	1,112,309	1,889,902	2,333,919	2,549,972	0	0	0	0	0	0	0	0	0	-3,557,155
Opening Balanc	0																							
Closing Balance	-651,351	-661,122	-1,871,147	-3,075,791	-4,863,262	-6,724,608	-6,212,991	-5,544,610	-5,015,293	-4,328,948	-3,216,639	-1,326,736	1,007,183	3,557,155	3,557,155	3,557,155	3,557,155	3,557,155	3,557,155	3,557,155	3,557,155	3,557,155	3,557,155	3,557,155	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,439,192**	**2,642,458**	**2,439,192**	**2,642,458**	**2,439,192**	**2,642,458**	**2,439,192**	**2,642,458**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	3,840,000																							
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.	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	57,600	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	282,378	0	282,378	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	35,297	0	35,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	70,595	0	70,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	247,081	0	247,081	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	504,324	1,050,676	1,555,001	1,597,028	1,555,001	1,597,028	1,555,001	1,597,028	1,050,676	546,352	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-670,898	-670,898	-670,898	-670,898	-670,898	-670,898																
Post CIL s106					30,000	32,500	30,000	32,500	30,000	32,500	30,000	32,500	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	40,000	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	73,176	79,274	73,176	79,274	73,176	79,274	73,176	79,274	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,196	13,212	12,196	13,212	12,196	13,212	12,196	13,212	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	**4,602,952**	**0**	**519,210**	**484,845**	**1,069,602**	**1,118,332**	**1,154,974**	**1,210,818**	**1,825,872**	**1,881,716**	**1,271,115**	**725,973**	**85,372**	**92,486**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		69,044	70,080	78,919	87,376	104,730	123,076	105,659	85,770	77,856	67,613	51,106	23,125	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,807,572
Affordable Housing																								531,405
Cash Flow	-4,602,952	-69,044	-589,290	-563,765	-1,156,978	-1,223,062	1,161,142	1,325,981	527,550	682,885	1,100,464	1,865,379	2,330,695	2,549,972	0	0	0	0	0	0	0	0	0	-3,338,977
Opening Balance	0																							
Closing Balance	-4,602,952	-4,671,996	-5,261,286	-5,825,051	-6,982,028	-8,205,091	-7,043,949	-5,717,968	-5,190,418	-4,507,533	-3,407,069	-1,541,690	789,005	3,338,977	3,338,977	3,338,977	3,338,977	3,338,977	3,338,977	3,338,977	3,338,977	3,338,977	3,338,977	0

South East Base
Site 5

SITE NAME Site 5 Brown 100 High

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			100			
Market Housing	67.9	70%	70	2,375	11,281,250	4,750
Shared Ownership	55.2	9%	9	1,663	825,930	497
Affordable Rent	55.2	21%	21	1,500	1,738,800	1,159
Social Rent	55.2	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.50 ha		200 /ha		**13,845,980**	**6,406**
SITE AREA - Gross	0.61 ha		165 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-4,316,973**	**-8,633,946**	**-7,123,006**
Alternative Use Value	727,273	1,200,000	
Uplift 20%	145,455	240,000	
Plus /ha 0	0	0	
Viability Threshold	**872,727**	**1,440,000**	
	£/m2		
Additional Profit	**-5,288,332**	**-1,113**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	-43,170		-4,316,973
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-64,755	-64,755
PLANNING				
	Planning Fee		30,000	
	Architects	4.00%	546,007	
	QS / PM	0.50%	68,251	
	Planning Consultants	1.00%	136,502	
	Other Professional	3.50%	477,756	1,258,515
CONSTRUCTION				
	Build Cost - BCIS Based	1,902	12,181,970	
	s106 / CIL		250,000	
	Contingency	5.00%	609,098	
	Abnormals		609,098	13,650,167
FINANCE				
	Fees		70,000	
	Interest	6.00%		
	Legal and Valuation		0	70,000
SALES				
	Agents	3.0%	415,379	
	Legals	0.5%	69,230	
	Misc.		0	484,609 **11,081,564**

Developers Profit			
	Market Housing	17.50%	**1,974,219**
	Affordable Housing	17.50%	**448,828**

24230.465

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual

Land payment		-4,316,973
	Total	0

Stamp duty calc - Add Profit

Land payment		872,727
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	2,820,313	2,820,313	2,820,313	2,820,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	206,483	206,483	206,483	206,483	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**3,461,495**	**3,461,495**	**3,461,495**	**3,461,495**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-64,755																							
Planning Fee	30,000																							
Architects	273,003		273,003																					
QS	34,125		34,125																					
Planning Consultants	68,251		68,251																					
Other Professional	238,878		238,878																					
Build Cost - BCIS Base		0	1,015,164	2,030,328	3,045,492	3,045,492	2,030,328	1,015,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	70,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	103,845	103,845	103,845	103,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,307	17,307	17,307	17,307	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**649,503**	**0**	**1,751,771**	**2,275,028**	**3,412,542**	**3,412,542**	**2,396,180**	**1,258,666**	**121,152**	**121,152**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-4,316,973**																							
Interest		0	0	0	5,390	56,659	108,697	94,348	62,720	13,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,974,219
Affordable Housing																								448,828
Cash Flow	3,667,470	0	-1,751,771	-2,275,028	-3,417,932	-3,469,201	956,618	2,108,481	3,277,622	3,326,787	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,423,047
Opening Balanc	0																							
Closing Balance	3,667,470	3,667,470	1,915,699	-359,329	-3,777,261	-7,246,461	-6,289,843	-4,181,362	-903,740	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	2,423,047	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,461,495**	**3,461,495**	**3,461,495**	**3,461,495**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	872,727																							
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.	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	13,091	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	273,003	0	273,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	34,125	0	34,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	68,251	0	68,251	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	238,878	0	238,878	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	1,015,164	2,030,328	3,045,492	3,045,492	2,030,328	1,015,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-2,644,166	-2,644,166																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	70,000	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	103,845	103,845	103,845	103,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,307	17,307	17,307	17,307	0	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	**1,600,076**	**0**	**-913,228**	**-410,805**	**3,412,542**	**3,412,542**	**2,417,013**	**1,300,333**	**121,152**	**121,152**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		24,001	24,361	11,028	5,032	56,295	108,328	94,285	63,282	14,126	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,935,636
Affordable Housing																								448,828
Cash Flow	-1,600,076	-24,001	888,867	399,777	-3,417,573	-3,468,837	936,154	2,066,877	3,277,060	3,326,216	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,384,464
Opening Balance	0																							
Closing Balance	-1,600,076	-1,624,077	-735,210	-335,434	-3,753,007	-7,221,844	-6,285,690	-4,218,813	-941,753	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	2,384,464	0

South East Base
Site 6

SITE NAME Site 6 Brown 100 PRS

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			100			
Market Housing	67.9	70%	70	2,800	13,300,000	4,750
Shared Ownership	55.2	9%	9	1,960	973,728	497
Affordable Rent	55.2	21%	21	1,500	1,738,800	1,159
Social Rent	55.2	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.83 ha		120 /ha		16,012,528	6,406
SITE AREA - Gross	1.01 ha		99 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-34,964	-41,957	-34,614
Alternative Use Value	1,212,121		1,200,000
Uplift 20%	242,424		240,000
Plus /ha 0	0		0
Viability Threshold	1,454,545		1,440,000
	£/m2		
Additional Profit	-1,470,077	-309	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	-350		-34,964	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-524	-524	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	440,636		
	QS / PM	0.50%	55,080		
	Planning Consultants	1.00%	110,159		
	Other Professional	3.50%	385,557	1,021,432	
CONSTRUCTION					
	Build Cost - BCIS Based	1,528	9,787,189		
	s106 / CIL		250,000		
	Contingency	5.00%	489,359		
	Abnormals		489,359	11,015,908	
FINANCE					
	Fees		95,000		
	Interest	6.00%			
	Legal and Valuation		0	95,000	
SALES					
	Agents	3.0%	480,376		
	Legals	0.5%	80,063		
	Misc.		0	560,438	**12,657,289**

Developers Profit			
Market Housing	17.50%		**2,327,500**
Affordable Housing	17.50%		**474,692**

28021.924

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual

Land payment	-34,964
Total	0

Stamp duty calc - Add Profit

Land payment		1,454,545
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	72	5%
	1,528	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	3,325,000	3,325,000	3,325,000	3,325,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	243,432	243,432	243,432	243,432	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**4,003,132**	**4,003,132**	**4,003,132**	**4,003,132**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-524																							
Planning Fee	30,000																							
Architects	220,318		220,318																					
QS	27,540		27,540																					
Planning Consultants	55,080		55,080																					
Other Professional	192,778		192,778																					
Build Cost - BCIS Base		0	815,599	1,631,198	2,446,797	2,446,797	1,631,198	815,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	95,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	120,094	120,094	120,094	120,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	20,016	20,016	20,016	20,016	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**620,191**	**0**	**1,413,708**	**1,835,985**	**2,753,977**	**2,753,977**	**1,976,094**	**1,058,102**	**140,110**	**140,110**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-34,964																							
Interest		8,778	8,910	30,249	58,243	100,426	143,242	114,985	72,535	15,677	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,327,500
Affordable Housing																								474,692
Cash Flow	-585,227	-8,778	-1,422,618	-1,866,234	-2,812,220	-2,854,403	1,883,796	2,830,045	3,790,488	3,847,345	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,802,192
Opening Balanc	0																							
Closing Balance	-585,227	-594,006	-2,016,624	-3,882,858	-6,695,078	-9,549,481	-7,665,685	-4,835,640	-1,045,153	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,003,132**	**4,003,132**	**4,003,132**	**4,003,132**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,454,545																							
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.	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	21,818	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	220,318	0	220,318	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	27,540	0	27,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	55,080	0	55,080	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	192,778	0	192,778	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	815,599	1,631,198	2,446,797	2,446,797	1,631,198	815,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-735,039	-735,039																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	95,000	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	120,094	120,094	120,094	120,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	20,016	20,016	20,016	20,016	0	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	**2,097,079**	**0**	**657,836**	**1,059,279**	**2,753,977**	**2,753,977**	**1,996,928**	**1,099,769**	**140,110**	**140,110**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		31,456	31,928	42,274	58,798	100,989	143,814	115,878	74,066	17,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,222,336
Affordable Housing																								474,692
Cash Flow	-2,097,079	-31,456	-689,764	-1,101,554	-2,812,775	-2,854,966	1,862,391	2,787,485	3,788,957	3,845,791	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,697,029
Opening Balance	0																							
Closing Balance	-2,097,079	-2,128,536	-2,818,300	-3,919,854	-6,732,628	-9,587,595	-7,725,204	-4,937,719	-1,148,762	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	0

SITE NAME	Site 7	Brown 60 HD

INCOME	Av Size m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	67.6	70%	42	2,375	6,745,000	2,840
Shared Ownership	55.7	9%	5	1,663	500,246	301
Affordable Rent	55.7	21%	13	1,500	1,053,150	702
Social Rent	55.7	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.50 ha		120 /ha		8,298,396	3,843
SITE AREA - Gross	0.61 ha		99 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-1,261,311	-2,522,623	-2,081,164
Alternative Use Value	727,273		1,200,000
Uplift 20%	145,455		240,000
Plus /ha 0	0		0
Viability Threshold	872,727		1,440,000

£/m2

Additional Profit	-2,192,999	-772

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-1,261,311	
	Land	-21,022			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-18,920	-18,920	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	276,422		
	QS / PM	0.50%	34,553		
	Planning Consultants	1.00%	69,106		
	Other Professional	3.50%	241,869	646,430	
CONSTRUCTION					
	Build Cost - BCIS Based	1,599	6,145,959		
	s106 / CIL		150,000		
	Contingency	5.00%	307,298		
	Abnormals		307,298	6,910,555	
FINANCE					
	Fees		45,000		
	Interest	6.00%			
	Legal and Valuation		0	45,000	
SALES					
	Agents	3.0%	248,952		
	Legals	0.5%	41,492		
	Misc.		0	290,444	**6,612,198**

Developers Profit				
	Market Housing	17.50%		**1,180,375**
	Affordable Housing	17.50%		**271,844**

24203.65573

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-1,261,311
Total	0

Stamp duty calc - Add Profit			
Land payment			872,727
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,599	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,686,250	1,686,250	1,686,250	1,686,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	125,062	125,062	125,062	125,062	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,074,599**	**2,074,599**	**2,074,599**	**2,074,599**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-18,920																							
Planning Fee	24,480																							
Architects	138,211		138,211																					
QS	17,276		17,276																					
Planning Consultants	34,553		34,553																					
Other Professional	120,935		120,935																					
Build Cost - BCIS Base		0	512,163	1,024,327	1,536,490	1,536,490	1,024,327	512,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	45,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	62,238	62,238	62,238	62,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,373	10,373	10,373	10,373	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**361,535**	**0**	**886,855**	**1,151,759**	**1,727,639**	**1,727,639**	**1,224,370**	**648,491**	**72,611**	**72,611**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-1,261,311**																							
Interest		0	0	0	17,083	43,253	69,817	58,111	37,591	8,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,180,375
Affordable Housing																								271,844
Cash Flow	899,776	0	-886,855	-1,151,759	-1,744,721	-1,770,892	780,412	1,367,998	1,964,397	1,993,863	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,452,219
Opening Balanc	0																							
Closing Balance	899,776	899,776	12,921	-1,138,838	-2,883,559	-4,654,452	-3,874,039	-2,506,042	-541,644	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,074,599**	**2,074,599**	**2,074,599**	**2,074,599**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	872,727																							
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.	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	13,091	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	138,211	0	138,211	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	17,276	0	17,276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	34,553	0	34,553	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	120,935	0	120,935	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	512,163	1,024,327	1,536,490	1,536,490	1,024,327	512,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,096,500	-1,096,500																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	45,000	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	62,238	62,238	62,238	62,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,373	10,373	10,373	10,373	0	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	**1,266,273**	**0**	**-222,145**	**30,260**	**1,727,639**	**1,727,639**	**1,236,870**	**673,491**	**72,611**	**72,611**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		18,994	19,279	16,236	16,933	43,102	69,663	58,142	37,998	8,538	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,152,418
Affordable Housing																								271,844
Cash Flow	-1,266,273	-18,994	202,866	-46,496	-1,744,572	-1,770,741	768,066	1,342,966	1,963,990	1,993,450	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,424,263
Opening Balance	0																							
Closing Balance	-1,266,273	-1,285,267	-1,082,401	-1,128,897	-2,873,469	-4,644,210	-3,876,144	-2,533,178	-569,188	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	1,424,263	0

South East Base
Site 8

SITE NAME Site 8 Brown 60

INCOME	Av Size m2		%	Number 60		Price £/m2	GDV £	GIA m2
Market Housing	97.0		70%	42		2,500	10,185,000	4,074
Shared Ownership	67.0		9%	5		1,750	633,150	362
Affordable Rent	67.0		21%	13		1,500	1,266,300	844
Social Rent	67.0		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	2.00	ha		30	/ha		**12,084,450**	**5,280**
SITE AREA - Gross	3.20	ha		19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-77,968	-38,984	-24,355
Alternative Use Value	1,920,000		600,000
Uplift 20%	384,000		120,000
Plus /ha 0	0		0
Viability Threshold	**2,304,000**		**720,000**
	£/m2		
Additional Profit	-2,443,331	-600	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-1,299		-77,968	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,170	-1,170	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	336,563		
	QS / PM	0.50%	42,070		
	Planning Consultants	1.00%	84,141		
	Other Professional	3.50%	294,492	781,746	
CONSTRUCTION					
	Build Cost - BCIS Based	1,423	7,512,789		
	s106 / CIL		150,000		
	Contingency	5.00%	375,639		
	Abnormals		375,639	8,414,067	
FINANCE					
	Fees		34,000		
	Interest	6.00%			
	Legal and Valuation		0	34,000	
SALES					
	Agents	3.0%	362,534		
	Legals	0.5%	60,422		
	Misc.		0	422,956	**9,573,631**

Developers Profit			
Market Housing	17.50%		**1,782,375**
Affordable Housing	17.50%		**332,404**

35246.3125

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-77,968
Total	0

Stamp duty calc - Add Profit		
Land payment		2,304,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,221	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,423	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	1,697,500	1,697,500	1,697,500	1,697,500	1,697,500	1,697,500	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	105,525	105,525	105,525	105,525	105,525	105,525	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	211,050	211,050	211,050	211,050	211,050	211,050	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,014,075**	**2,014,075**	**2,014,075**	**2,014,075**	**2,014,075**	**2,014,075**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,170																							
Planning Fee	24,480																							
Architects	168,281		168,281																					
QS	21,035		21,035																					
Planning Consultants	42,070		42,070																					
Other Professional	147,246		147,246																					
Build Cost - BCIS Base		0	417,377	834,754	1,252,131	1,252,131	1,252,131	1,252,131	834,754	417,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	8,333	16,667	25,000	25,000	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	34,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	60,422	60,422	60,422	60,422	60,422	60,422	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,070	10,070	10,070	10,070	10,070	10,070	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**435,944**	**0**	**846,081**	**934,896**	**1,402,345**	**1,402,345**	**1,472,837**	**1,472,837**	**1,005,389**	**537,941**	**70,493**	**70,493**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-77,968**																							
Interest		5,370	5,450	18,223	32,520	54,043	75,889	68,908	61,824	47,621	26,193	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,782,375
Affordable Housing																								332,404
Cash Flow	-357,975	-5,370	-851,531	-953,120	-1,434,865	-1,456,387	465,349	472,329	946,862	1,428,514	1,917,389	1,943,582	0	0	0	0	0	0	0	0	0	0	0	-2,114,779
Opening Balanc	0																							
Closing Balance	-357,975	-363,345	-1,214,876	-2,167,996	-3,602,860	-5,059,248	-4,593,898	-4,121,569	-3,174,707	-1,746,193	171,196	2,114,779	2,114,779	2,114,779	2,114,779	2,114,779	2,114,779	2,114,779	2,114,779	2,114,779	2,114,779	2,114,779	2,114,779	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,014,075**	**2,014,075**	**2,014,075**	**2,014,075**	**2,014,075**	**2,014,075**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	2,304,000																							
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.	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	34,560	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	168,281	0	168,281	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	21,035	0	21,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	42,070	0	42,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	147,246	0	147,246	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	417,377	834,754	1,252,131	1,252,131	1,252,131	1,252,131	834,754	417,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-610,833	-610,833	-610,833	-610,833																		
Post CIL s106					25,000	25,000	25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	34,000	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	60,422	60,422	60,422	60,422	60,422	60,422	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,070	10,070	10,070	10,070	10,070	10,070	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	**2,775,673**	**0**	**226,915**	**307,397**	**791,512**	**791,512**	**1,472,837**	**1,472,837**	**1,013,722**	**554,607**	**70,493**	**70,493**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		41,635	42,260	46,297	51,603	64,249	77,086	70,124	63,057	48,997	27,840	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,670,900
Affordable Housing																								332,404
Cash Flow	-2,775,673	-41,635	-269,175	-353,694	-843,115	-855,761	464,152	471,114	937,296	1,410,470	1,915,742	1,943,582	0	0	0	0	0	0	0	0	0	0	0	-2,003,304
Opening Balance	0																							
Closing Balance	-2,775,673	-2,817,308	-3,086,483	-3,440,177	-4,283,292	-5,139,053	-4,674,901	-4,203,787	-3,266,491	-1,856,021	59,721	2,003,304	2,003,304	2,003,304	2,003,304	2,003,304	2,003,304	2,003,304	2,003,304	2,003,304	2,003,304	2,003,304	2,003,304	0

South East Base
Site 9

SITE NAME Site 9 Brown 60 High

INCOME	Av Size m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	67.6	70%	42	2,375	6,745,000	2,840
Shared Ownership	55.7	9%	5	1,663	500,246	301
Affordable Rent	55.7	21%	13	1,500	1,053,150	702
Social Rent	55.7	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.30 ha		200 /ha		**8,298,396**	**3,843**
SITE AREA - Gross	0.30 ha		200 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-2,601,973	-8,673,244	-8,673,244
Alternative Use Value	360,000	1,200,000	
Uplift 20%	72,000	240,000	
Plus /ha 0	0	0	
Viability Threshold	**432,000**		**1,440,000**
	£/m2		
Additional Profit	-3,091,357	-1,089	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-43,366		-2,601,973	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-39,030	-39,030	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	327,554		
	QS / PM	0.50%	40,944		
	Planning Consultants	1.00%	81,888		
	Other Professional	3.50%	286,610	761,476	
CONSTRUCTION					
	Build Cost - BCIS Based	1,902	7,308,041		
	s106 / CIL		150,000		
	Contingency	5.00%	365,402		
	Abnormals		365,402	8,188,845	
FINANCE					
	Fees		42,000		
	Interest	6.00%			
	Legal and Valuation		0	42,000	
SALES					
	Agents	3.0%	248,952		
	Legals	0.5%	41,492		
	Misc.		0	290,444	**6,641,762**

Developers Profit				
	Market Housing	17.50%		**1,180,375**
	Affordable Housing	17.50%		**271,844** 24203.65573

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5	10	138	1,380
		Total	24,480

Stamp duty calc - Residual

Land payment	-2,601,973
Total	0

Stamp duty calc - Add Profit

Land payment			432,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,686,250	1,686,250	1,686,250	1,686,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	125,062	125,062	125,062	125,062	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,074,599**	**2,074,599**	**2,074,599**	**2,074,599**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-39,030																							
Planning Fee	24,480																							
Architects	163,777		163,777																					
QS	20,472		20,472																					
Planning Consultants	40,944		40,944																					
Other Professional	143,305		143,305																					
Build Cost - BCIS Base		0	609,003	1,218,007	1,827,010	1,827,010	1,218,007	609,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	42,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	62,238	62,238	62,238	62,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,373	10,373	10,373	10,373	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**395,948**	**0**	**1,050,902**	**1,364,808**	**2,047,211**	**2,047,211**	**1,437,418**	**755,015**	**72,611**	**72,611**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-2,601,973**																							
Interest		0	0	0	3,145	33,901	65,117	56,536	37,591	8,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,180,375
Affordable Housing																								271,844
Cash Flow	2,206,025	0	-1,050,902	-1,364,808	-2,050,357	-2,081,112	572,063	1,263,048	1,964,397	1,993,863	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,452,219
Opening Balanc	0																							
Closing Balance	2,206,025	2,206,025	1,155,123	-209,684	-2,260,041	-4,341,153	-3,769,090	-2,506,042	-541,644	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	1,452,219	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,074,599**	**2,074,599**	**2,074,599**	**2,074,599**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	432,000																							
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.	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	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
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	163,777	0	163,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	20,472	0	20,472	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	40,944	0	40,944	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	143,305	0	143,305	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	609,003	1,218,007	1,827,010	1,827,010	1,218,007	609,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**-1,545,679**	-1,545,679																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	42,000	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	62,238	62,238	62,238	62,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,373	10,373	10,373	10,373	0	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	**873,458**	**0**	**-507,277**	**-205,871**	**2,047,211**	**2,047,211**	**1,449,918**	**780,015**	**72,611**	**72,611**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		13,102	13,298	5,889	2,889	33,640	64,853	56,456	37,884	8,422	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,160,230
Affordable Housing																								271,844
Cash Flow	-873,458	-13,102	493,978	199,982	-2,050,100	-2,080,852	559,827	1,238,128	1,964,104	1,993,566	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,432,075
Opening Balance	0																							
Closing Balance	-873,458	-886,560	-392,581	-192,599	-2,242,699	-4,323,551	-3,763,724	-2,525,595	-561,491	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	1,432,075	0

South East Base
Site 10

SITE NAME Site 10 Brown 60 PRS

INCOME	Av Size m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	67.6	70%	42	2,800	7,952,000	2,840
Shared Ownership	55.7	9%	5	1,960	589,764	301
Affordable Rent	55.7	21%	13	1,500	1,053,150	702
Social Rent	55.7	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.80 ha		75 /ha		9,594,914	3,843
SITE AREA - Gross	0.97 ha		62 /ha			

Sales per Quarter	0		
Unit Build Time	3	Quarters	

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-33,520	-41,900	-34,567
Alternative Use Value	1,163,636		1,200,000
Uplift 20%	232,727		240,000
Plus /ha 0	0		0
Viability Threshold	1,396,364		1,440,000
	£/m2		
Additional Profit	-1,446,590	-509	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-559		-33,520	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-503	-503	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	264,276		
	QS / PM	0.50%	33,035		
	Planning Consultants	1.00%	66,069		
	Other Professional	3.50%	231,242	619,102	
CONSTRUCTION					
	Build Cost - BCIS Based	1,527	5,869,917		
	s106 / CIL		150,000		
	Contingency	5.00%	293,496		
	Abnormals		293,496	6,606,908	
FINANCE					
	Fees		57,000		
	Interest	6.00%			
	Legal and Valuation		0	57,000	
SALES					
	Agents	3.0%	287,847		
	Legals	0.5%	47,975		
	Misc.		0	335,822	**7,584,809**

Developers Profit				
	Market Housing	17.50%		**1,391,600**
	Affordable Housing	17.50%		**287,510** 27985.16583

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual

Land payment	-33,520
Total	0

Stamp duty calc - Add Profit

Land payment		1,396,364
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	72	5%
	1,527	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,988,000	1,988,000	1,988,000	1,988,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	147,441	147,441	147,441	147,441	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,398,729**	**2,398,729**	**2,398,729**	**2,398,729**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-503																							
Planning Fee	24,480																							
Architects	132,138		132,138																					
QS	16,517		16,517																					
Planning Consultants	33,035		33,035																					
Other Professional	115,621		115,621																					
Build Cost - BCIS Base		0	489,160	978,319	1,467,479	1,467,479	978,319	489,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	57,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	71,962	71,962	71,962	71,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,994	11,994	11,994	11,994	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**378,288**	**0**	**847,887**	**1,101,151**	**1,651,727**	**1,651,727**	**1,185,107**	**634,531**	**83,955**	**83,955**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-33,520																							
Interest		5,172	5,249	18,046	34,834	60,133	85,810	68,893	43,464	9,394	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,391,600
Affordable Housing																								287,510
Cash Flow	-344,768	-5,172	-853,136	-1,119,198	-1,686,561	-1,711,860	1,127,811	1,695,304	2,271,309	2,305,379	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,679,110
Opening Balanc	0																							
Closing Balance	-344,768	-349,940	-1,203,075	-2,322,273	-4,008,834	-5,720,694	-4,592,882	-2,897,578	-626,269	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,398,729**	**2,398,729**	**2,398,729**	**2,398,729**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,396,364																							
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.	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	20,945	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	132,138	0	132,138	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	16,517	0	16,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	33,035	0	33,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	115,621	0	115,621	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	489,160	978,319	1,467,479	1,467,479	978,319	489,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-723,295	-723,295																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	57,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	71,962	71,962	71,962	71,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,994	11,994	11,994	11,994	0	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	**1,796,100**	**0**	**112,092**	**352,856**	**1,651,727**	**1,651,727**	**1,197,607**	**659,531**	**83,955**	**83,955**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		26,941	27,346	29,437	35,172	60,475	86,158	69,434	44,387	10,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,328,171
Affordable Housing																								287,510
Cash Flow	-1,796,100	-26,941	-139,437	-382,294	-1,686,899	-1,712,202	1,114,964	1,669,764	2,270,386	2,304,442	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,615,681
Opening Balance	0																							
Closing Balance	-1,796,100	-1,823,041	-1,962,479	-2,344,772	-4,031,671	-5,743,873	-4,628,910	-2,959,146	-688,760	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	0

South East Base
Site 11

SITE NAME Site 11 Brown 20

INCOME	Av Size m2	%	Number 20	Price £/m2	GDV £	GIA m2
Market Housing	100.2	70%	14	2,500	3,507,500	1,403
Shared Ownership	64.7	9%	2	1,750	203,700	116
Affordable Rent	64.7	21%	4	1,500	407,400	272
Social Rent	64.7	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.67 ha		30 /ha		4,118,600	1,791
SITE AREA - Gross	0.81 ha		25 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	95,829	143,744	118,589
Alternative Use Value	484,848		600,000
Uplift 20%	96,970		120,000
Plus /ha 0	0		0
Viability Threshold	**581,818**		**720,000**

£/m2

Additional Profit	-473,352	-337

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	4,791		95,829	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	1,437	1,437	
PLANNING					
	Planning Fee		9,240		
	Architects	4.00%	109,334		
	QS / PM	0.50%	13,667		
	Planning Consultants	1.00%	27,333		
	Other Professional	3.50%	95,667	255,241	
CONSTRUCTION					
	Build Cost - BCIS Based	1,362	2,439,400		
	s106 / CIL		50,000		
	Contingency	5.00%	121,970		
	Abnormals		121,970	2,733,340	
FINANCE					
	Fees		19,000		
	Interest	6.00%			
	Legal and Valuation		0	19,000	
SALES					
	Agents	3.0%	123,558		
	Legals	0.5%	20,593		
	Misc.		0	144,151	**3,248,998**

Developers Profit			
	Market Housing	17.50%	**613,813**
	Affordable Housing	17.50%	**106,943**

36037.75

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	20		
No dwgs under	20	462	9,240
No dwgs over 5(	0	138	0
		Total	9,240

Stamp duty calc - Residual

Land payment		95,829
	Total	0

Stamp duty calc - Add Profit

Land payment		581,818
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**50,000**

Post CIL s106	2,500	£/ Unit (all)	50,000
CIL	0	£/m2	0
		Total	**50,000**

Build Cost	/m2	
BCIS	1,221	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	122	10%
	1,362	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	5	5	5																		
Market Housing				0	0	0	876,875	876,875	876,875	876,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	50,925	50,925	50,925	50,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	101,850	101,850	101,850	101,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,029,650**	**1,029,650**	**1,029,650**	**1,029,650**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,437																							
Planning Fee	9,240																							
Architects	54,667		54,667																					
QS	6,833		6,833																					
Planning Consultants	13,667		13,667																					
Other Professional	47,833		47,833																					
Build Cost - BCIS Base		0	203,283	406,567	609,850	609,850	406,567	203,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	4,167	8,333	12,500	12,500	8,333	4,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	19,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	30,890	30,890	30,890	30,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,148	5,148	5,148	5,148	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**152,678**	**0**	**350,779**	**455,557**	**683,335**	**683,335**	**491,594**	**263,816**	**36,038**	**36,038**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**95,829**																							
Interest		3,728	3,784	9,102	16,072	26,563	37,211	29,699	18,657	4,032	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								613,813
Affordable Housing																								106,943
Cash Flow	-248,507	-3,728	-354,562	-464,659	-699,407	-709,898	500,844	736,135	974,956	989,580	0	0	0	0	0	0	0	0	0	0	0	0	0	-720,755
Opening Balanc	0																							
Closing Balance	-248,507	-252,234	-606,797	-1,071,455	-1,770,862	-2,480,760	-1,979,916	-1,243,780	-268,825	720,755	720,755	720,755	720,755	720,755	720,755	720,755	720,755	720,755	720,755	720,755	720,755	720,755	720,755	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,029,650**	**1,029,650**	**1,029,650**	**1,029,650**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	581,818																							
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.	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	8,727	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	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	54,667	0	54,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	6,833	0	6,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	13,667	0	13,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	47,833	0	47,833	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	203,283	406,567	609,850	609,850	406,567	203,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-236,676	-236,676																				
Post CIL s106					12,500	12,500	12,500	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	19,000	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	30,890	30,890	30,890	30,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,148	5,148	5,148	5,148	0	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	**741,786**	**0**	**109,936**	**210,547**	**683,335**	**683,335**	**495,761**	**272,149**	**36,038**	**36,038**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		11,127	11,294	13,112	16,467	26,964	37,619	30,174	19,265	4,649	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								572,062
Affordable Housing																								106,943
Cash Flow	-741,786	-11,127	-121,230	-223,659	-699,802	-710,299	496,270	727,326	974,348	988,963	0	0	0	0	0	0	0	0	0	0	0	0	0	-679,004
Opening Balance	0																							
Closing Balance	-741,786	-752,913	-874,142	-1,097,802	-1,797,604	-2,507,903	-2,011,632	-1,284,306	-309,959	679,004	679,004	679,004	679,004	679,004	679,004	679,004	679,004	679,004	679,004	679,004	679,004	679,004	679,004	0

South East Base
Site 12

SITE NAME	Site 12	Brown 20 Flats

INCOME	Av Size m2	%	Number 12	Price £/m2	GDV £	GIA m2
Market Housing	67.2	70%	8	2,800	1,581,067	565
Shared Ownership	58.3	9%	1	1,960	123,480	63
Affordable Rent	58.3	21%	3	1,500	220,500	147
Social Rent	58.3	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.20 ha		60 /ha		1,925,047	775
SITE AREA - Gross	0.20 ha		60 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-81,729	-408,643	-408,643
Alternative Use Value	120,000		600,000
Uplift 20%	24,000		120,000
Plus /ha 0	0		0
Viability Threshold	144,000		720,000
	£/m2		
Additional Profit	-226,832	-402	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-6,811		-81,729	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,226	-1,226	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	55,914		
	QS / PM	0.50%	6,989		
	Planning Consultants	1.00%	13,978		
	Other Professional	3.50%	48,925	131,350	
CONSTRUCTION					
	Build Cost - BCIS Based	1,605	1,243,499		
	s106 / CIL		30,000		
	Contingency	5.00%	62,175		
	Abnormals		62,175	1,397,849	
FINANCE					
	Fees		11,000		
	Interest	6.00%			
	Legal and Valuation		0	11,000	
SALES					
	Agents	3.0%	57,751		
	Legals	0.5%	9,625		
	Misc.		0	67,377	**1,524,621**

Developers Profit				
	Market Housing	17.50%		**276,687**
	Affordable Housing	17.50%		**60,197**

28073.59722

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual	
Land payment	-81,729
Total	0

Stamp duty calc - Add Profit			
Land payment			144,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,442	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,605	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	4	4																			
Market Housing				0	0	0	527,022	527,022	527,022	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	41,160	41,160	41,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	73,500	73,500	73,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**641,682**	**641,682**	**641,682**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,226																							
Planning Fee	5,544																							
Architects	27,957		27,957																					
QS	3,495		3,495																					
Planning Consultants	6,989		6,989																					
Other Professional	24,462		24,462																					
Build Cost - BCIS Base		0	138,167	276,333	414,500	276,333	138,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	11,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	19,250	19,250	19,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,208	3,208	3,208	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**78,221**	**0**	**218,220**	**310,633**	**465,950**	**310,633**	**177,775**	**22,459**	**22,459**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-81,729																							
Interest		0	0	3,221	7,928	15,037	19,922	13,262	4,173	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								276,687
Affordable Housing																								60,197
Cash Flow	3,507	0	-218,220	-313,854	-473,878	-325,670	443,985	605,961	615,051	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-336,883
Opening Balanc	0																							
Closing Balance	3,507	3,507	-214,712	-528,566	-1,002,444	-1,328,114	-884,129	-278,168	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**641,682**	**641,682**	**641,682**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	144,000																							
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.	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	2,160	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	27,957	0	27,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,495	0	3,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,989	0	6,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	24,462	0	24,462	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	138,167	276,333	414,500	276,333	138,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-226,832																					
Post CIL s106					10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	11,000	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	19,250	19,250	19,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,208	3,208	3,208	0	0	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	**225,607**	**0**	**-11,946**	**303,966**	**465,950**	**313,966**	**184,442**	**22,459**	**22,459**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,384	3,435	3,307	7,916	15,024	19,959	13,400	4,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								267,208
Affordable Housing																								60,197
Cash Flow	-225,607	-3,384	8,511	-307,274	-473,866	-328,991	437,281	605,823	614,911	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-327,405
Opening Balance	0																							
Closing Balance	-225,607	-228,991	-220,480	-527,754	-1,001,620	-1,330,611	-893,330	-287,506	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	0

South East Base
Site 13

SITE NAME Site 13 Brown 12

INCOME	Av Size m2	%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	109.0	70%	8		2,500	2,289,000	916
Shared Ownership	68.7	9%	1		1,750	129,780	74
Affordable Rent	68.7	21%	3		1,500	259,560	173
Social Rent	68.7	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.27 ha		45	/ha		**2,678,340**	**1,163**
SITE AREA - Gross	0.27 ha		45	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**53,904**	**202,142**	**202,142**
Alternative Use Value	160,000		600,000
Uplift 20%	32,000		120,000
Plus /ha 0	0		0
Viability Threshold	**192,000**		**720,000**
	£/m2		
Additional Profit	**-120,311**	**-131**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	4,492		53,904	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	809	809	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	71,466		
	QS / PM	0.50%	8,933		
	Planning Consultants	1.00%	17,866		
	Other Professional	3.50%	62,532	166,342	
CONSTRUCTION					
	Build Cost - BCIS Based	1,373	1,596,946		
	s106 / CIL		30,000		
	Contingency	5.00%	79,847		
	Abnormals		79,847	1,786,641	
FINANCE					
	Fees		12,000		
	Interest	6.00%			
	Legal and Valuation		0	12,000	
SALES					
	Agents	3.0%	80,350		
	Legals	0.5%	13,392		
	Misc.		0	93,742	**2,113,437**

Developers Profit				
	Market Housing	17.50%		**400,575**
	Affordable Housing	17.50%		**68,135**

39059.125

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		53,904
	Total	0

Stamp duty calc - Add Profit			
Land payment			192,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,231	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	123	10%
	1,373	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3	3																		
Market Housing				0	0	0	572,250	572,250	572,250	572,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	32,445	32,445	32,445	32,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	64,890	64,890	64,890	64,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**669,585**	**669,585**	**669,585**	**669,585**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	809																							
Planning Fee	5,544																							
Architects	35,733		35,733																					
QS	4,467		4,467																					
Planning Consultants	8,933		8,933																					
Other Professional	31,266		31,266																					
Build Cost - BCIS Base		0	133,079	266,158	399,237	399,237	266,158	133,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	12,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	20,088	20,088	20,088	20,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,348	3,348	3,348	3,348	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**98,751**	**0**	**229,286**	**297,773**	**446,660**	**446,660**	**321,209**	**172,322**	**23,435**	**23,435**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**53,904**																							
Interest		2,290	2,324	5,798	10,352	17,207	24,165	19,302	12,133	2,622	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								400,575
Affordable Housing																								68,135
Cash Flow	-152,656	-2,290	-231,610	-303,572	-457,012	-463,867	324,211	477,961	634,017	643,527	0	0	0	0	0	0	0	0	0	0	0	0	0	-468,710
Opening Balanc	0																							
Closing Balance	-152,656	-154,946	-386,555	-690,127	-1,147,139	-1,611,007	-1,286,796	-808,835	-174,818	468,710	468,710	468,710	468,710	468,710	468,710	468,710	468,710	468,710	468,710	468,710	468,710	468,710	468,710	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**669,585**	**669,585**	**669,585**	**669,585**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	192,000																							
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.	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	2,880	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	35,733	0	35,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,467	0	4,467	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,933	0	8,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	31,266	0	31,266	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	133,079	266,158	399,237	399,237	266,158	133,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-60,156	-60,156																				
Post CIL s106					7,500	7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	12,000	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	20,088	20,088	20,088	20,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,348	3,348	3,348	3,348	0	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	**292,823**	**0**	**166,630**	**232,618**	**446,660**	**446,660**	**323,709**	**177,322**	**23,435**	**23,435**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,392	4,458	7,025	10,619	17,478	24,440	19,619	12,529	3,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								373,326
Affordable Housing																								68,135
Cash Flow	-292,823	-4,392	-171,088	-239,642	-457,279	-464,139	321,436	472,644	633,620	643,125	0	0	0	0	0	0	0	0	0	0	0	0	0	-441,461
Opening Balance	0																							
Closing Balance	-292,823	-297,215	-468,303	-707,946	-1,165,225	-1,629,364	-1,307,928	-835,284	-201,664	441,461	441,461	441,461	441,461	441,461	441,461	441,461	441,461	441,461	441,461	441,461	441,461	441,461	441,461	0

South East Base
Site 14

SITE NAME Site 14 Brown 12 Flats

INCOME		Av Size m2	%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing		66.4	70%	6		2,800	1,171,800	419
Shared Ownership		50.5	9%	1		1,960	80,174	41
Affordable Rent		50.5	21%	2		1,500	143,168	95
Social Rent		50.5	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		0.18 ha		50	/ha		1,395,141	555
SITE AREA - Gross		0.18 ha		50	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-52,919	-293,996	-293,996
Alternative Use Value	108,000		600,000
Uplift 20%	21,600		120,000
Plus /ha 0	0		0
Viability Threshold	**129,600**		**720,000**
	£/m2		
Additional Profit	-180,539	-431	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-5,880		-52,919	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-794	-794	
PLANNING					
	Planning Fee		4,158		
	Architects	4.00%	40,270		
	QS / PM	0.50%	5,034		
	Planning Consultants	1.00%	10,068		
	Other Professional	3.50%	35,237	94,766	
CONSTRUCTION					
	Build Cost - BCIS Based	1,613	894,782		
	s106 / CIL		22,500		
	Contingency	5.00%	44,739		
	Abnormals		44,739	1,006,760	
FINANCE					
	Fees		8,000		
	Interest	6.00%			
	Legal and Valuation		0	8,000	
SALES					
	Agents	3.0%	41,854		
	Legals	0.5%	6,976		
	Misc.		0	48,830	**1,104,643**

Developers Profit			
	Market Housing	17.50%	**205,065**
	Affordable Housing	17.50%	**39,085**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		-52,919
	Total	0

Stamp duty calc - Add Profit			
Land payment			129,600
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,449	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	145	10%
	1,613	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	390,600	390,600	390,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	26,725	26,725	26,725	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	47,723	47,723	47,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**465,047**	**465,047**	**465,047**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-794																							
Planning Fee	4,158																							
Architects	20,135		20,135																					
QS	2,517		2,517																					
Planning Consultants	5,034		5,034																					
Other Professional	17,618		17,618																					
Build Cost - BCIS Base		0	99,420	198,840	298,261	198,840	99,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	8,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	13,951	13,951	13,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,325	2,325	2,325	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**56,668**	**0**	**157,166**	**223,724**	**335,587**	**223,724**	**128,139**	**16,277**	**16,277**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-52,919																							
Interest		56	57	2,415	5,808	10,928	14,448	9,611	3,024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								205,065
Affordable Housing																								39,085
Cash Flow	-3,749	-56	-157,223	-226,140	-341,394	-234,653	322,460	439,159	445,746	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-244,150
Opening Balanc	0																							
Closing Balance	-3,749	-3,805	-161,029	-387,169	-728,563	-963,216	-640,756	-201,597	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**465,047**	**465,047**	**465,047**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	129,600																							
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.	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	1,944	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	20,135	0	20,135	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,517	0	2,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	5,034	0	5,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,618	0	17,618	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	99,420	198,840	298,261	198,840	99,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-180,539																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	8,000	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	13,951	13,951	13,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,325	2,325	2,325	0	0	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	**189,006**	**0**	**-25,873**	**218,724**	**335,587**	**226,224**	**133,139**	**16,277**	**16,277**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,835	2,878	2,533	5,852	10,973	14,531	9,770	3,185	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								194,138
Affordable Housing																								39,085
Cash Flow	-189,006	-2,835	22,995	-221,257	-341,438	-237,198	317,377	439,000	445,585	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-233,223
Opening Balance	0																							
Closing Balance	-189,006	-191,841	-168,846	-390,103	-731,542	-968,739	-651,362	-212,362	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	0

South East Base
Site 15

SITE NAME Site 15 Brown 9

INCOME	Av Size m2	%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing	110.9	70%	6		2,500	1,746,500	699
Shared Ownership	110.9	9%	1		1,750	157,185	90
Affordable Rent	110.9	21%	2		1,500	314,370	210
Social Rent	110.9	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.26 ha		35	/ha		**2,218,055**	**998**
SITE AREA - Gross	0.26 ha		35	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-94,754	-368,489	-368,489
Alternative Use Value	154,286		600,000
Uplift 20%	30,857		120,000
Plus /ha 0	0		0
Viability Threshold	**185,143**		**720,000**
	£/m2		
Additional Profit	-296,567	-425	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-10,528		-94,754	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,421	-1,421	
PLANNING					
	Planning Fee		4,158		
	Architects	4.00%	64,782		
	QS / PM	0.50%	8,098		
	Planning Consultants	1.00%	16,196		
	Other Professional	3.50%	56,684	149,918	
CONSTRUCTION					
	Build Cost - BCIS Based	1,455	1,451,866		
	s106 / CIL		22,500		
	Contingency	5.00%	72,593		
	Abnormals		72,593	1,619,553	
FINANCE					
	Fees		9,000		
	Interest	6.00%			
	Legal and Valuation		0	9,000	
SALES					
	Agents	3.0%	66,542		
	Legals	0.5%	11,090		
	Misc.		0	77,632	**1,759,926**

Developers Profit			
	Market Housing	17.50%	**305,638**
	Affordable Housing	17.50%	**82,522**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		-94,754
	Total	0

Stamp duty calc - Add Profit			
Land payment			185,143
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,238	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	74	6%
Site Costs	124	10%
	1,455	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2	2	2																	
Market Housing				0	0	0	194,056	388,111	388,111	388,111	388,111	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	17,465	34,930	34,930	34,930	34,930	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	34,930	69,860	69,860	69,860	69,860	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**246,451**	**492,901**	**492,901**	**492,901**	**492,901**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,421																							
Planning Fee	4,158																							
Architects	32,391		32,391																					
QS	4,049		4,049																					
Planning Consultants	8,098		8,098																					
Other Professional	28,342		28,342																					
Build Cost - BCIS Base		0	53,773	161,318	268,864	322,637	322,637	215,091	107,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	833	2,500	4,167	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	9,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	7,394	14,787	14,787	14,787	14,787	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,232	2,465	2,465	2,465	2,465	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**84,617**	**0**	**132,863**	**179,950**	**299,917**	**359,901**	**368,526**	**257,185**	**137,218**	**17,252**	**17,252**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-94,754																							
Interest		0	0	1,841	4,568	9,135	14,671	16,722	13,437	8,303	1,293	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								305,638
Affordable Housing																								82,522
Cash Flow	10,138	0	-132,863	-181,791	-304,485	-369,036	-136,746	218,994	342,246	467,346	474,357	0	0	0	0	0	0	0	0	0	0	0	0	-388,160
Opening Balanc	0																							
Closing Balance	10,138	10,138	-122,725	-304,517	-609,001	-978,037	-1,114,783	-895,789	-553,543	-86,197	388,160	388,160	388,160	388,160	388,160	388,160	388,160	388,160	388,160	388,160	388,160	388,160	388,160	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**246,451**	**492,901**	**492,901**	**492,901**	**492,901**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	185,143																							
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.	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	2,777	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	32,391	0	32,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,049	0	4,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,098	0	8,098	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	28,342	0	28,342	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	53,773	161,318	268,864	322,637	322,637	215,091	107,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-98,856	-98,856	-98,856																			
Post CIL s106					2,500	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	9,000	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	7,394	14,787	14,787	14,787	14,787	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,232	2,465	2,465	2,465	2,465	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	**273,958**	**0**	**33,174**	**78,595**	**199,395**	**359,901**	**368,526**	**258,852**	**140,552**	**17,252**	**17,252**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,109	4,171	4,731	5,981	9,062	14,596	16,646	13,385	8,301	1,290	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								305,805
Affordable Housing																								82,522
Cash Flow	-273,958	-4,109	-37,345	-83,326	-205,376	-368,962	-136,672	217,403	338,964	467,349	474,359	0	0	0	0	0	0	0	0	0	0	0	0	-388,327
Opening Balance	0																							
Closing Balance	-273,958	-278,067	-315,413	-398,738	-604,114	-973,076	-1,109,748	-892,345	-553,381	-86,032	388,327	388,327	388,327	388,327	388,327	388,327	388,327	388,327	388,327	388,327	388,327	388,327	388,327	0

South East Base
Site 16

SITE NAME Site 16 Brown 9 Flats

INCOME	Av Size m2	%	Number 9	Price £/m2	GDV £	GIA m2
Market Housing	56.1	70%	6	2,800	989,800	354
Shared Ownership	56.1	9%	1	1,960	89,082	45
Affordable Rent	56.1	21%	2	1,500	159,075	106
Social Rent	56.1	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.18 ha		50 /ha		1,237,957	505
SITE AREA - Gross	0.18 ha		50 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-123,021	-683,452	-683,452
Alternative Use Value	108,000		600,000
Uplift 20%	21,600		120,000
Plus /ha 0	0		0
Viability Threshold	129,600		720,000
	£/m2		
Additional Profit	-259,962	-735	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-13,669		-123,021	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,845	-1,845	
PLANNING					
	Planning Fee		4,158		
	Architects	4.00%	38,634		
	QS / PM	0.50%	4,829		
	Planning Consultants	1.00%	9,659		
	Other Professional	3.50%	33,805	91,085	
CONSTRUCTION					
	Build Cost - BCIS Based	1,698	857,599		
	s106 / CIL		22,500		
	Contingency	5.00%	42,880		
	Abnormals		42,880	965,859	
FINANCE					
	Fees		7,000		
	Interest	6.00%			
	Legal and Valuation		0	7,000	
SALES					
	Agents	3.0%	37,139		
	Legals	0.5%	6,190		
	Misc.		0	43,328	982,406

Developers Profit			
	Market Housing	17.50%	173,215
	Affordable Housing	17.50%	43,427

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual

Land payment		-123,021
	Total	0

Stamp duty calc - Add Profit

Land payment		129,600
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	22,500
Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	22,500

Build Cost	/m2	
BCIS	1,448	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	87	6%
Site Costs	145	10%
	1,698	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	329,933	329,933	329,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	29,694	29,694	29,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	53,025	53,025	53,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**412,652**	**412,652**	**412,652**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,845																							
Planning Fee	4,158																							
Architects	19,317		19,317																					
QS	2,415		2,415																					
Planning Consultants	4,829		4,829																					
Other Professional	16,903		16,903																					
Build Cost - BCIS Base		0	95,289	190,578	285,866	190,578	95,289	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	7,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	12,380	12,380	12,380	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,063	2,063	2,063	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**52,776**	**0**	**150,781**	**214,635**	**321,953**	**214,635**	**121,760**	**14,443**	**14,443**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-123,021																							
Interest		0	0	1,208	4,446	9,342	12,701	8,528	2,683	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								173,215
Affordable Housing																								43,427
Cash Flow	70,245	0	-150,781	-215,843	-326,399	-223,977	278,191	389,681	395,526	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-216,642
Opening Balanc	0																							
Closing Balance	70,245	70,245	-80,536	-296,380	-622,778	-846,755	-568,565	-178,884	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**412,652**	**412,652**	**412,652**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	129,600																							
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.	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	1,944	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	19,317	0	19,317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,415	0	2,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,829	0	4,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,903	0	16,903	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	95,289	190,578	285,866	190,578	95,289	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-259,962																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	7,000	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	12,380	12,380	12,380	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,063	2,063	2,063	0	0	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	**186,166**	**0**	**-111,680**	**209,635**	**321,953**	**217,135**	**126,760**	**14,443**	**14,443**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,792	2,834	1,202	4,364	9,259	12,655	8,556	2,712	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								171,300
Affordable Housing																								43,427
Cash Flow	-186,166	-2,792	108,846	-210,837	-326,317	-226,394	273,237	389,653	395,498	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-214,727
Opening Balance	0																							
Closing Balance	-186,166	-188,958	-80,112	-290,949	-617,267	-843,661	-570,424	-180,771	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	0

SITE NAME Site 17 Brown 6

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	85.0	70%	4		2,500	892,500	357
Shared Ownership	85.0	9%	1		1,750	80,325	46
Affordable Rent	85.0	21%	1		1,500	160,650	107
Social Rent	85.0	0%	0		1,120	0	0
Grant and Subsidy Shared Ownership					0	0	
Affordable Rent					0	0	
Social Rent					0	0	
SITE AREA - Net	0.19 ha		32	/ha		1,133,475	510
SITE AREA - Gross	0.19 ha		32	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-13,834	-73,782	-73,782
Alternative Use Value	112,500		600,000
Uplift 20%	22,500		120,000
Plus /ha 0	0		0
Viability Threshold	135,000		720,000
	£/m2		
Additional Profit	-155,276	-435	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-2,306		-13,834	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-208	-208	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	31,612		
	QS / PM	0.50%	3,952		
	Planning Consultants	1.00%	7,903		
	Other Professional	3.50%	27,661	73,899	
CONSTRUCTION					
	Build Cost - BCIS Based	1,382	704,820		
	s106 / CIL		15,000		
	Contingency	5.00%	35,241		
	Abnormals		35,241	790,302	
FINANCE					
	Fees		6,000		
	Interest	6.00%			
	Legal and Valuation		0	6,000	
SALES					
	Agents	3.0%	34,004		
	Legals	0.5%	5,667		
	Misc.		0	39,672	**895,831**

Developers Profit			
	Market Housing	17.50%	**156,188**
	Affordable Housing	17.50%	**42,171**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual

Land payment		-13,834
	Total	0

Stamp duty calc - Add Profit

Land payment		135,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,175	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,382	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2																			
Market Housing				0	0	0	297,500	297,500	297,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	26,775	26,775	26,775	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	53,550	53,550	53,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**377,825**	**377,825**	**377,825**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-208																							
Planning Fee	2,772																							
Architects	15,806		15,806																					
QS	1,976		1,976																					
Planning Consultants	3,952		3,952																					
Other Professional	13,830		13,830																					
Build Cost - BCIS Base		0	78,313	156,627	234,940	156,627	78,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	11,335	11,335	11,335	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,889	1,889	1,889	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**44,128**	**0**	**123,375**	**175,623**	**263,434**	**175,623**	**101,035**	**13,224**	**13,224**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-13,834																							
Interest		454	461	2,319	4,988	9,014	11,784	7,809	2,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								156,188
Affordable Housing																								42,171
Cash Flow	-30,294	-454	-123,836	-177,941	-268,422	-184,637	265,006	356,792	362,144	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-198,358
Opening Balanc	0																							
Closing Balance	-30,294	-30,748	-154,584	-332,526	-600,948	-785,585	-520,579	-163,786	198,358	198,358	198,358	198,358	198,358	198,358	198,358	198,358	198,358	198,358	198,358	198,358	198,358	198,358	198,358	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**377,825**	**377,825**	**377,825**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	135,000																							
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.	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	2,025	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	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
Architects	15,806	0	15,806	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,976	0	1,976	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,952	0	3,952	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	13,830	0	13,830	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	78,313	156,627	234,940	156,627	78,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-155,276																					
Post CIL s106					5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000	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	11,335	11,335	11,335	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,889	1,889	1,889	0	0	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	**181,361**	**0**	**-33,568**	**172,289**	**263,434**	**177,289**	**104,369**	**13,224**	**13,224**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,720	2,761	2,299	4,918	8,943	11,737	7,811	2,459	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								156,034
Affordable Housing																								42,171
Cash Flow	-181,361	-2,720	30,806	-174,588	-268,352	-186,233	261,720	356,790	362,142	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-198,204
Opening Balance	0																							
Closing Balance	-181,361	-184,081	-153,275	-327,863	-596,215	-782,448	-520,728	-163,938	198,204	198,204	198,204	198,204	198,204	198,204	198,204	198,204	198,204	198,204	198,204	198,204	198,204	198,204	198,204	0

SITE NAME	Site 18	Brown 6 Flats

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	65.0	70%	4		2,800	764,400	273
Shared Ownership	65.0	9%	1		1,960	68,796	35
Affordable Rent	65.0	21%	1		1,500	122,850	82
Social Rent	65.0	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.19 ha		32	/ha		**956,046**	**390**
SITE AREA - Gross	0.19 ha		32	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-84,308**	**-449,643**	**-449,643**
Alternative Use Value	112,500		600,000
Uplift 20%	22,500		120,000
Plus /ha 0	0		0
Viability Threshold	**135,000**		**720,000**
	£/m2		
Additional Profit	**-226,044**	**-828**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-84,308	
	Land	-14,051			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,265	-1,265	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	29,375		
	QS / PM	0.50%	3,672		
	Planning Consultants	1.00%	7,344		
	Other Professional	3.50%	25,703	68,865	
CONSTRUCTION					
	Build Cost - BCIS Based	1,800	701,824		
	s106 / CIL		15,000		
	Contingency	2.50%	17,546		
	Abnormals		0	734,369	
FINANCE					
	Fees		6,000		
	Interest	6.00%			
	Legal and Valuation		0	6,000	
SALES					
	Agents	3.0%	28,681		
	Legals	0.5%	4,780		
	Misc.		0	33,462	**757,124**

Developers Profit			
	Market Housing	17.50%	**133,770**
	Affordable Housing	17.50%	**33,538**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		-84,308
	Total	0

Stamp duty calc - Add Profit			
Land payment			135,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,448	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	188	13%
Site Costs	145	10%
	1,800	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3																				
Market Housing				0	0	0	382,200	382,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	34,398	34,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	61,425	61,425	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**478,023**	**478,023**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,265																							
Planning Fee	2,772																							
Architects	14,687		14,687																					
QS	1,836		1,836																					
Planning Consultants	3,672		3,672																					
Other Professional	12,851		12,851																					
Build Cost - BCIS Base		0	116,971	233,941	233,941	116,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,924	5,849	5,849	2,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	14,341	14,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,390	2,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**40,554**	**0**	**155,442**	**244,790**	**244,790**	**122,395**	**16,731**	**16,731**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-84,308**																							
Interest		0	0	1,675	5,372	9,125	11,098	4,345	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								133,770
Affordable Housing																								33,538
Cash Flow	43,754	0	-155,442	-246,465	-250,162	-131,520	450,195	456,948	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-167,308
Opening Balanc	0																							
Closing Balance	43,754	43,754	-111,687	-358,153	-608,315	-739,834	-289,640	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**478,023**	**478,023**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	135,000																							
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.	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	2,025	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	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
Architects	14,687	0	14,687	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,836	0	1,836	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,672	0	3,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	12,851	0	12,851	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	116,971	233,941	233,941	116,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-226,044																					
Post CIL s106					7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,924	5,849	5,849	2,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000	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	14,341	14,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,390	2,390	0	0	0	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	**178,844**	**0**	**-73,102**	**239,790**	**247,290**	**127,395**	**16,731**	**16,731**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,683	2,723	1,667	5,289	9,078	11,125	4,372	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								131,894
Affordable Housing																								33,538
Cash Flow	-178,844	-2,683	70,379	-241,457	-252,579	-136,473	450,167	456,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-165,432
Opening Balance	0																							
Closing Balance	-178,844	-181,526	-111,147	-352,604	-605,183	-741,656	-291,488	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	0

South East Base
Site 19

SITE NAME	Site 19	Brown 3

INCOME	Av Size m2	%	Number 3	Price £/m2	GDV £	GIA m2
Market Housing	95.0	70%	2	2,500	498,750	200
Shared Ownership	95.0	9%	0	1,750	44,888	26
Affordable Rent	95.0	21%	1	1,500	89,775	60
Social Rent	95.0	0%	0	1,120	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.10 ha		30 /ha		633,413	285
SITE AREA - Gross	0.10 ha		30 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	26,181	261,812	261,812
Alternative Use Value	60,000		600,000
Uplift 20%	12,000		120,000
Plus /ha 0	0		0
Viability Threshold	72,000		720,000
£/m2			
Additional Profit	-47,606	-239	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	8,727		26,181
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	393	393
PLANNING				
	Planning Fee		1,386	
	Architects	4.00%	16,311	
	QS / PM	0.50%	2,039	
	Planning Consultants	1.00%	4,078	
	Other Professional	3.50%	14,272	38,087
CONSTRUCTION				
	Build Cost - BCIS Based	1,370	390,521	
	s106 / CIL		7,500	
	Contingency	2.50%	9,763	
	Abnormals		0	407,784
FINANCE				
	Fees		4,000	
	Interest	6.00%		
	Legal and Valuation		0	4,000
SALES				
	Agents	3.0%	19,002	
	Legals	0.5%	3,167	
	Misc.		0	22,169 **498,614**

Developers Profit			
	Market Housing	17.50%	**87,281**
	Affordable Housing	17.50%	**23,566**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	3		
No dwgs under	3	462	1,386
No dwgs over 5(	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		26,181
	Total	0

Stamp duty calc - Add Profit			
Land payment			72,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**7,500**

Post CIL s106	2,500	£/ Unit (all)	7,500
CIL	0	£/m2	0
		Total	**7,500**

Build Cost	/m2	
BCIS	1,175	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	176	15%
	1,370	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	1	1																			
Market Housing				0	0	0	166,250	166,250	166,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	14,963	14,963	14,963	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	29,925	29,925	29,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**211,138**	**211,138**	**211,138**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	393																							
Planning Fee	1,386																							
Architects	8,156		8,156																					
QS	1,019		1,019																					
Planning Consultants	2,039		2,039																					
Other Professional	7,136		7,136																					
Build Cost - BCIS Base		0	43,391	86,783	130,174	86,783	43,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	833	1,667	2,500	1,667	833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	1,085	2,170	3,254	2,170	1,085	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	6,334	6,334	6,334	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,056	1,056	1,056	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**24,129**	**0**	**63,660**	**90,619**	**135,928**	**90,619**	**52,699**	**7,390**	**7,390**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	26,181																							
Interest		755	766	1,732	3,118	5,203	6,641	4,364	1,373	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								87,281
Affordable Housing																								23,566
Cash Flow	-50,310	-755	-64,426	-92,351	-139,046	-95,822	151,798	199,384	202,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,847
Opening Balanc	0																							
Closing Balance	-50,310	-51,065	-115,490	-207,842	-346,887	-442,709	-290,912	-91,528	110,847	110,847	110,847	110,847	110,847	110,847	110,847	110,847	110,847	110,847	110,847	110,847	110,847	110,847	110,847	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**211,138**	**211,138**	**211,138**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	72,000																							
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.	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	1,080	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	1,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,156	0	8,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,019	0	1,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,039	0	2,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	7,136	0	7,136	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	43,391	86,783	130,174	86,783	43,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-47,606																					
Post CIL s106					2,500	2,500	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,085	2,170	3,254	2,170	1,085	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000	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	6,334	6,334	6,334	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,056	1,056	1,056	0	0	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	**96,816**	**0**	**15,220**	**88,952**	**135,928**	**91,452**	**54,366**	**7,390**	**7,390**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,452	1,474	1,724	3,085	5,170	6,619	4,367	1,376	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								87,065
Affordable Housing																								23,566
Cash Flow	-96,816	-1,452	-16,694	-90,677	-139,013	-96,622	150,153	199,381	202,372	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-110,631
Opening Balance	0																							
Closing Balance	-96,816	-98,269	-114,963	-205,639	-344,652	-441,274	-291,121	-91,741	110,631	110,631	110,631	110,631	110,631	110,631	110,631	110,631	110,631	110,631	110,631	110,631	110,631	110,631	110,631	0

South East Base
Site 20

SITE NAME	Site 20	Green 400

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	96.8	70%	280	3,180	86,146,200	27,090
Shared Ownership	65.7	9%	36	2,226	5,260,928	2,363
Affordable Rent	65.7	21%	84	1,500	8,271,900	5,515
Social Rent	65.7	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	12.50 ha		32 /ha		**99,679,028**	**34,968**
SITE AREA - Gross	20.00 ha		20 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		16,852,790	1,348,223	842,639
Alternative Use Value		500,000		25,000
Uplift	0%	0		0
Plus /ha	300,000	6,000,000		300,000
Viability Threshold		**6,500,000**		**325,000**
		£/m2		
Additional Profit		13,170,595	486	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	42,132		16,852,790	
	Stamp Duty		832,139		
	Easements etc.		0		
	Legals Acquisition	1.50%	252,792	1,084,931	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,087,314		
	QS / PM	0.50%	260,914		
	Planning Consultants	1.00%	521,828		
	Other Professional	3.50%	1,826,400	4,767,856	
CONSTRUCTION					
	Build Cost - BCIS Based	1,428	49,934,485		
	s106 / CIL		1,000,000		
	Contingency	2.50%	1,248,362		
	Abnormals		0	52,182,848	
FINANCE					
	Fees		229,000		
	Interest	6.00%			
	Legal and Valuation		0	229,000	
SALES					
	Agents	3.0%	2,990,371		
	Legals	0.5%	498,395		
	Misc.		0	3,488,766	**78,606,191**

Developers Profit			
	Market Housing	17.50%	**15,075,585**
	Affordable Housing	17.50%	**2,368,245**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual

Land payment		16,852,790
	Total	832,139

Stamp duty calc - Add Profit

Land payment			6,500,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	325,000

Pre CIL s106	2,500	£/ Unit (all)		
		Total		**1,000,000**
Post CIL s106	2,500	£/ Unit (all)	1,000,000	
CIL	0	£/m2	0	
		Total		**1,000,000**

Build Cost	/m2	
BCIS	1,225	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	184	15%
	1,428	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW 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
INCOME																									
UNITS Started		50	50	100	100	100																			
Market Housing			10,768,275	10,768,275	21,536,550	21,536,550	21,536,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership			657,616	657,616	1,315,232	1,315,232	1,315,232	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent			1,033,988	1,033,988	2,067,975	2,067,975	2,067,975	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME		**0**	**12,459,879**	**12,459,879**	**24,919,757**	**24,919,757**	**24,919,757**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		832,139																							
Easements etc.		0																							
Legals Acquisition		252,792																							
Planning Fee		71,400																							
Architects		2,087,314		0																					
QS		260,914		0																					
Planning Consultants		521,828		0																					
Other Professional		1,826,400		0																					
Build Cost - BCIS Base			6,241,811	6,241,811	12,483,621	12,483,621	12,483,621	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			125,000	125,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			156,045	156,045	312,091	312,091	312,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		229,000																							
Legal and Valuation		0																							
Agents		0	373,796	373,796	747,593	747,593	747,593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	62,299	62,299	124,599	124,599	124,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROFIT		**6,081,788**	**6,958,952**	**6,958,952**	**13,917,903**	**13,917,903**	**13,917,903**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	16,852,790																							
	Interest		1,376,075	1,128,584	866,243	258,106	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								15,075,585
	Profit on GDV																								2,368,245
	Cash Flow	-22,934,578	4,124,852	4,372,343	10,135,611	10,743,747	11,001,854	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-17,443,830
	Opening Balanc	0																							
	Closing Balanc	-22,934,578	-18,809,725	-14,437,382	-4,301,771	6,441,976	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	17,443,830	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		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	As Above																								
INCOME		**0**	**12,459,879**	**12,459,879**	**24,919,757**	**24,919,757**	**24,919,757**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		6,500,000																							
Stamp Duty		325,000	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		97,500	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		2,087,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		260,914	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		521,828	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		1,826,400	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	6,241,811	6,241,811	12,483,621	12,483,621	12,483,621	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL		2,634,119	2,634,119	2,634,119	2,634,119	2,634,119																			
Post CIL s106			125,000	125,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	156,045	156,045	312,091	312,091	312,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		229,000	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	373,796	373,796	747,593	747,593	747,593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	62,299	62,299	124,599	124,599	124,599	0	0	0	0	0	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		**14,553,475**	**9,593,071**	**9,593,071**	**16,552,022**	**16,552,022**	**13,917,903**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		873,209	753,593	626,800	162,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								14,133,274
	Profit on GDV																								2,368,245
	Cash Flow	-14,553,475	1,993,599	2,113,215	7,740,935	8,205,391	11,001,854	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-16,501,519
	Opening Balanc	0																							
	Closing Balanc	-14,553,475	-12,559,876	-10,446,661	-2,705,726	5,499,665	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	16,501,519	0

South East Base
Site 21

SITE NAME	Site 21	Green 75

INCOME		Av Size m2		%	Number 75		Price £/m2	GDV £	GIA m2
Market Housing		97.5		70%	53		3,180	16,272,900	5,117
Shared Ownership		64.7		9%	7		2,226	971,877	437
Affordable Rent		64.7		21%	16		1,500	1,528,108	1,019
Social Rent		64.7		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		2.34	ha		32	/ha		**18,772,885**	**6,573**
SITE AREA - Gross		3.75	ha		20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,958,175	1,262,154	788,847
Alternative Use Value	93,750		25,000
Uplift 0%	0		0
Plus /ha 300,000	1,125,000		300,000
Viability Threshold	**1,218,750**		**325,000**

	£/m2	
Additional Profit	2,155,647	421

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			/unit or m2	Total		
LAND		Land	39,442		2,958,175	
		Stamp Duty		137,409		
		Easements etc.		0		
		Legals Acquisition	1.50%	44,373	181,781	
PLANNING						
		Planning Fee		26,550		
		Architects	4.00%	392,475		
		QS / PM	0.50%	49,059		
		Planning Consultants	1.00%	98,119		
		Other Professional	3.50%	343,416	909,619	
CONSTRUCTION						
		Build Cost - BCIS Based	1,429	9,389,642		
		s106 / CIL		187,500		
		Contingency	2.50%	234,741		
		Abnormals		0	9,811,883	
FINANCE						
		Fees		94,000		
		Interest	6.00%			
		Legal and Valuation		0	94,000	
SALES						
		Agents	3.0%	563,187		
		Legals	0.5%	93,864		
		Misc.		0	657,051	**14,612,509**

Developers Profit			
	Market Housing	17.50%	**2,847,758**
	Affordable Housing	17.50%	**437,497**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	75		
No dwgs under	50	462	23,100
No dwgs over 5(	25	138	3,450
		Total	26,550

Stamp duty calc - Residual		
Land payment		2,958,175
	Total	137,409

Stamp duty calc - Add Profit			
Land payment			1,218,750
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	60,938

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**187,500**

Post CIL s106	2,500	£/ Unit (all)	187,500
CIL	0	£/m2	0
		Total	**187,500**

Build Cost	/m2	
BCIS	1,226	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	184	15%
	1,429	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13	12	13	12	13																
Market Housing				0	0	0	2,603,664	2,820,636	2,603,664	2,820,636	2,603,664	2,820,636	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	155,500	168,459	155,500	168,459	155,500	168,459	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	244,497	264,872	244,497	264,872	244,497	264,872	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**3,003,662**	**3,253,967**	**3,003,662**	**3,253,967**	**3,003,662**	**3,253,967**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	137,409																							
Easements etc.	0																							
Legals Acquisition	44,373																							
Planning Fee	26,550																							
Architects	196,238		196,238																					
QS	24,530		24,530																					
Planning Consultants	49,059		49,059																					
Other Professional	171,708		171,708																					
Build Cost - BCIS Base		0	500,781	1,043,294	1,544,074	1,585,806	1,544,074	1,585,806	1,043,294	542,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	10,000	20,833	30,833	31,667	30,833	31,667	20,833	10,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	12,520	26,082	38,602	39,645	38,602	39,645	26,082	13,563	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	94,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	90,110	97,619	90,110	97,619	90,110	97,619	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	15,018	16,270	15,018	16,270	15,018	16,270	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**743,866**	**0**	**964,835**	**1,090,209**	**1,613,510**	**1,657,118**	**1,718,638**	**1,771,007**	**1,195,337**	**680,798**	**105,128**	**113,889**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**2,958,175**																							
Interest		55,531	56,364	71,682	89,110	114,649	141,226	124,069	103,685	78,116	40,690	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,847,758
Affordable Housing																								437,497
Cash Flow	-3,702,041	-55,531	-1,021,199	-1,161,891	-1,702,620	-1,771,767	1,143,798	1,358,891	1,704,639	2,495,053	2,857,843	3,140,078	0	0	0	0	0	0	0	0	0	0	0	-3,285,255
Opening Balanc	0																							
Closing Balance	-3,702,041	-3,757,571	-4,778,770	-5,940,661	-7,643,280	-9,415,048	-8,271,249	-6,912,358	-5,207,720	-2,712,666	145,177	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	3,285,255	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,003,662**	**3,253,967**	**3,003,662**	**3,253,967**	**3,003,662**	**3,253,967**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,218,750																							
Stamp Duty	60,938	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	18,281	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	26,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	196,238	0	196,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	24,530	0	24,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	49,059	0	49,059	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	171,708	0	171,708	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	500,781	1,043,294	1,544,074	1,585,806	1,544,074	1,585,806	1,043,294	542,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			538,912	538,912	538,912	538,912																		
Post CIL s106					30,000	32,500	30,000	32,500	30,000	32,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	12,520	26,082	38,602	39,645	38,602	39,645	26,082	13,563	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	94,000	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	90,110	97,619	90,110	97,619	90,110	97,619	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	15,018	16,270	15,018	16,270	15,018	16,270	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	**1,860,053**	**0**	**1,493,747**	**1,608,288**	**2,151,588**	**2,196,863**	**1,717,804**	**1,771,840**	**1,204,504**	**702,464**	**105,128**	**113,889**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		27,901	28,319	51,150	76,042	109,456	144,051	126,924	106,596	81,208	44,153	1,337	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,612,080
Affordable Housing																								437,497
Cash Flow	-1,860,053	-27,901	-1,522,066	-1,659,438	-2,227,630	-2,306,320	1,141,806	1,355,202	1,692,561	2,470,295	2,854,380	3,138,740	0	0	0	0	0	0	0	0	0	0	0	-3,049,577
Opening Balance	0																							
Closing Balance	-1,860,053	-1,887,954	-3,410,021	-5,069,459	-7,297,089	-9,603,408	-8,461,602	-7,106,400	-5,413,838	-2,943,544	-89,163	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	3,049,577	0

SITE NAME Site 22 Green 40

INCOME	Av Size m2	%	Number 40		Price £/m2	GDV £	GIA m2
Market Housing	95.3	70%	28		3,180	8,487,420	2,669
Shared Ownership	67.9	9%	4		2,226	544,257	245
Affordable Rent	67.9	21%	8		1,500	855,750	571
Social Rent	67.9	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.25 ha		32	/ha		**9,887,427**	**3,484**
SITE AREA - Gross	1.52 ha		26	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,536,172	1,228,937	1,013,873
Alternative Use Value	37,879		25,000
Uplift 0%	0		0
Plus /ha 300,000	454,545		300,000
Viability Threshold	**492,424**		**325,000**

£/m2

Additional Profit	1,245,004	466

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND				1,536,172	
	Land	38,404			
	Stamp Duty		66,309		
	Easements etc.		0		
	Legals Acquisition	1.50%	23,043	89,351	
PLANNING					
	Planning Fee		18,480		
	Architects	4.00%	207,568		
	QS / PM	0.50%	25,946		
	Planning Consultants	1.00%	51,892		
	Other Professional	3.50%	181,622	485,509	
CONSTRUCTION					
	Build Cost - BCIS Based	1,425	4,965,082		
	s106 / CIL		100,000		
	Contingency	2.50%	124,127		
	Abnormals		0	5,189,209	
FINANCE					
	Fees		63,000		
	Interest	6.00%			
	Legal and Valuation		0	63,000	
SALES					
	Agents	3.0%	296,623		
	Legals	0.5%	49,437		
	Misc.		0	346,060	**7,709,301**

Developers Profit			
	Market Housing	17.50%	**1,485,299**
	Affordable Housing	17.50%	**245,001**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	40		
No dwgs under	40	462	18,480
No dwgs over 5(	0	138	0
		Total	18,480

Stamp duty calc - Residual

Land payment		1,536,172
	Total	66,309

Stamp duty calc - Add Profit

Land payment			492,424
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	24,621

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**100,000**

Post CIL s106	2,500	£/ Unit (all)	100,000
CIL	0	£/m2	0
		Total	**100,000**

Build Cost	/m2	
BCIS	1,223	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,425	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10																		
Market Housing				0	0	0	2,121,855	2,121,855	2,121,855	2,121,855	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	136,064	136,064	136,064	136,064	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	213,938	213,938	213,938	213,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,471,857**	**2,471,857**	**2,471,857**	**2,471,857**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	66,309																							
Easements etc.	0																							
Legals Acquisition	23,043																							
Planning Fee	18,480																							
Architects	103,784		103,784																					
QS	12,973		12,973																					
Planning Consultants	25,946		25,946																					
Other Professional	90,811		90,811																					
Build Cost - BCIS Base		0	413,757	827,514	1,241,271	1,241,271	827,514	413,757	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	8,333	16,667	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	10,344	20,688	31,032	31,032	20,688	10,344	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	63,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	74,156	74,156	74,156	74,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,359	12,359	12,359	12,359	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**404,346**	**0**	**665,949**	**864,868**	**1,297,302**	**1,297,302**	**951,383**	**518,949**	**86,515**	**86,515**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**1,536,172**																							
Interest		29,108	29,544	39,977	53,549	73,812	94,379	72,988	44,789	9,680	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,485,299
Affordable Housing																								245,001
Cash Flow	-1,940,517	-29,108	-695,493	-904,845	-1,350,852	-1,371,115	1,426,095	1,879,920	2,340,553	2,375,661	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,730,300
Opening Balanc	0																							
Closing Balance	-1,940,517	-1,969,625	-2,665,118	-3,569,963	-4,920,815	-6,291,929	-4,865,835	-2,985,915	-645,362	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	1,730,300	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,471,857**	**2,471,857**	**2,471,857**	**2,471,857**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	492,424																							
Stamp Duty	24,621	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	7,386	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	0	0	0	0	0
Architects	103,784	0	103,784	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	12,973	0	12,973	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	25,946	0	25,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	90,811	0	90,811	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	413,757	827,514	1,241,271	1,241,271	827,514	413,757	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			622,502	622,502																				
Post CIL s106					25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	10,344	20,688	31,032	31,032	20,688	10,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	63,000	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	74,156	74,156	74,156	74,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,359	12,359	12,359	12,359	0	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	**839,426**	**0**	**1,280,117**	**1,470,703**	**1,297,302**	**1,297,302**	**959,717**	**535,616**	**86,515**	**86,515**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		12,591	12,780	32,174	54,717	74,997	95,582	74,333	46,405	11,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,374,312
Affordable Housing																								245,001
Cash Flow	-839,426	-12,591	-1,292,897	-1,502,877	-1,352,019	-1,372,300	1,416,559	1,861,908	2,338,937	2,374,021	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,619,314
Opening Balance	0																							
Closing Balance	-839,426	-852,018	-2,144,915	-3,647,792	-4,999,811	-6,372,111	-4,955,552	-3,093,645	-754,708	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	1,619,314	0

South East Base
Site 23

SITE NAME Site 23 Green 12

INCOME	Av Size m2	%	Number 12	Price £/m2	GDV £	GIA m2
Market Housing	91.8	70%	8	3,180	2,450,826	771
Shared Ownership	71.8	9%	1	2,226	172,493	77
Affordable Rent	71.8	21%	3	1,500	271,215	181
Social Rent	71.8	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.38 ha		32 /ha		**2,894,534**	**1,029**
SITE AREA - Gross	0.45 ha		26 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	468,136	1,248,362	1,029,898
Alternative Use Value	22,727		50,000
Uplift 0%	0		0
Plus /ha 300,000	136,364		300,000
Viability Threshold	**159,091**		**350,000**

£/m2

Additional Profit	359,400	466

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	39,011		468,136	
	Stamp Duty		12,907		
	Easements etc.		0		
	Legals Acquisition	1.50%	7,022	19,929	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	60,301		
	QS / PM	0.50%	7,538		
	Planning Consultants	1.00%	15,075		
	Other Professional	3.50%	52,764	141,222	
CONSTRUCTION					
	Build Cost - BCIS Based	1,401	1,441,493		
	s106 / CIL		30,000		
	Contingency	2.50%	36,037		
	Abnormals		0	1,507,530	
FINANCE					
	Fees		18,000		
	Interest	6.00%			
	Legal and Valuation		0	18,000	
SALES					
	Agents	3.0%	86,836		
	Legals	0.5%	14,473		
	Misc.		0	101,309	**2,256,125**

Developers Profit			
	Market Housing	17.50%	**428,895**
	Affordable Housing	17.50%	**77,649**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		468,136
	Total	12,907

Stamp duty calc - Add Profit			
Land payment			159,091
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	4,773

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,202	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	180	15%
	1,401	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3	3																		
Market Housing				0	0	0	612,707	612,707	612,707	612,707	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	43,123	43,123	43,123	43,123	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	67,804	67,804	67,804	67,804	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**723,633**	**723,633**	**723,633**	**723,633**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	12,907																							
Easements etc.	0																							
Legals Acquisition	7,022																							
Planning Fee	5,544																							
Architects	30,151		30,151																					
QS	3,769		3,769																					
Planning Consultants	7,538		7,538																					
Other Professional	26,382		26,382																					
Build Cost - BCIS Base		0	120,124	240,249	360,373	360,373	240,249	120,124	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,003	6,006	9,009	9,009	6,006	3,003	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	18,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	21,709	21,709	21,709	21,709	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,618	3,618	3,618	3,618	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**111,312**	**0**	**193,466**	**251,255**	**376,882**	**376,882**	**276,582**	**150,955**	**25,327**	**25,327**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**468,136**																							
Interest		8,692	8,822	11,856	15,803	21,693	27,672	21,381	13,112	2,834	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								428,895
Affordable Housing																								77,649
Cash Flow	-579,447	-8,692	-202,288	-263,111	-392,686	-398,576	419,379	551,297	685,194	695,472	0	0	0	0	0	0	0	0	0	0	0	0	0	-506,543
Opening Balanc	0																							
Closing Balance	-579,447	-588,139	-790,427	-1,053,539	-1,446,224	-1,844,800	-1,425,421	-874,123	-188,929	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	506,543	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**723,633**	**723,633**	**723,633**	**723,633**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	159,091																							
Stamp Duty	4,773	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	2,386	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	30,151	0	30,151	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,769	0	3,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,538	0	7,538	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	26,382	0	26,382	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	120,124	240,249	360,373	360,373	240,249	120,124	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**179,700**	179,700																				
Post CIL s106					7,500	7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,003	6,006	9,009	9,009	6,006	3,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	18,000	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	21,709	21,709	21,709	21,709	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,618	3,618	3,618	3,618	0	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	**257,633**	**0**	**370,666**	**425,955**	**376,882**	**376,882**	**279,082**	**155,955**	**25,327**	**25,327**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,864	3,922	9,541	16,074	21,968	27,951	21,702	13,512	3,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								401,399
Affordable Housing																								77,649
Cash Flow	-257,633	-3,864	-374,589	-435,496	-392,956	-398,851	416,600	545,977	684,794	695,066	0	0	0	0	0	0	0	0	0	0	0	0	0	-479,048
Opening Balance	0																							
Closing Balance	-257,633	-261,497	-636,086	-1,071,583	-1,464,539	-1,863,389	-1,446,789	-900,812	-216,018	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	479,048	0

SITE NAME Site 24 Green 9

INCOME	Av Size m2	%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing	92.8	70%	6		3,180	1,858,710	585
Shared Ownership	92.8	9%	1		2,226	167,284	75
Affordable Rent	92.8	21%	2		1,500	263,025	175
Social Rent	92.8	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.30 ha		30	/ha		2,289,019	835
SITE AREA - Gross	0.36 ha		25	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	356,677	1,188,923	980,861
Alternative Use Value	18,182		50,000
Uplift 0%	0		0
Plus /ha 300,000	109,091		300,000
Viability Threshold	**127,273**		**350,000**
	£/m2		
Additional Profit	252,802	433	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	39,631		356,677	
	Stamp Duty		7,334		
	Easements etc.		0		
	Legals Acquisition	1.50%	5,350	12,684	
PLANNING					
	Planning Fee		4,158		
	Architects	4.00%	48,315		
	QS / PM	0.50%	6,039		
	Planning Consultants	1.00%	12,079		
	Other Professional	3.50%	42,275	112,866	
CONSTRUCTION					
	Build Cost - BCIS Based	1,385	1,156,452		
	s106 / CIL		22,500		
	Contingency	2.50%	28,911		
	Abnormals		0	1,207,864	
FINANCE					
	Fees		16,000		
	Interest	6.00%			
	Legal and Valuation		0	16,000	
SALES					
	Agents	3.0%	68,671		
	Legals	0.5%	11,445		
	Misc.		0	80,116	**1,786,206**

Developers Profit			
	Market Housing	17.50%	**325,274**
	Affordable Housing	17.50%	**75,304**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		356,677
	Total	7,334

Stamp duty calc - Add Profit			
Land payment			127,273
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	3,818

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,178	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,385	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	619,570	619,570	619,570	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	55,761	55,761	55,761	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	87,675	87,675	87,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**763,006**	**763,006**	**763,006**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	7,334																							
Easements etc.	0																							
Legals Acquisition	5,350																							
Planning Fee	4,158																							
Architects	24,157		24,157																					
QS	3,020		3,020																					
Planning Consultants	6,039		6,039																					
Other Professional	21,138		21,138																					
Build Cost - BCIS Base		0	128,495	256,989	385,484	256,989	128,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,212	6,425	9,637	6,425	3,212	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	16,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	22,890	22,890	22,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,815	3,815	3,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**87,196**	**0**	**188,561**	**268,414**	**402,621**	**268,414**	**160,912**	**26,705**	**26,705**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**356,677**																							
Interest		6,658	6,758	9,688	13,859	20,106	24,434	15,769	4,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								325,274
Affordable Housing																								75,304
Cash Flow	-443,873	-6,658	-195,319	-278,102	-416,481	-288,521	577,660	720,532	731,340	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-400,578
Opening Balanc	0																							
Closing Balance	-443,873	-450,531	-645,850	-923,952	-1,340,432	-1,628,953	-1,051,293	-330,761	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	400,578	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**763,006**	**763,006**	**763,006**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	127,273																							
Stamp Duty	3,818	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	1,909	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	24,157	0	24,157	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,020	0	3,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,039	0	6,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	21,138	0	21,138	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	128,495	256,989	385,484	256,989	128,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			252,802																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,212	6,425	9,637	6,425	3,212	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	16,000	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	22,890	22,890	22,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,815	3,815	3,815	0	0	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	**207,512**	**0**	**438,863**	**263,414**	**402,621**	**270,914**	**165,912**	**26,705**	**26,705**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,113	3,159	9,790	13,888	20,135	24,501	15,912	5,106	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								315,463
Affordable Housing																								75,304
Cash Flow	-207,512	-3,113	-442,022	-273,204	-416,509	-291,050	572,593	720,389	731,195	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-390,767
Opening Balance	0																							
Closing Balance	-207,512	-210,625	-652,647	-925,851	-1,342,360	-1,633,409	-1,060,816	-340,427	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	390,767	0

South East Base
Site 25

SITE NAME	Site 25	Green 6

INCOME	Av Size m2	%	Number 6	Price £/m2	GDV £	GIA m2
Market Housing	107.0	70%	4	3,180	1,429,092	449
Shared Ownership	107.0	9%	1	2,226	128,618	58
Affordable Rent	107.0	21%	1	1,500	202,230	135
Social Rent	107.0	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.20 ha		30 /ha		1,759,940	642
SITE AREA - Gross	0.20 ha		30 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	277,422	1,387,108	1,387,108
Alternative Use Value	10,000		50,000
Uplift 0%	0		0
Plus /ha 300,000	60,000		300,000
Viability Threshold	70,000		350,000
	£/m2		
Additional Profit	225,210	501	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	46,237		277,422	
	Stamp Duty		3,371		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,161	7,532	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	37,099		
	QS / PM	0.50%	4,637		
	Planning Consultants	1.00%	9,275		
	Other Professional	3.50%	32,462	86,245	
CONSTRUCTION					
	Build Cost - BCIS Based	1,387	890,223		
	s106 / CIL		15,000		
	Contingency	2.50%	22,256		
	Abnormals		0	927,478	
FINANCE					
	Fees		13,000		
	Interest	6.00%			
	Legal and Valuation		0	13,000	
SALES					
	Agents	3.0%	52,798		
	Legals	0.5%	8,800		
	Misc.		0	61,598	**1,373,275**

Developers Profit			
	Market Housing	17.50%	**250,091**
	Affordable Housing	17.50%	**57,898**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		277,422
	Total	3,371

Stamp duty calc - Add Profit			
Land payment			70,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	2,100

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,179	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,387	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2																			
Market Housing				0	0	0	476,364	476,364	476,364	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	42,873	42,873	42,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	67,410	67,410	67,410	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**586,647**	**586,647**	**586,647**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,371																							
Easements etc.	0																							
Legals Acquisition	4,161																							
Planning Fee	2,772																							
Architects	18,550		18,550																					
QS	2,319		2,319																					
Planning Consultants	4,637		4,637																					
Other Professional	16,231		16,231																					
Build Cost - BCIS Base		0	98,914	197,827	296,741	197,827	98,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,473	4,946	7,419	4,946	2,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	13,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	17,599	17,599	17,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,933	2,933	2,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**65,041**	**0**	**144,790**	**206,106**	**309,159**	**206,106**	**123,586**	**20,533**	**20,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**277,422**																							
Interest		5,137	5,214	7,464	10,668	15,465	18,789	12,124	3,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								250,091
Affordable Housing																								57,898
Cash Flow	-342,463	-5,137	-150,004	-213,570	-319,827	-221,571	444,272	553,990	562,299	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-307,990
Opening Balanc	0																							
Closing Balance	-342,463	-347,599	-497,603	-711,174	-1,031,001	-1,252,572	-808,300	-254,310	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	307,990	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**586,647**	**586,647**	**586,647**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	70,000																							
Stamp Duty	2,100	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	1,050	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	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
Architects	18,550	0	18,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,319	0	2,319	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,637	0	4,637	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,231	0	16,231	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	98,914	197,827	296,741	197,827	98,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			225,210																					
Post CIL s106					5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,473	4,946	7,419	4,946	2,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	13,000	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	17,599	17,599	17,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,933	2,933	2,933	0	0	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	**130,659**	**0**	**368,333**	**202,773**	**309,159**	**207,773**	**126,919**	**20,533**	**20,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,960	1,989	7,544	10,699	15,497	18,846	12,233	3,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								242,669
Affordable Housing																								57,898
Cash Flow	-130,659	-1,960	-370,322	-210,317	-319,858	-223,270	440,882	553,882	562,190	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-300,568
Opening Balance	0																							
Closing Balance	-130,659	-132,618	-502,940	-713,257	-1,033,116	-1,256,386	-815,504	-261,622	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	300,568	0

Elsewhere Base Cover

Leicester City Council - V2 Elsewhere

Number	1	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Brown 500 HD		**500**	**14.29**	**35.00**	**88**	**43,826**	**3,068**		**53,701,253**	**1,225.33**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	33		45.00	1,485.00	10%	1,316	2,149,686
	2	35		65.00	2,275.00	10%	1,316	3,293,290
Terrace	2	18		75.00	1,350.00		1,175	1,586,250
	3	70		95.00	6,650.00		1,175	7,813,750
Semi	2	35		85.00	2,975.00		1,179	3,507,525
	3	88		107.00	9,416.00		1,179	11,101,464
Det	3	0		112.00	0.00		1,320	0
	4	53		135.00	7,155.00		1,320	9,444,600
	5	18		150.00	2,700.00		1,320	3,564,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	53		40.00	2,120.00	10%	1,184	2,762,021
	2	15		61.00	915.00	10%	1,184	1,192,099
Terrace	2	30		70.00	2,100.00		1,058	2,220,750
	3	23		84.00	1,932.00		1,058	2,043,090
Semi	2	0		79.00	0.00		1,061	0
	3	21		93.00	1,953.00		1,061	2,072,328
Det	3	0		93.00	0.00		1,188	0
	4	8		100.00	800.00		1,188	950,400
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	22.857
	Net	14.286

Number	2	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 200 HD High		**200**	**0.67**	**300.00**	**58**	**11,572**	**17,358**		**20,748,596**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	56		45.00	2,520.00	10%	1,630	4,518,360
Flat 2 High*	2	56		65.00	3,640.00	10%	1,630	6,526,520
Flat 3 High*	3	28		75.00	2,100.00	10%	1,630	3,765,300
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	24		40.00	960.00	10%	1,630	1,721,280
Flat 2 High*	2	24		61.00	1,464.00	10%	1,630	2,624,952
Flat 3 High*	3	12		74.00	888.00	10%	1,630	1,592,184

Area	Gross	0.808
	Net	0.667

Number	3	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 HD		**100**	**0.67**	**150.00**	**64**	**6,406**	**9,609**		**9,205,214**	**1,436.97**	LCC	Brown	PDL

Area	Gross	0.808
	Net	0.667

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	6	6		45.00	270.00	10%	1,341	398,277
Flat 2 High*	2	32		65.00	2,080.00	10%	1,341	3,068,208
Flat 3 High*	3	32		75.00	2,400.00	10%	1,341	3,540,240
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,207	637,243
Flat 2 High*	2	12		61.00	732.00	10%	1,207	971,796
Flat 3 High*	3	6		74.00	444.00	10%	1,207	589,450

Number	4	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100		**100**	**3.33**	**30.00**	**88**	**8,844**	**2,653**		**10,817,458**	**1,223.14**	LCC	Brown	PDL

Area	Gross	5.333
	Net	3.333

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	5		45.00	225.00	10%	1,316	325,710
	2	7		65.00	455.00	10%	1,316	658,658
Terrace	2	4		75.00	300.00		1,175	352,500
	3	14		95.00	1,330.00		1,175	1,562,750
Semi	2	7		85.00	595.00		1,179	701,505
	3	18		107.00	1,926.00		1,179	2,270,754
Det	3	0		112.00	0.00		1,320	0
	4	11		135.00	1,485.00		1,320	1,960,200
	5	4		150.00	600.00		1,320	792,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	11		40.00	440.00	10%	1,184	573,250
	2	3		61.00	183.00	10%	1,184	238,420
Terrace	2	6		70.00	420.00		1,058	444,150
	3	5		84.00	420.00		1,058	444,150
Semi	2	0		79.00	0.00		1,061	0
	3	5		93.00	465.00		1,061	493,412
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	5	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 High		**100**	**0.50**	**200.00**	**64**	**6,406**	**12,812**		**11,485,958**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	6		45.00	270.00	10%	1,630	484,110
Flat 2 High*	2	32		65.00	2,080.00	10%	1,630	3,729,440
Flat 3 High*	3	32		75.00	2,400.00	10%	1,630	4,303,200
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,630	860,640
Flat 2 High*	2	12		61.00	732.00	10%	1,630	1,312,476
Flat 3 High*	3	6		74.00	444.00	10%	1,630	796,092

Area	Gross	0.606
	Net	0.500

Number	6	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 100 PRS		**100**	**0.83**	**120.00**	**64**	**6,406**	**7,687**		**9,205,214**	**1,436.97**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	6		45.00	270.00	10%	1,341	398,277
Flat 2 High*	2	32		65.00	2,080.00	10%	1,341	3,068,208
Flat 3 High*	3	32		75.00	2,400.00	10%	1,341	3,540,240
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	12		40.00	480.00	10%	1,207	637,243
Flat 2 High*	2	12		61.00	732.00	10%	1,207	971,796
Flat 3 High*	3	6		74.00	444.00	10%	1,207	589,450

Area	Gross	1.010
	Net	0.833

Number	7	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 HD		**60**	**0.50**	**120.00**	**64**	**3,843**	**7,686**		**5,520,857**	**1,436.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,341	265,518
Flat 2 High*	2	19		65.00	1,235.00	10%	1,341	1,821,749
Flat 3 High*	3	19		75.00	1,425.00	10%	1,341	2,102,018
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,207	371,725
Flat 2 High*	2	7		61.00	427.00	10%	1,207	566,881
Flat 3 High*	3	4		74.00	296.00	10%	1,207	392,967

Area	Gross	0.606
	Net	0.500

Number	8	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60		**60**	**2.00**	**30.00**	**88**	**5,250**	**2,625**		**6,409,002**	**1,220.76**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	4		45.00	180.00	10%	1,316	260,568
	2	4		65.00	260.00	10%	1,316	376,376
Terrace	2	2		75.00	150.00		1,175	176,250
	3	8		95.00	760.00		1,175	893,000
Semi	2	4		85.00	340.00		1,179	400,860
	3	11		107.00	1,177.00		1,179	1,387,683
Det	3	0		112.00	0.00		1,320	0
	4	6		135.00	810.00		1,320	1,069,200
	5	2		150.00	300.00		1,320	396,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	6		40.00	240.00	10%	1,184	312,682
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	4		70.00	280.00		1,058	296,100
	3	3		84.00	252.00		1,058	266,490
Semi	2	0		79.00	0.00		1,061	0
	3	3		93.00	279.00		1,061	296,047
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	3.200
	Net	2.000

Number	9	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 High		**60**	**0.30**	**200.00**	**64**	**3,843**	**12,810**		**6,890,499**	**1,793.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,630	322,740
Flat 2 High*	2	19		65.00	1,235.00	10%	1,630	2,214,355
Flat 3 High*	3	19		75.00	1,425.00	10%	1,630	2,555,025
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,630	502,040
Flat 2 High*	2	7		61.00	427.00	10%	1,630	765,611
Flat 3 High*	3	4		74.00	296.00	10%	1,630	530,728

Area	Gross	0.300
	Net	0.300

Number	10	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 60 PRS		**60**	**0.80**	**75.00**	**64**	**3,843**	**4,804**		**5,520,857**	**1,436.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	4		45.00	180.00	10%	1,341	265,518
Flat 2 High*	2	19		65.00	1,235.00	10%	1,341	1,821,749
Flat 3 High*	3	19		75.00	1,425.00	10%	1,341	2,102,018
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	7		40.00	280.00	10%	1,207	371,725
Flat 2 High*	2	7		61.00	427.00	10%	1,207	566,881
Flat 3 High*	3	4		74.00	296.00	10%	1,207	392,967

Area	Gross	0.970
	Net	0.800

Number	11	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 20		**20**	**0.67**	**30.00**	**90**	**1,791**	**2,687**		**2,186,701**	**1,220.94**	LCC	Brown	PDL

Area	Gross	0.808
	Net	0.667

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	1		45.00	45.00	10%	1,316	65,142
	2	1		65.00	65.00	10%	1,316	94,094
Terrace	2	1		75.00	75.00		1,175	88,125
	3	3		95.00	285.00		1,175	334,875
Semi	2	1		85.00	85.00		1,179	100,215
	3	4		107.00	428.00		1,179	504,612
Det	3	0		112.00	0.00		1,320	0
	4	2		135.00	270.00		1,320	356,400
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	2		40.00	80.00	10%	1,184	104,227
	2	1		61.00	61.00	10%	1,184	79,473
Terrace	2	1		70.00	70.00		1,058	74,025
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	1		93.00	93.00		1,061	98,682
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	12	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 20 Flats		**12**	**0.20**	**60.00**	**65**	**780**	**3,900**		**1,124,764**	**1,442.00**	LCC	Brown	PDL

Area	Gross	0.200
	Net	0.200

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	1		45.00	45.00	10%	1,341	66,380
Flat 2 High*	2	4		65.00	260.00	10%	1,341	383,526
Flat 3 High*	3	4		75.00	300.00	10%	1,341	442,530
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	1		40.00	40.00	10%	1,207	53,104
Flat 2 High*	2	1		61.00	61.00	10%	1,207	80,983
Flat 3 High*	3	1		74.00	74.00	10%	1,207	98,242

Number	13	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 12		**12**	**0.27**	**45.00**	**99**	**1,187**	**4,451**		**1,461,480**	**1,231.24**	LCC	Brown	PDL

Area	Gross	0.267
	Net	0.267

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0.0		95.00	0.00		1,175	0
Semi	2	3		85.00	255.00		1,179	300,645
	3	3		107.00	321.00		1,179	378,459
Det	3	0		112.00	0.00		1,320	0
	4	3		135.00	405.00		1,320	534,600
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	0.0		70.00	0.00		1,058	0
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	14	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 12 Flats		**9**	**0.18**	**50.00**	**63**	**566**	**3,144**		**820,008**	**1,448.78**	LCC	Brown	PDL

Area	Gross	0.180
	Net	0.180

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0.0		85.00	0.00		1,179	0
	3	0.0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	1		45.00	45.00	10%	1,341	66,380
Flat 2 High*	2	3		65.00	195.00	10%	1,341	287,645
Flat 3 High*	3	3		75.00	225.00	10%	1,341	331,898
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0.0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	1		40.00	40.00	10%	1,207	53,104
Flat 2 High*	2	1		61.00	61.00	10%	1,207	80,983
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	15	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/ Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 9		**9**	**0.26**	**35.00**	**111**	**998**	**3,881**		**1,235,262**	**1,237.74**	LCC	Brown	PDL

Area	Gross	0.257
	Net	0.257

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	2		75.00	150.00		1,175	176,250
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	4		107.00	428.00		1,179	504,612
Det	3	0		112.00	0.00		1,320	0
	4	2		135.00	270.00		1,320	356,400
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	16	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 9 Flats		**9**	**0.18**	**50.00**	**56**	**505**	**2,806**		**731,038**	**1,447.60**	LCC	Brown	PDL

Area	Gross	0.180
	Net	0.180

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	4		45.00	180.00	10%	1,316	260,568
	2	5		65.00	325.00	10%	1,316	470,470
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Number	17	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
				Units/ha	m2	m2	m2/ha			£/m2			
Brown 6		**6**	**0.19**	**32.00**	**85**	**510**	**2,720**		**599,250**	**1,175.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	3		75.00	225.00		1,175	264,375
	3	3		95.00	285.00		1,175	334,875
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable							0	
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.188
	Net	0.188

Number	18	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 6 Flats		**6**	**0.19**	**32.00**	**65**	**390**	**2,080**		**564,564**	**1,447.60**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	6		65.00	390.00	10%	1,316	564,564
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.188
	Net	0.188

Number	19	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown 3		**3**	**0.10**	**30.00**	**95**	**285**	**2,850**		**334,875**	**1,175.00**	LCC	Brown	PDL

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	3		95.00	285.00		1,175	334,875
Semi	2	0		85.00	0.00		1,179	0
	3	0		107.00	0.00		1,179	0
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.100
	Net	0.100

Number	20	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 400		**400**	**12.50**	**32.00**	**87**	**34,968**	**2,797**		**42,843,559**	**1,225.22**	LCC	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	28		45.00	1,260.00	10%	1,316	1,823,976
	2	28		65.00	1,820.00	10%	1,316	2,634,632
Terrace	2	14		75.00	1,050.00		1,175	1,233,750
	3	56		95.00	5,320.00		1,175	6,251,000
Semi	2	28		85.00	2,380.00		1,179	2,806,020
	3	70		107.00	7,490.00		1,179	8,830,710
Det	3	0		112.00	0.00		1,320	0
	4	42		135.00	5,670.00		1,320	7,484,400
	5	14		150.00	2,100.00		1,320	2,772,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	42		40.00	1,680.00	10%	1,184	2,188,771
	2	12		61.00	732.00	10%	1,184	953,679
Terrace	2	24		70.00	1,680.00		1,058	1,776,600
	3	18		84.00	1,512.00		1,058	1,598,940
Semi	2	0		79.00	0.00		1,061	0
	3	18		93.00	1,674.00		1,061	1,776,281
Det	3	0		93.00	0.00		1,188	0
	4	6		100.00	600.00		1,188	712,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	20.000
	Net	12.500

Number	21	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 75		**75**	**2.34**	**32.00**	**88**	**6,589**	**2,811**		**8,076,411**	**1,225.74**	LCC	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	5		45.00	225.00	10%	1,316	325,710
	2	5		65.00	325.00	10%	1,316	470,470
Terrace	2	3		75.00	225.00		1,175	264,375
	3	11		95.00	1,045.00		1,175	1,227,875
Semi	2	5		85.00	425.00		1,179	501,075
	3	13		107.00	1,391.00		1,179	1,639,989
Det	3	0		112.00	0.00		1,320	0
	4	8		135.00	1,080.00		1,320	1,425,600
	5	3		150.00	450.00		1,320	594,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	8		40.00	320.00	10%	1,184	416,909
	2	2		61.00	122.00	10%	1,184	158,946
Terrace	2	5		70.00	350.00		1,058	370,125
	3	3		84.00	252.00		1,058	266,490
Semi	2	0		79.00	0.00		1,061	0
	3	3		93.00	279.00		1,061	296,047
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	3.750
	Net	2.344

Number	22	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 40		**40**	**1.25**	**32.00**	**87**	**3,484**	**2,787**		**4,259,901**	**1,222.70**	LCC	Green	Agricultural

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	3		45.00	135.00	10%	1,316	195,426
	2	3		65.00	195.00	10%	1,316	282,282
Terrace	2	1		75.00	75.00		1,175	88,125
	3	6		95.00	570.00		1,175	669,750
Semi	2	3		85.00	255.00		1,179	300,645
	3	7		107.00	749.00		1,179	883,071
Det	3	0		112.00	0.00		1,320	0
	4	4		135.00	540.00		1,320	712,800
	5	1		150.00	150.00		1,320	198,000
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	4		40.00	160.00	10%	1,184	208,454
	2	1		61.00	61.00	10%	1,184	79,473
Terrace	2	2		70.00	140.00		1,058	148,050
	3	2		84.00	168.00		1,058	177,660
Semi	2	0		79.00	0.00		1,061	0
	3	2		93.00	186.00		1,061	197,365
Det	3	0		93.00	0.00		1,188	0
	4	1		100.00	100.00		1,188	118,800
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	1.515
	Net	1.250

Number	23	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 12		**12**	**0.38**	**32.00**	**85**	**1,021**	**2,723**		**1,226,858**	**1,201.62**	LCC	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		45.00	45.00	10%	1,316	65,142
	2	1		65.00	65.00	10%	1,316	94,094
Terrace	2	0		75.00	0.00		1,175	0
	3	2		95.00	190.00		1,175	223,250
Semi	2	1		85.00	85.00		1,179	100,215
	3	2		107.00	214.00		1,179	252,306
Det	3	0		112.00	0.00		1,320	0
	4	1		135.00	135.00		1,320	178,200
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	1		40.00	40.00	10%	1,184	52,114
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	1		70.00	70.00		1,058	74,025
	3	1		84.00	84.00		1,058	88,830
Semi	2	0		79.00	0.00		1,061	0
	3	1		93.00	93.00		1,061	98,682
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.455
	Net	0.375

Number	24	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 9		**9**	**0.30**	**30.00**	**93**	**835**	**2,783**		**983,265**	**1,177.56**	LCC	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	4		75.00	300.00		1,175	352,500
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	5		107.00	535.00		1,179	630,765
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Area	Gross	0.364
	Net	0.300

Number	25	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Green 6		**6**	**0.20**	**30.00**	**107**	**642**	**3,210**		**756,918**	**1,179.00**	LCC	Green	Paddock

Area	Gross	0.200
	Net	0.200

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		45.00	0.00	10%	1,316	0
	2	0		65.00	0.00	10%	1,316	0
Terrace	2	0		75.00	0.00		1,175	0
	3	0		95.00	0.00		1,175	0
Semi	2	0		85.00	0.00		1,179	0
	3	6		107.00	642.00		1,179	756,918
Det	3	0		112.00	0.00		1,320	0
	4	0		135.00	0.00		1,320	0
	5	0		150.00	0.00		1,320	0
Flat 1 High*	1	0		45.00	0.00	10%	1,341	0
Flat 2 High*	2	0		65.00	0.00	10%	1,341	0
Flat 3 High*	3	0		75.00	0.00	10%	1,341	0
Affordable								
Flat	1	0		40.00	0.00	10%	1,184	0
	2	0		61.00	0.00	10%	1,184	0
Terrace	2	0		70.00	0.00		1,058	0
	3	0		84.00	0.00		1,058	0
Semi	2	0		79.00	0.00		1,061	0
	3	0		93.00	0.00		1,061	0
Det	3	0		93.00	0.00		1,188	0
	4	0		100.00	0.00		1,188	0
	5	0		110.00	0.00		1,188	0
Flat 1 High*	1	0		40.00	0.00	10%	1,207	0
Flat 2 High*	2	0		61.00	0.00	10%	1,207	0
Flat 3 High*	3	0		74.00	0.00	10%	1,207	0

Elsewhere Base
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Brown 500 HD	Brown 200 HD High	Brown 100 HD	Brown 100	Brown 100 High	Brown 100 PRS	Brown 60 HD	Brown 60	Brown 60 High	Brown 60 PRS	Brown 20	Brown 20 Flats	Brown 12	Brown 12 Flats	Brown 9	Brown 9 Flats	Brown 6	Brown 6 Flats	Brown 3	Green 400	Green 75	Green 40	Green 12	Green 9	Green 6
	Green/brown field		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green
	Use		PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock
	Locality		LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC	LCC
Site Area	**Gross**	**ha**	22.86	0.81	0.81	5.33	0.61	1.01	0.61	3.20	0.30	0.97	0.81	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	20.00	3.75	1.52	0.45	0.36	0.20
	Net	ha	14.29	0.67	0.67	3.33	0.50	0.83	0.50	2.00	0.30	0.80	0.67	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	12.50	2.34	1.25	0.38	0.30	0.20
Units			500	200	100	100	100	100	60	60	60	60	20	12	12	9	9	9	6	6	3	400	75	40	12	9	6
Average Unit Size		m2	87.65	57.86	64.06	88.44	64.06	64.06	64.05	87.50	64.05	64.05	89.55	65.00	98.92	62.89	110.89	56.11	85.00	65.00	95.00	87.42	87.85	87.10	85.08	92.78	107.00
Mix	Intermediate to Buy		9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%
	Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
	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%	0.00%
Price	Market	£/m2	2,350	2,350	2,350	2,300	2,350	2,800	2,350	2,300	2,350	2,800	2,300	2,800	2,300	2,800	2,300	2,800	2,300	2,800	2,300	2,750	2,750	2,750	2,750	2,750	2,750
	Intermediate to Buy	£/m2	1,645	1,645	1,645	1,610	1,645	1,960	1,645	1,610	1,645	1,960	1,610	1,960	1,610	1,960	1,610	1,960	1,610	1,960	1,610	1,925	1,925	1,925	1,925	1,925	1,925
	Affordable Rent	£/m2	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
	Social Rent	£/m2	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120
Grant and Subsi	Intermediate to Buy	£/unit																									
	Affordable Rent	£/unit																									
	Social Rent	£/unit																									
Sales per Quarter																											
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	25,000	25,000	25,000	50,000	50,000	50,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%						
Additional Uplift		£/ha																				300,000	300,000	300,000	300,000	300,000	300,000
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	0
Legals / Acquisition		% 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%	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	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	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%	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%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
BCIS		£/m2	1,225	1,793	1,437	1,223	1,793	1,437	1,437	1,221	1,793	1,437	1,221	1,442	1,231	1,449	1,238	1,448	1,175	1,448	1,175	1,225	1,226	1,223	1,202	1,178	1,179
CfSH		%																									
Energy		£/m2	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	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Design		£/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
Acc & Adpt		£/m2	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0	15.0
Water		£/m2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Small Sites		%															6%	6%	6%	13%						6%	6%
Site Costs		%	10.0%	5.0%	10.0%	15.0%	5.0%	5.0%	10.0%	15.0%	5.0%	5.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	15.0%	15.0%	15.0%	15.0%	15.0%	10.0%	10.0%
Pre CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Post CIL s106		£/Unit	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
		£/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
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%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	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%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Abnormals		%	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%	5.00%								
		£/site																									
FINANCE	Fees	£	58,000	124,000	75,000	40,000	70,000	95,000	45,000	34,000	42,000	57,000	19,000	11,000	12,000	8,000	9,000	7,000	6,000	6,000	4,000	229,000	94,000	63,000	18,000	16,000	13,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£																									
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%	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%	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	0	0	0	0	0	0	0	0
Developers Profi	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%	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%	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	Site 25
			Brown 500 HD	Brown 200 HD High	Brown 100 HD	Brown 100	Brown 100 High	Brown 100 PRS	Brown 60 HD	Brown 60	Brown 60 High	Brown 60 PRS	Brown 20	Brown 20 Flats	Brown 12	Brown 12 Flats	Brown 9	Brown 9 Flats	Brown 6	Brown 6 Flats	Brown 3	Green 400	Green 75	Green 40	Green 12	Green 9	Green 6
	Green/brown field		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green
	Use		PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	PDL	Agricultural	Agricultural	Agricultural	Paddock	Paddock	Paddock
Site Are	Gross	ha	22.86	0.81	0.81	5.33	0.61	1.01	0.61	3.20	0.30	0.97	0.81	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	20.00	3.75	1.52	0.45	0.36	0.20
	Net	ha	14.29	0.67	0.67	3.33	0.50	0.83	0.50	2.00	0.30	0.80	0.67	0.20	0.27	0.18	0.26	0.18	0.19	0.19	0.10	12.50	2.34	1.25	0.38	0.30	0.20
Units			500	200	100	100	100	100	60	60	60	60	20	12	12	9	9	9	6	6	3	400	75	40	12	9	6
Mix	Market		70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
	Intermediate to Buy		9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%	9.00%
	Affordable Rent		21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%	21.00%
	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%	0.00%
Existing Use Value		£/ha	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	1,200,000	600,000	1,200,000	1,200,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	25,000	25,000	25,000	50,000	50,000	50,000
		£ site	27,428,571	969,697	969,697	3,200,000	727,273	1,212,121	727,273	1,920,000	360,000	1,163,636	484,848	120,000	160,000	108,000	154,286	108,000	112,500	112,500	60,000	500,000	93,750	37,879	22,727	18,182	10,000
Uplift		£/ha	240,000	240,000	240,000	120,000	240,000	240,000	240,000	120,000	240,000	240,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	300,000	300,000	300,000	300,000	300,000	300,000
		£ site	5,485,714	193,939	193,939	640,000	145,455	242,424	145,455	384,000	72,000	232,727	96,970	24,000	32,000	21,600	30,857	21,600	22,500	22,500	12,000	6,000,000	1,125,000	454,545	136,364	109,091	60,000
Benchmark Land Value		£/ha	1,440,000	1,440,000	1,440,000	720,000	1,440,000	1,440,000	1,440,000	720,000	1,440,000	1,440,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	325,000	325,000	325,000	350,000	350,000	350,000
		£ site	32,914,286	1,163,636	1,163,636	3,840,000	872,727	1,454,545	872,727	2,304,000	432,000	1,396,364	581,818	144,000	192,000	129,600	185,143	129,600	135,000	135,000	72,000	6,500,000	1,218,750	492,424	159,091	127,273	70,000
Residua	Gross	£/ha	36,496	-10,140,171	-2,695,782	-199,484	-7,276,842	-34,614	-2,173,223	-213,691	-8,859,224	-34,567	-138,456	-408,643	-305,522	-293,996	-791,202	-683,452	-369,864	-449,643	-44,213	455,427	379,174	476,435	508,383	469,494	662,651
	Net	£/ha	58,393	-12,291,116	-3,267,614	-319,174	-8,820,415	-41,957	-2,634,210	-341,905	-8,859,224	-41,900	-167,825	-408,643	-305,522	-293,996	-791,202	-683,452	-369,864	-449,643	-44,213	728,682	606,678	577,497	616,221	569,084	662,651
		£ site	834,184	-8,194,077	-2,178,409	-1,063,912	-4,410,207	-34,964	-1,317,105	-683,810	-2,657,767	-33,520	-111,883	-81,729	-81,473	-52,919	-203,452	-123,021	-69,350	-84,308	-4,421	9,108,531	1,421,902	721,871	231,083	170,725	132,530
Additional Profit		£ site	-37,586,685	-9,599,130	-3,425,450	-5,143,678	-5,385,051	-1,470,077	-2,250,870	-3,102,959	-3,149,228	-1,446,590	-699,214	-226,832	-267,550	-180,539	-411,595	-259,962	-214,114	-226,044	-80,486	3,668,837	378,524	321,918	93,359	48,297	67,402
		£/m2	-1,105	-1,162	-721	-744	-1,134	-309	-793	-762	-1,109	-509	-498	-402	-292	-431	-589	-735	-600	-828	-403	135	74	121	121	83	150

Elsewhere Base
Site 1

SITE NAME Site 1 Brown 500 HD

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	97.2	70%	350	2,350	79,914,100	34,006
Shared Ownership	65.5	9%	45	1,645	4,846,170	2,946
Affordable Rent	65.5	21%	105	1,500	10,311,000	6,874
Social Rent	65.5	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	14.29 ha		35 /ha		**95,071,270**	**43,826**
SITE AREA - Gross	22.86 ha		22 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	834,184	58,393	36,496
Alternative Use Value	27,428,571		1,200,000
Uplift 20%	5,485,714		240,000
Plus /ha 0	0		0
Viability Threshold	**32,914,286**		**1,440,000**
	£/m2		
Additional Profit	**-37,586,685**		**-1,105**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	1,668		834,184	
	Stamp Duty		31,209		
	Easements etc.		0		
	Legals Acquisition	1.50%	12,513	43,722	
PLANNING					
	Planning Fee		85,200		
	Architects	4.00%	2,685,779		
	QS / PM	0.50%	335,722		
	Planning Consultants	1.00%	671,445		
	Other Professional	3.50%	2,350,057	6,128,203	
CONSTRUCTION					
	Build Cost - BCIS Based	1,367	59,904,072		
	s106 / CIL		1,250,000		
	Contingency	5.00%	2,995,204		
	Abnormals		2,995,204	67,144,479	
FINANCE					
	Fees		58,000		
	Interest	6.00%			
	Legal and Valuation		0	58,000	
SALES					
	Agents	3.0%	2,852,138		
	Legals	0.5%	475,356		
	Misc.		0	3,327,494	**77,536,083**
Developers Profit					
	Market Housing	17.50%			**13,984,968**
	Affordable Housing	17.50%			**2,652,505**

33274.9445

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	500		
No dwgs under	50	462	23,100
No dwgs over 5(	450	138	62,100
		Total	85,200

Stamp duty calc - Residual

Land payment	834,184
Total	31,209

Stamp duty calc - Add Profit

Land payment		32,914,286
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	0%
above	5%	4%
Total		1,316,571

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**1,250,000**

Post CIL s106	2,500	£/ Unit (all)	1,250,000
CIL	0	£/m2	0
		Total	**1,250,000**

Build Cost	/m2	
BCIS	1,225	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	123	10%
	1,367	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW 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
INCOME																								
UNITS Started	50	50	100	100	100	100																		
Market Housing		7,991,410	7,991,410	15,982,820	15,982,820	15,982,820	15,982,820	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		484,617	484,617	969,234	969,234	969,234	969,234	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,031,100	1,031,100	2,062,200	2,062,200	2,062,200	2,062,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**9,507,127**	**9,507,127**	**19,014,254**	**19,014,254**	**19,014,254**	**19,014,254**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	31,209																							
Easements etc.	0																							
Legals Acquisition	12,513																							
Planning Fee	85,200																							
Architects	2,685,779		0																					
QS	335,722		0																					
Planning Consultants	671,445		0																					
Other Professional	2,350,057		0																					
Build Cost - BCIS Base		5,990,407	5,990,407	11,980,814	11,980,814	11,980,814	11,980,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		125,000	125,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	58,000																							
Legal and Valuation	0																							
Agents	0	285,214	285,214	570,428	570,428	570,428	570,428	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	47,536	47,536	95,071	95,071	95,071	95,071	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**6,229,925**	**7,047,197**	**7,047,197**	**14,094,395**	**14,094,395**	**14,094,395**	**14,094,395**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**834,184**																							
Interest		423,847	301,682	172,187	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								13,984,968
Profit on GDV																								2,652,505
Cash Flow	-7,064,109	2,036,083	2,158,248	4,747,673	4,919,859	4,919,859	4,919,859	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-16,637,472
Opening Balanc	0																							
Closing Balanc	-7,064,109	-5,028,026	-2,869,778	1,877,894	6,797,754	11,717,613	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	16,637,472	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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 As Above																								
INCOME	**0**	**9,507,127**	**9,507,127**	**19,014,254**	**19,014,254**	**19,014,254**	**19,014,254**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	32,914,286																							
Stamp Duty	1,316,571	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	493,714	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	85,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	2,685,779	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	335,722	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	671,445	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	2,350,057	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	5,990,407	5,990,407	11,980,814	11,980,814	11,980,814	11,980,814	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-6,264,448	-6,264,448	-6,264,448	-6,264,448	-6,264,448	-6,264,448																		
Post CIL s106		125,000	125,000	250,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	299,520	299,520	599,041	599,041	599,041	599,041	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	58,000	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	285,214	285,214	570,428	570,428	570,428	570,428	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	47,536	47,536	95,071	95,071	95,071	95,071	0	0	0	0	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	**34,646,327**	**782,750**	**782,750**	**7,829,947**	**7,829,947**	**7,829,947**	**14,094,395**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,078,780	1,680,044	1,257,384	661,768	30,416	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								12,914,311
Profit on GDV																								2,652,505
Cash Flow	-34,646,327	6,645,598	7,044,333	9,926,923	10,522,538	11,153,891	4,919,859	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-15,566,816
Opening Balanc	0																							
Closing Balanc	-34,646,327	-28,000,729	-20,956,396	-11,029,473	-506,934	10,646,956	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	15,566,816	0

Elsewhere Base
Site 2

SITE NAME Site 2 Brown 200 HD High

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			200				
Market Housing	59.0	70%	140		2,350	19,411,000	8,260
Shared Ownership	55.2	9%	18		1,645	1,634,472	994
Affordable Rent	55.2	21%	42		1,500	3,477,600	2,318
Social Rent	55.2	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.67 ha		300	/ha		24,523,072	11,572
SITE AREA - Gross	0.81 ha		248	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-8,194,077**	**-12,291,116**	**-10,140,171**
Alternative Use Value	969,697	1,200,000	
Uplift 20%	193,939	240,000	
Plus /ha 0	0	0	
Viability Threshold	**1,163,636**	**1,440,000**	

£/m2

Additional Profit	**-9,599,130**	**-1,162**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-40,970		-8,194,077	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-122,911	-122,911	
PLANNING					
	Planning Fee		43,800		
	Architects	4.00%	988,259		
	QS / PM	0.50%	123,532		
	Planning Consultants	1.00%	247,065		
	Other Professional	3.50%	864,727	2,267,383	
CONSTRUCTION					
	Build Cost - BCIS Based	1,902	22,005,894		
	s106 / CIL		500,000		
	Contingency	5.00%	1,100,295		
	Abnormals		1,100,295	24,706,483	
FINANCE					
	Fees		124,000		
	Interest	6.00%			
	Legal and Valuation		0	124,000	
SALES					
	Agents	3.0%	735,692		
	Legals	0.5%	122,615		
	Misc.		0	858,308	**19,639,186**

Developers Profit			
	Market Housing	17.50%	**3,396,925**
	Affordable Housing	17.50%	**894,613**

21457.688

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	200		
No dwgs under	50	462	23,100
No dwgs over 5(	150	138	20,700
		Total	43,800

Stamp duty calc - Residual		
Land payment		-8,194,077
	Total	0

Stamp duty calc - Add Profit			
Land payment			1,163,636
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**500,000**

Post CIL s106	2,500	£/ Unit (all)	500,000
CIL	0	£/m2	0
		Total	**500,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			50	50	50	50																		
Market Housing				0	0	0	4,852,750	4,852,750	4,852,750	4,852,750	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	408,618	408,618	408,618	408,618	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	869,400	869,400	869,400	869,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**6,130,768**	**6,130,768**	**6,130,768**	**6,130,768**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-122,911																							
Planning Fee	43,800																							
Architects	494,130		494,130																					
QS	61,766		61,766																					
Planning Consultants	123,532		123,532																					
Other Professional	432,363		432,363																					
Build Cost - BCIS Base		0	1,833,824	3,667,649	5,501,473	5,501,473	3,667,649	1,833,824	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	41,667	83,333	125,000	125,000	83,333	41,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	124,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	183,923	183,923	183,923	183,923	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	30,654	30,654	30,654	30,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**1,156,681**	**0**	**3,170,665**	**4,117,747**	**6,176,621**	**6,176,621**	**4,332,324**	**2,273,450**	**214,577**	**214,577**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-8,194,077**																							
Interest		0	0	0	3,765	96,471	190,567	166,449	111,086	24,010	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,396,925
Affordable Housing																								894,613
Cash Flow	7,037,397	0	-3,170,665	-4,117,747	-6,180,386	-6,273,092	1,607,877	3,690,868	5,805,105	5,892,181	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,291,538
Opening Balanc	0																							
Closing Balance	7,037,397	7,037,397	3,866,732	-251,016	-6,431,402	-12,704,494	-11,096,617	-7,405,749	-1,600,644	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	4,291,538	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**6,130,768**	**6,130,768**	**6,130,768**	**6,130,768**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,163,636																							
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.	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	17,455	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	43,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	494,130	0	494,130	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	61,766	0	61,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	123,532	0	123,532	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	432,363	0	432,363	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	1,833,824	3,667,649	5,501,473	5,501,473	3,667,649	1,833,824	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**-4,799,565**	-4,799,565																				
Post CIL s106					125,000	125,000	125,000	125,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	91,691	183,382	275,074	275,074	183,382	91,691	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	124,000	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	183,923	183,923	183,923	183,923	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	30,654	30,654	30,654	30,654	0	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	**2,460,683**	**0**	**-1,670,566**	**-765,151**	**6,176,621**	**6,176,621**	**4,373,991**	**2,356,784**	**214,577**	**214,577**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		36,910	37,464	12,967	1,685	94,359	188,424	164,899	110,762	23,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								3,419,174
Affordable Housing																								894,613
Cash Flow	-2,460,683	-36,910	1,633,103	752,184	-6,178,305	-6,270,980	1,568,353	3,609,086	5,805,429	5,892,510	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,313,786
Opening Balance	0																							
Closing Balance	-2,460,683	-2,497,593	-864,490	-112,306	-6,290,612	-12,561,592	-10,993,238	-7,384,153	-1,578,724	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	4,313,786	0

Elsewhere Base
Site 3

SITE NAME Site 3 Brown 100 HD

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			100			
Market Housing	67.9	70%	70	2,350	11,162,500	4,750
Shared Ownership	55.2	9%	9	1,645	817,236	497
Affordable Rent	55.2	21%	21	1,500	1,738,800	1,159
Social Rent	55.2	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.67 ha		150 /ha		**13,718,536**	**6,406**
SITE AREA - Gross	0.81 ha		124 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-2,178,409	-3,267,614	-2,695,782
Alternative Use Value	969,697		1,200,000
Uplift 20%	193,939		240,000
Plus /ha 0	0		0
Viability Threshold	**1,163,636**		**1,440,000**
	£/m2		
Additional Profit	-3,425,450	-721	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-21,784		-2,178,409	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-32,676	-32,676	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	460,888		
	QS / PM	0.50%	57,611		
	Planning Consultants	1.00%	115,222		
	Other Professional	3.50%	403,277	1,066,997	
CONSTRUCTION					
	Build Cost - BCIS Based	1,600	10,247,449		
	s106 / CIL		250,000		
	Contingency	5.00%	512,372		
	Abnormals		512,372	11,522,194	
FINANCE					
	Fees		75,000		
	Interest	6.00%			
	Legal and Valuation		0	75,000	
SALES					
	Agents	3.0%	411,556		
	Legals	0.5%	68,593		
	Misc.		0	480,149	**10,933,255**
Developers Profit					
	Market Housing	17.50%			**1,953,438**
	Affordable Housing	17.50%			**447,306**

24007.438

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual

Land payment	-2,178,409
Total	0

Stamp duty calc - Add Profit

Land payment		1,163,636
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**
Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,600	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	2,790,625	2,790,625	2,790,625	2,790,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	204,309	204,309	204,309	204,309	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**3,429,634**	**3,429,634**	**3,429,634**	**3,429,634**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-32,676																							
Planning Fee	30,000																							
Architects	230,444		230,444																					
QS	28,805		28,805																					
Planning Consultants	57,611		57,611																					
Other Professional	201,638		201,638																					
Build Cost - BCIS Base		0	853,954	1,707,908	2,561,862	2,561,862	1,707,908	853,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	75,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	102,889	102,889	102,889	102,889	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,148	17,148	17,148	17,148	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**590,823**	**0**	**1,478,682**	**1,920,366**	**2,880,549**	**2,880,549**	**2,040,403**	**1,080,220**	**120,037**	**120,037**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-2,178,409																							
Interest		0	0	0	27,172	70,788	115,058	95,945	62,143	13,431	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,953,438
Affordable Housing																								447,306
Cash Flow	1,587,587	0	-1,478,682	-1,920,366	-2,907,721	-2,951,336	1,274,173	2,253,469	3,247,454	3,296,165	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,400,744
Opening Balanc	0																							
Closing Balance	1,587,587	1,587,587	108,905	-1,811,461	-4,719,181	-7,670,517	-6,396,344	-4,142,875	-895,422	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,429,634**	**3,429,634**	**3,429,634**	**3,429,634**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,163,636																							
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.	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	17,455	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	230,444	0	230,444	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	28,805	0	28,805	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	57,611	0	57,611	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	201,638	0	201,638	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	853,954	1,707,908	2,561,862	2,561,862	1,707,908	853,954	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,712,725	-1,712,725																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	42,698	85,395	128,093	128,093	85,395	42,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	75,000	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	102,889	102,889	102,889	102,889	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,148	17,148	17,148	17,148	0	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	**1,804,590**	**0**	**-254,877**	**165,974**	**2,880,549**	**2,880,549**	**2,061,236**	**1,121,887**	**120,037**	**120,037**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		27,069	27,475	24,064	26,914	70,526	114,792	95,988	62,812	14,110	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,907,497
Affordable Housing																								447,306
Cash Flow	-1,804,590	-27,069	227,402	-190,038	-2,907,463	-2,951,075	1,253,605	2,211,759	3,246,785	3,295,487	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,354,803
Opening Balance	0																							
Closing Balance	-1,804,590	-1,831,659	-1,604,257	-1,794,294	-4,701,757	-7,652,832	-6,399,227	-4,187,468	-940,684	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	2,354,803	0

Elsewhere Base
Site 4

SITE NAME Site 4 Brown 100

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			100			
Market Housing	98.8	70%	70	2,300	15,906,800	6,916
Shared Ownership	64.3	9%	9	1,610	931,224	578
Affordable Rent	64.3	21%	21	1,500	2,024,400	1,350
Social Rent	64.3	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	3.33 ha		30 /ha		**18,862,424**	**8,844**
SITE AREA - Gross	5.33 ha		19 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-1,063,912	-319,174	-199,484
Alternative Use Value	3,200,000		600,000
Uplift 20%	640,000		120,000
Plus /ha 0	0		0
Viability Threshold	**3,840,000**		**720,000**
	£/m2		
Additional Profit	-5,143,678	-744	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-10,639		-1,063,912	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-15,959	-15,959	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	564,757		
	QS / PM	0.50%	70,595		
	Planning Consultants	1.00%	141,189		
	Other Professional	3.50%	494,162	1,300,703	
CONSTRUCTION					
	Build Cost - BCIS Based	1,426	12,608,112		
	s106 / CIL		250,000		
	Contingency	5.00%	630,406		
	Abnormals		630,406	14,118,924	
FINANCE					
	Fees		40,000		
	Interest	6.00%			
	Legal and Valuation		0	40,000	
SALES					
	Agents	3.0%	565,873		
	Legals	0.5%	94,312		
	Misc.		0	660,185	**15,039,941**

Developers Profit			
	Market Housing	17.50%	**2,783,690**
	Affordable Housing	17.50%	**517,234**

33009.242

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-1,063,912
Total	0

Stamp duty calc - Add Profit		
Land payment		3,840,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,223	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,426	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13	12	13	12	13	12	13														
Market Housing				0	0	0	1,908,816	2,067,884	1,908,816	2,067,884	1,908,816	2,067,884	1,908,816	2,067,884	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	111,747	121,059	111,747	121,059	111,747	121,059	111,747	121,059	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	242,928	263,172	242,928	263,172	242,928	263,172	242,928	263,172	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,263,491**	**2,452,115**	**2,263,491**	**2,452,115**	**2,263,491**	**2,452,115**	**2,263,491**	**2,452,115**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-15,959																							
Planning Fee	30,000																							
Architects	282,378		282,378																					
QS	35,297		35,297																					
Planning Consultants	70,595		70,595																					
Other Professional	247,081		247,081																					
Build Cost - BCIS Base		0	504,324	1,050,676	1,555,001	1,597,028	1,555,001	1,597,028	1,555,001	1,597,028	1,050,676	546,352	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	10,000	20,833	30,833	31,667	30,833	31,667	30,833	31,667	20,833	10,833	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	40,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	67,905	73,563	67,905	73,563	67,905	73,563	67,905	73,563	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,317	12,261	11,317	12,261	11,317	12,261	11,317	12,261	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**689,393**	**0**	**1,200,109**	**1,176,577**	**1,741,334**	**1,788,397**	**1,820,556**	**1,874,221**	**1,820,556**	**1,874,221**	**1,255,799**	**697,644**	**79,222**	**85,824**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-1,063,912**																							
Interest		0	0	12,384	30,218	56,792	84,469	79,092	71,610	66,040	58,363	44,123	18,468	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,783,690
Affordable Housing																								517,234
Cash Flow	374,519	0	-1,200,109	-1,188,961	-1,771,552	-1,845,189	358,465	498,802	371,324	511,854	949,329	1,710,348	2,165,801	2,366,291	0	0	0	0	0	0	0	0	0	-3,300,924
Opening Balanc	0																							
Closing Balanc	374,519	374,519	-825,589	-2,014,550	-3,786,102	-5,631,291	-5,272,825	-4,774,023	-4,402,699	-3,890,845	-2,941,516	-1,231,168	934,633	3,300,924	3,300,924	3,300,924	3,300,924	3,300,924	3,300,924	3,300,924	3,300,924	3,300,924	3,300,924	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,263,491**	**2,452,115**	**2,263,491**	**2,452,115**	**2,263,491**	**2,452,115**	**2,263,491**	**2,452,115**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	3,840,000																							
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.	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	57,600	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	282,378	0	282,378	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	35,297	0	35,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	70,595	0	70,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	247,081	0	247,081	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	504,324	1,050,676	1,555,001	1,597,028	1,555,001	1,597,028	1,555,001	1,597,028	1,050,676	546,352	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-857,280	-857,280	-857,280	-857,280	-857,280	-857,280																
Post CIL s106					30,000	32,500	30,000	32,500	30,000	32,500	30,000	32,500	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	25,216	52,534	77,750	79,851	77,750	79,851	77,750	79,851	52,534	27,318	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	40,000	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	67,905	73,563	67,905	73,563	67,905	73,563	67,905	73,563	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,317	12,261	11,317	12,261	11,317	12,261	11,317	12,261	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	**4,602,952**	**0**	**332,829**	**298,464**	**883,221**	**931,951**	**962,443**	**1,017,775**	**1,819,723**	**1,875,054**	**1,264,966**	**719,311**	**79,222**	**85,824**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		69,044	70,080	76,124	81,742	96,217	111,639	93,798	73,690	68,139	60,505	46,435	21,139	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,602,903
Affordable Housing																								517,234
Cash Flow	-4,602,952	-69,044	-402,909	-374,588	-964,963	-1,028,168	1,189,408	1,340,542	370,078	508,922	938,020	1,686,370	2,163,129	2,366,291	0	0	0	0	0	0	0	0	0	-3,120,138
Opening Balance	0																							
Closing Balance	-4,602,952	-4,671,996	-5,074,905	-5,449,492	-6,414,455	-7,442,623	-6,253,215	-4,912,672	-4,542,594	-4,033,673	-3,095,653	-1,409,283	753,847	3,120,138	3,120,138	3,120,138	3,120,138	3,120,138	3,120,138	3,120,138	3,120,138	3,120,138	3,120,138	0

Elsewhere Base
Site 5

SITE NAME	Site 5	Brown 100 High

INCOME	Av Size m2	%	Number 100	Price £/m2	GDV £	GIA m2
Market Housing	67.9	70%	70	2,350	11,162,500	4,750
Shared Ownership	55.2	9%	9	1,645	817,236	497
Affordable Rent	55.2	21%	21	1,500	1,738,800	1,159
Social Rent	55.2	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.50 ha		200 /ha		**13,718,536**	**6,406**
SITE AREA - Gross	0.61 ha		165 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-4,410,207	-8,820,415	-7,276,842
Alternative Use Value	727,273	1,200,000	
Uplift 20%	145,455	240,000	
Plus /ha 0	0	0	
Viability Threshold	**872,727**		**1,440,000**

£/m2

Additional Profit	-5,385,051	-1,134

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	-44,102		-4,410,207
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-66,153	-66,153
PLANNING				
	Planning Fee		30,000	
	Architects	4.00%	546,007	
	QS / PM	0.50%	68,251	
	Planning Consultants	1.00%	136,502	
	Other Professional	3.50%	477,756	1,258,515
CONSTRUCTION				
	Build Cost - BCIS Based	1,902	12,181,970	
	s106 / CIL		250,000	
	Contingency	5.00%	609,098	
	Abnormals		609,098	13,650,167
FINANCE				
	Fees		70,000	
	Interest	6.00%		
	Legal and Valuation		0	70,000
SALES				
	Agents	3.0%	411,556	
	Legals	0.5%	68,593	
	Misc.		0	480,149 **10,982,470**

Developers Profit			
	Market Housing	17.50%	**1,953,438**
	Affordable Housing	17.50%	**447,306**

24007.438

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-4,410,207
Total	0

Stamp duty calc - Add Profit			
Land payment			872,727
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	2,790,625	2,790,625	2,790,625	2,790,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	204,309	204,309	204,309	204,309	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**3,429,634**	**3,429,634**	**3,429,634**	**3,429,634**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-66,153																							
Planning Fee	30,000																							
Architects	273,003		273,003																					
QS	34,125		34,125																					
Planning Consultants	68,251		68,251																					
Other Professional	238,878		238,878																					
Build Cost - BCIS Base		0	1,015,164	2,030,328	3,045,492	3,045,492	2,030,328	1,015,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	70,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	102,889	102,889	102,889	102,889	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,148	17,148	17,148	17,148	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**648,104**	**0**	**1,751,771**	**2,275,028**	**3,412,542**	**3,412,542**	**2,395,065**	**1,257,551**	**120,037**	**120,037**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-4,410,207**																							
Interest		0	0	0	3,970	55,218	107,235	93,325	62,143	13,431	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,953,438
Affordable Housing																								447,306
Cash Flow	3,762,103	0	-1,751,771	-2,275,028	-3,416,512	-3,467,760	927,334	2,078,758	3,247,454	3,296,165	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,400,744
Opening Balanc	0																							
Closing Balance	3,762,103	3,762,103	2,010,332	-264,696	-3,681,208	-7,148,968	-6,221,634	-4,142,875	-895,422	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	2,400,744	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**3,429,634**	**3,429,634**	**3,429,634**	**3,429,634**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	872,727																							
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.	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	13,091	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	273,003	0	273,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	34,125	0	34,125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	68,251	0	68,251	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	238,878	0	238,878	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	1,015,164	2,030,328	3,045,492	3,045,492	2,030,328	1,015,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-2,692,526	-2,692,526																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	50,758	101,516	152,275	152,275	101,516	50,758	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	70,000	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	102,889	102,889	102,889	102,889	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	17,148	17,148	17,148	17,148	0	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	**1,600,076**	**0**	**-961,588**	**-459,164**	**3,412,542**	**3,412,542**	**2,415,898**	**1,299,218**	**120,037**	**120,037**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		24,001	24,361	10,303	3,570	54,812	106,822	93,218	62,660	13,956	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,917,930
Affordable Housing																								447,306
Cash Flow	-1,600,076	-24,001	937,226	448,862	-3,416,112	-3,467,353	906,914	2,037,198	3,246,937	3,295,641	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,365,236
Opening Balance	0																							
Closing Balance	-1,600,076	-1,624,077	-686,850	-237,989	-3,654,100	-7,121,454	-6,214,540	-4,177,342	-930,405	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	2,365,236	0

Elsewhere Base
Site 6

SITE NAME	Site 6	Brown 100 PRS

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	67.9		70%	70		2,800	13,300,000	4,750
Shared Ownership	55.2		9%	9		1,960	973,728	497
Affordable Rent	55.2		21%	21		1,500	1,738,800	1,159
Social Rent	55.2		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.83	ha		120	/ha		**16,012,528**	**6,406**
SITE AREA - Gross	1.01	ha		99	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-34,964	-41,957	-34,614
Alternative Use Value	1,212,121		1,200,000
Uplift 20%	242,424		240,000
Plus /ha 0	0		0
Viability Threshold	**1,454,545**		**1,440,000**
	£/m2		
Additional Profit	-1,470,077	-309	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-350		-34,964	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-524	-524	
PLANNING					
	Planning Fee		30,000		
	Architects	4.00%	440,636		
	QS / PM	0.50%	55,080		
	Planning Consultants	1.00%	110,159		
	Other Professional	3.50%	385,557	1,021,432	
CONSTRUCTION					
	Build Cost - BCIS Based	1,528	9,787,189		
	s106 / CIL		250,000		
	Contingency	5.00%	489,359		
	Abnormals		489,359	11,015,908	
FINANCE					
	Fees		95,000		
	Interest	6.00%			
	Legal and Valuation		0	95,000	
SALES					
	Agents	3.0%	480,376		
	Legals	0.5%	80,063		
	Misc.		0	560,438	**12,657,289**

Developers Profit			
	Market Housing	17.50%	**2,327,500**
	Affordable Housing	17.50%	**474,692**

28021.924

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5(	50	138	6,900
		Total	30,000

Stamp duty calc - Residual	
Land payment	-34,964
Total	0

Stamp duty calc - Add Profit		
Land payment		1,454,545
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**250,000**

Post CIL s106	2,500	£/ Unit (all)	250,000
CIL	0	£/m2	0
		Total	**250,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	72	5%
	1,528	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			25	25	25	25																		
Market Housing				0	0	0	3,325,000	3,325,000	3,325,000	3,325,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	243,432	243,432	243,432	243,432	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	434,700	434,700	434,700	434,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**4,003,132**	**4,003,132**	**4,003,132**	**4,003,132**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-524																							
Planning Fee	30,000																							
Architects	220,318		220,318																					
QS	27,540		27,540																					
Planning Consultants	55,080		55,080																					
Other Professional	192,778		192,778																					
Build Cost - BCIS Base		0	815,599	1,631,198	2,446,797	2,446,797	1,631,198	815,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	20,833	41,667	62,500	62,500	41,667	20,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	95,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	120,094	120,094	120,094	120,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	20,016	20,016	20,016	20,016	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**620,191**	**0**	**1,413,708**	**1,835,985**	**2,753,977**	**2,753,977**	**1,976,094**	**1,058,102**	**140,110**	**140,110**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-34,964																							
Interest		8,778	8,910	30,249	58,243	100,426	143,242	114,985	72,535	15,677	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,327,500
Affordable Housing																								474,692
Cash Flow	-585,227	-8,778	-1,422,618	-1,866,234	-2,812,220	-2,854,403	1,883,796	2,830,045	3,790,488	3,847,345	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,802,192
Opening Balanc	0																							
Closing Balance	-585,227	-594,006	-2,016,624	-3,882,858	-6,695,078	-9,549,481	-7,665,685	-4,835,640	-1,045,153	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	2,802,192	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**4,003,132**	**4,003,132**	**4,003,132**	**4,003,132**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,454,545																							
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.	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	21,818	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	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	220,318	0	220,318	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	27,540	0	27,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	55,080	0	55,080	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	192,778	0	192,778	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	815,599	1,631,198	2,446,797	2,446,797	1,631,198	815,599	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-735,039	-735,039																				
Post CIL s106					62,500	62,500	62,500	62,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	40,780	81,560	122,340	122,340	81,560	40,780	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	95,000	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	120,094	120,094	120,094	120,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	20,016	20,016	20,016	20,016	0	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	**2,097,079**	**0**	**657,836**	**1,059,279**	**2,753,977**	**2,753,977**	**1,996,928**	**1,099,769**	**140,110**	**140,110**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		31,456	31,928	42,274	58,798	100,989	143,814	115,878	74,066	17,231	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,222,336
Affordable Housing																								474,692
Cash Flow	-2,097,079	-31,456	-689,764	-1,101,554	-2,812,775	-2,854,966	1,862,391	2,787,485	3,788,957	3,845,791	0	0	0	0	0	0	0	0	0	0	0	0	0	-2,697,029
Opening Balance	0																							
Closing Balance	-2,097,079	-2,128,536	-2,818,300	-3,919,854	-6,732,628	-9,587,595	-7,725,204	-4,937,719	-1,148,762	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	2,697,029	0

SITE NAME Site 7 Brown 60 HD

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
			60			
Market Housing	67.6	70%	42	2,350	6,674,000	2,840
Shared Ownership	55.7	9%	5	1,645	494,981	301
Affordable Rent	55.7	21%	13	1,500	1,053,150	702
Social Rent	55.7	0%	0	1,120	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.50 ha		120 /ha		**8,222,131**	**3,843**
SITE AREA - Gross	0.61 ha		99 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-1,317,105**	**-2,634,210**	**-2,173,223**
Alternative Use Value	727,273		1,200,000
Uplift 20%	145,455		240,000
Plus /ha 0	0		0
Viability Threshold	**872,727**		**1,440,000**

	£/m2	
Additional Profit	**-2,250,870**	**-793**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-21,952		-1,317,105	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-19,757	-19,757	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	276,422		
	QS / PM	0.50%	34,553		
	Planning Consultants	1.00%	69,106		
	Other Professional	3.50%	241,869	646,430	
CONSTRUCTION					
	Build Cost - BCIS Based	1,599	6,145,959		
	s106 / CIL		150,000		
	Contingency	5.00%	307,298		
	Abnormals		307,298	6,910,555	
FINANCE					
	Fees		45,000		
	Interest	6.00%			
	Legal and Valuation		0	45,000	
SALES					
	Agents	3.0%	246,664		
	Legals	0.5%	41,111		
	Misc.		0	287,775	**6,552,898**

Developers Profit			
	Market Housing	17.50%	**1,167,950**
	Affordable Housing	17.50%	**270,923**

23981.21396

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-1,317,105
Total	0

Stamp duty calc - Add Profit			
Land payment			872,727
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,599	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,668,500	1,668,500	1,668,500	1,668,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	123,745	123,745	123,745	123,745	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,055,533**	**2,055,533**	**2,055,533**	**2,055,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-19,757																							
Planning Fee	24,480																							
Architects	138,211		138,211																					
QS	17,276		17,276																					
Planning Consultants	34,553		34,553																					
Other Professional	120,935		120,935																					
Build Cost - BCIS Base		0	512,163	1,024,327	1,536,490	1,536,490	1,024,327	512,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	45,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	61,666	61,666	61,666	61,666	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,278	10,278	10,278	10,278	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**360,698**	**0**	**886,855**	**1,151,759**	**1,727,639**	**1,727,639**	**1,223,703**	**647,823**	**71,944**	**71,944**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-1,317,105**																							
Interest		0	0	0	16,233	42,391	68,942	57,498	37,245	8,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,167,950
Affordable Housing																								270,923
Cash Flow	956,407	0	-886,855	-1,151,759	-1,743,872	-1,770,030	762,888	1,350,211	1,946,344	1,975,539	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,438,873
Opening Balanc	0																							
Closing Balance	956,407	956,407	69,552	-1,082,207	-2,826,079	-4,596,109	-3,833,221	-2,483,010	-536,666	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,055,533**	**2,055,533**	**2,055,533**	**2,055,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	872,727																							
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.	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	13,091	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	138,211	0	138,211	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	17,276	0	17,276	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	34,553	0	34,553	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	120,935	0	120,935	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	512,163	1,024,327	1,536,490	1,536,490	1,024,327	512,163	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,125,435	-1,125,435																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	25,608	51,216	76,824	76,824	51,216	25,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	45,000	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	61,666	61,666	61,666	61,666	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,278	10,278	10,278	10,278	0	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	**1,266,273**	**0**	**-251,080**	**1,324**	**1,727,639**	**1,727,639**	**1,236,203**	**672,823**	**71,944**	**71,944**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		18,994	19,279	15,802	16,059	42,214	68,762	57,504	37,626	8,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,141,824
Affordable Housing																								270,923
Cash Flow	-1,266,273	-18,994	231,801	-17,126	-1,743,698	-1,769,853	750,568	1,325,206	1,945,963	1,975,153	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,412,747
Opening Balance	0																							
Closing Balance	-1,266,273	-1,285,267	-1,053,466	-1,070,592	-2,814,290	-4,584,143	-3,833,575	-2,508,370	-562,406	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	1,412,747	0

SITE NAME Site 8 Brown 60

INCOME		Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing		97.0		70%	42		2,300	9,370,200	4,074
Shared Ownership		67.0		9%	5		1,610	582,498	362
Affordable Rent		67.0		21%	13		1,500	1,266,300	844
Social Rent		67.0		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		2.00	ha		30	/ha		**11,218,998**	**5,280**
SITE AREA - Gross		3.20	ha		19	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-683,810	-341,905	-213,691
Alternative Use Value	1,920,000		600,000
Uplift 20%	384,000		120,000
Plus /ha 0	0		0
Viability Threshold	**2,304,000**		**720,000**
	£/m2		
Additional Profit	-3,102,959	-762	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-11,397		-683,810	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-10,257	-10,257	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	336,563		
	QS / PM	0.50%	42,070		
	Planning Consultants	1.00%	84,141		
	Other Professional	3.50%	294,492	781,746	
CONSTRUCTION					
	Build Cost - BCIS Based	1,423	7,512,789		
	s106 / CIL		150,000		
	Contingency	5.00%	375,639		
	Abnormals		375,639	8,414,067	
FINANCE					
	Fees		34,000		
	Interest	6.00%			
	Legal and Valuation		0	34,000	
SALES					
	Agents	3.0%	336,570		
	Legals	0.5%	56,095		
	Misc.		0	392,665	**8,928,411**
Developers Profit					
	Market Housing	17.50%			**1,639,785**
	Affordable Housing	17.50%			**323,540**

32722.0775

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-683,810
Total	0

Stamp duty calc - Add Profit		
Land payment		2,304,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,221	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,423	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	1,561,700	1,561,700	1,561,700	1,561,700	1,561,700	1,561,700	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	97,083	97,083	97,083	97,083	97,083	97,083	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	211,050	211,050	211,050	211,050	211,050	211,050	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,869,833**	**1,869,833**	**1,869,833**	**1,869,833**	**1,869,833**	**1,869,833**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-10,257																							
Planning Fee	24,480																							
Architects	168,281		168,281																					
QS	21,035		21,035																					
Planning Consultants	42,070		42,070																					
Other Professional	147,246		147,246																					
Build Cost - BCIS Base		0	417,377	834,754	1,252,131	1,252,131	1,252,131	1,252,131	834,754	417,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	8,333	16,667	25,000	25,000	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	34,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	56,095	56,095	56,095	56,095	56,095	56,095	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	9,349	9,349	9,349	9,349	9,349	9,349	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**426,856**	**0**	**846,081**	**934,896**	**1,402,345**	**1,402,345**	**1,467,789**	**1,467,789**	**1,000,341**	**532,892**	**65,444**	**65,444**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-683,810**																							
Interest		0	0	8,837	22,993	44,373	66,074	61,034	55,919	43,715	24,317	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,639,785
Affordable Housing																								323,540
Cash Flow	256,954	0	-846,081	-943,733	-1,425,337	-1,446,718	335,971	341,010	813,573	1,293,225	1,780,072	1,804,389	0	0	0	0	0	0	0	0	0	0	0	-1,963,325
Opening Balanc	0																							
Closing Balance	256,954	256,954	-589,127	-1,532,860	-2,958,198	-4,404,915	-4,068,945	-3,727,935	-2,914,361	-1,621,136	158,936	1,963,325	1,963,325	1,963,325	1,963,325	1,963,325	1,963,325	1,963,325	1,963,325	1,963,325	1,963,325	1,963,325	1,963,325	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,869,833**	**1,869,833**	**1,869,833**	**1,869,833**	**1,869,833**	**1,869,833**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	2,304,000																							
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.	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	34,560	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	168,281	0	168,281	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	21,035	0	21,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	42,070	0	42,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	147,246	0	147,246	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	417,377	834,754	1,252,131	1,252,131	1,252,131	1,252,131	834,754	417,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-775,740	-775,740	-775,740	-775,740																		
Post CIL s106					25,000	25,000	25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	20,869	41,738	62,607	62,607	62,607	62,607	41,738	20,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	34,000	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	56,095	56,095	56,095	56,095	56,095	56,095	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	9,349	9,349	9,349	9,349	9,349	9,349	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	**2,775,673**	**0**	**62,008**	**142,490**	**626,605**	**626,605**	**1,467,789**	**1,467,789**	**1,008,674**	**549,559**	**65,444**	**65,444**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		41,635	42,260	43,824	46,618	56,717	66,967	61,940	56,839	44,774	25,641	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,550,164
Affordable Housing																								323,540
Cash Flow	-2,775,673	-41,635	-104,268	-186,314	-673,223	-683,322	335,078	340,104	804,320	1,275,500	1,778,747	1,804,389	0	0	0	0	0	0	0	0	0	0	0	-1,873,704
Opening Balance	0																							
Closing Balance	-2,775,673	-2,817,308	-2,921,576	-3,107,890	-3,781,113	-4,464,435	-4,129,357	-3,789,253	-2,984,933	-1,709,433	69,315	1,873,704	1,873,704	1,873,704	1,873,704	1,873,704	1,873,704	1,873,704	1,873,704	1,873,704	1,873,704	1,873,704	1,873,704	0

Elsewhere Base
Site 9

SITE NAME	Site 9	Brown 60 High

INCOME	Av Size m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	67.6	70%	42	2,350	6,674,000	2,840
Shared Ownership	55.7	9%	5	1,645	494,981	301
Affordable Rent	55.7	21%	13	1,500	1,053,150	702
Social Rent	55.7	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.30 ha		200 /ha		**8,222,131**	**3,843**
SITE AREA - Gross	0.30 ha		200 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-2,657,767**	**-8,859,224**	**-8,859,224**
Alternative Use Value	360,000	1,200,000	
Uplift 20%	72,000	240,000	
Plus /ha 0	0	0	
Viability Threshold	**432,000**		**1,440,000**
£/m2			
Additional Profit	**-3,149,228**	**-1,109**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-2,657,767	
	Land	-44,296			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-39,867	-39,867	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	327,554		
	QS / PM	0.50%	40,944		
	Planning Consultants	1.00%	81,888		
	Other Professional	3.50%	286,610	761,476	
CONSTRUCTION					
	Build Cost - BCIS Based	1,902	7,308,041		
	s106 / CIL		150,000		
	Contingency	5.00%	365,402		
	Abnormals		365,402	8,188,845	
FINANCE					
	Fees		42,000		
	Interest	6.00%			
	Legal and Valuation		0	42,000	
SALES					
	Agents	3.0%	246,664		
	Legals	0.5%	41,111		
	Misc.		0	287,775	**6,582,462**

Developers Profit				
	Market Housing	17.50%		**1,167,950**
	Affordable Housing	17.50%		**270,923**

23981.21396

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-2,657,767
Total	0

Stamp duty calc - Add Profit			
Land payment			432,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,793	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	90	5%
	1,902	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,668,500	1,668,500	1,668,500	1,668,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	123,745	123,745	123,745	123,745	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,055,533**	**2,055,533**	**2,055,533**	**2,055,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-39,867																							
Planning Fee	24,480																							
Architects	163,777		163,777																					
QS	20,472		20,472																					
Planning Consultants	40,944		40,944																					
Other Professional	143,305		143,305																					
Build Cost - BCIS Base		0	609,003	1,218,007	1,827,010	1,827,010	1,218,007	609,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	42,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	61,666	61,666	61,666	61,666	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,278	10,278	10,278	10,278	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**395,112**	**0**	**1,050,902**	**1,364,808**	**2,047,211**	**2,047,211**	**1,436,751**	**754,347**	**71,944**	**71,944**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-2,657,767																							
Interest		0	0	0	2,296	33,038	64,242	55,924	37,245	8,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,167,950
Affordable Housing																								270,923
Cash Flow	2,262,656	0	-1,050,902	-1,364,808	-2,049,507	-2,080,250	554,539	1,245,261	1,946,344	1,975,539	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,438,873
Opening Balanc	0																							
Closing Balance	2,262,656	2,262,656	1,211,754	-153,054	-2,202,561	-4,282,810	-3,728,271	-2,483,010	-536,666	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	1,438,873	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,055,533**	**2,055,533**	**2,055,533**	**2,055,533**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	432,000																							
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.	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	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
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	163,777	0	163,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	20,472	0	20,472	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	40,944	0	40,944	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	143,305	0	143,305	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	609,003	1,218,007	1,827,010	1,827,010	1,218,007	609,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-1,574,614	-1,574,614																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	30,450	60,900	91,351	91,351	60,900	30,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	42,000	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	61,666	61,666	61,666	61,666	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,278	10,278	10,278	10,278	0	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	**873,458**	**0**	**-536,212**	**-234,807**	**2,047,211**	**2,047,211**	**1,449,251**	**779,347**	**71,944**	**71,944**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		13,102	13,298	5,455	2,014	32,753	63,952	55,817	37,512	8,321	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,149,636
Affordable Housing																								270,923
Cash Flow	-873,458	-13,102	522,914	229,352	-2,049,226	-2,079,964	542,329	1,220,368	1,946,077	1,975,268	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,420,559
Opening Balance	0																							
Closing Balance	-873,458	-886,560	-363,646	-134,294	-2,183,520	-4,263,484	-3,721,155	-2,500,787	-554,710	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	1,420,559	0

Elsewhere Base
Site 10

SITE NAME Site 10 Brown 60 PRS

INCOME	Av Size m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	67.6	70%	42	2,800	7,952,000	2,840
Shared Ownership	55.7	9%	5	1,960	589,764	301
Affordable Rent	55.7	21%	13	1,500	1,053,150	702
Social Rent	55.7	0%	0	1,120	0	0
Grant and Subsidy Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	0.80 ha		75 /ha		**9,594,914**	**3,843**
SITE AREA - Gross	0.97 ha		62 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-33,520	-41,900	-34,567
Alternative Use Value	1,163,636		1,200,000
Uplift 20%	232,727		240,000
Plus /ha 0	0		0
Viability Threshold	**1,396,364**		**1,440,000**
	£/m2		
Additional Profit	-1,446,590	-509	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-559		-33,520	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-503	-503	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	264,276		
	QS / PM	0.50%	33,035		
	Planning Consultants	1.00%	66,069		
	Other Professional	3.50%	231,242	619,102	
CONSTRUCTION					
	Build Cost - BCIS Based	1,527	5,869,917		
	s106 / CIL		150,000		
	Contingency	5.00%	293,496		
	Abnormals		293,496	6,606,908	
FINANCE					
	Fees		57,000		
	Interest	6.00%			
	Legal and Valuation		0	57,000	
SALES					
	Agents	3.0%	287,847		
	Legals	0.5%	47,975		
	Misc.		0	335,822	**7,584,809**

Developers Profit				
	Market Housing	17.50%		**1,391,600**
	Affordable Housing	17.50%		**287,510** 27985.16583

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual

Land payment	-33,520
Total	0

Stamp duty calc - Add Profit

Land payment		1,396,364
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**150,000**

Post CIL s106	2,500	£/ Unit (all)	150,000
CIL	0	£/m2	0
		Total	**150,000**

Build Cost	/m2	
BCIS	1,437	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	72	5%
	1,527	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			15	15	15	15																		
Market Housing				0	0	0	1,988,000	1,988,000	1,988,000	1,988,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	147,441	147,441	147,441	147,441	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	263,288	263,288	263,288	263,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,398,729**	**2,398,729**	**2,398,729**	**2,398,729**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-503																							
Planning Fee	24,480																							
Architects	132,138		132,138																					
QS	16,517		16,517																					
Planning Consultants	33,035		33,035																					
Other Professional	115,621		115,621																					
Build Cost - BCIS Base		0	489,160	978,319	1,467,479	1,467,479	978,319	489,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	12,500	25,000	37,500	37,500	25,000	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	57,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	71,962	71,962	71,962	71,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,994	11,994	11,994	11,994	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**378,288**	**0**	**847,887**	**1,101,151**	**1,651,727**	**1,651,727**	**1,185,107**	**634,531**	**83,955**	**83,955**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-33,520																							
Interest		5,172	5,249	18,046	34,834	60,133	85,810	68,893	43,464	9,394	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,391,600
Affordable Housing																								287,510
Cash Flow	-344,768	-5,172	-853,136	-1,119,198	-1,686,561	-1,711,860	1,127,811	1,695,304	2,271,309	2,305,379	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,679,110
Opening Balanc	0																							
Closing Balance	-344,768	-349,940	-1,203,075	-2,322,273	-4,008,834	-5,720,694	-4,592,882	-2,897,578	-626,269	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	1,679,110	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,398,729**	**2,398,729**	**2,398,729**	**2,398,729**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,396,364																							
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.	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	20,945	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	132,138	0	132,138	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	16,517	0	16,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	33,035	0	33,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	115,621	0	115,621	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	489,160	978,319	1,467,479	1,467,479	978,319	489,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-723,295	-723,295																				
Post CIL s106					37,500	37,500	37,500	37,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	24,458	48,916	73,374	73,374	48,916	24,458	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	57,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	71,962	71,962	71,962	71,962	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,994	11,994	11,994	11,994	0	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	**1,796,100**	**0**	**112,092**	**352,856**	**1,651,727**	**1,651,727**	**1,197,607**	**659,531**	**83,955**	**83,955**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		26,941	27,346	29,437	35,172	60,475	86,158	69,434	44,387	10,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,328,171
Affordable Housing																								287,510
Cash Flow	-1,796,100	-26,941	-139,437	-382,294	-1,686,899	-1,712,202	1,114,964	1,669,764	2,270,386	2,304,442	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,615,681
Opening Balance	0																							
Closing Balance	-1,796,100	-1,823,041	-1,962,479	-2,344,772	-4,031,671	-5,743,873	-4,628,910	-2,959,146	-688,760	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	1,615,681	0

SITE NAME	Site 11	Brown 20

INCOME	Av Size m2	%	Number 20	Price £/m2	GDV £	GIA m2
Market Housing	100.2	70%	14	2,300	3,226,900	1,403
Shared Ownership	64.7	9%	2	1,610	187,404	116
Affordable Rent	64.7	21%	4	1,500	407,400	272
Social Rent	64.7	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.67 ha		30 /ha		**3,821,704**	**1,791**
SITE AREA - Gross	0.81 ha		25 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-111,883**	**-167,825**	**-138,456**
Alternative Use Value	484,848		600,000
Uplift 20%	96,970		120,000
Plus /ha 0	0		0
Viability Threshold	**581,818**		**720,000**

£/m2

Additional Profit	**-699,214**	**-498**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND				-111,883	
	Land	-5,594			
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,678	-1,678	
PLANNING					
	Planning Fee		9,240		
	Architects	4.00%	109,334		
	QS / PM	0.50%	13,667		
	Planning Consultants	1.00%	27,333		
	Other Professional	3.50%	95,667	255,241	
CONSTRUCTION					
	Build Cost - BCIS Based	1,362	2,439,400		
	s106 / CIL		50,000		
	Contingency	5.00%	121,970		
	Abnormals		121,970	2,733,340	
FINANCE					
	Fees		19,000		
	Interest	6.00%			
	Legal and Valuation		0	19,000	
SALES					
	Agents	3.0%	114,651		
	Legals	0.5%	19,109		
	Misc.		0	133,760	**3,027,778**

Developers Profit			
	Market Housing	17.50%	**564,708**
	Affordable Housing	17.50%	**104,091**

33439.91

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	20		
No dwgs under	20	462	9,240
No dwgs over 5(	0	138	0
		Total	9,240

Stamp duty calc - Residual	
Land payment	-111,883
Total	0

Stamp duty calc - Add Profit			
Land payment			581,818
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**50,000**

Post CIL s106	2,500	£/ Unit (all)	50,000
CIL	0	£/m2	0
		Total	**50,000**

Build Cost	/m2	
BCIS	1,221	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	122	10%
	1,362	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	5	5	5																		
Market Housing				0	0	0	806,725	806,725	806,725	806,725	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	46,851	46,851	46,851	46,851	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	101,850	101,850	101,850	101,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**955,426**	**955,426**	**955,426**	**955,426**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,678																							
Planning Fee	9,240																							
Architects	54,667		54,667																					
QS	6,833		6,833																					
Planning Consultants	13,667		13,667																					
Other Professional	47,833		47,833																					
Build Cost - BCIS Base		0	203,283	406,567	609,850	609,850	406,567	203,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	4,167	8,333	12,500	12,500	8,333	4,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	19,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	28,663	28,663	28,663	28,663	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,777	4,777	4,777	4,777	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**149,562**	**0**	**350,779**	**455,557**	**683,335**	**683,335**	**488,997**	**261,218**	**33,440**	**33,440**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-111,883**																							
Interest		565	574	5,844	12,765	23,206	33,805	27,315	17,312	3,742	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								564,708
Affordable Housing																								104,091
Cash Flow	-37,679	-565	-351,352	-461,401	-696,100	-706,541	432,625	666,893	904,674	918,244	0	0	0	0	0	0	0	0	0	0	0	0	0	-668,798
Opening Balanc	0																							
Closing Balance	-37,679	-38,244	-389,596	-850,997	-1,547,097	-2,253,638	-1,821,013	-1,154,120	-249,446	668,798	668,798	668,798	668,798	668,798	668,798	668,798	668,798	668,798	668,798	668,798	668,798	668,798	668,798	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**955,426**	**955,426**	**955,426**	**955,426**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	581,818																							
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.	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	8,727	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	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	54,667	0	54,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	6,833	0	6,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	13,667	0	13,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	47,833	0	47,833	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	203,283	406,567	609,850	609,850	406,567	203,283	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-349,607	-349,607																				
Post CIL s106					12,500	12,500	12,500	12,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	10,164	20,328	30,492	30,492	20,328	10,164	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	19,000	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	28,663	28,663	28,663	28,663	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,777	4,777	4,777	4,777	0	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	**741,786**	**0**	**-2,995**	**97,616**	**683,335**	**683,335**	**493,163**	**269,552**	**33,440**	**33,440**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		11,127	11,294	11,418	13,054	23,500	34,102	27,680	17,807	4,244	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								530,718
Affordable Housing																								104,091
Cash Flow	-741,786	-11,127	-8,299	-109,035	-696,389	-706,834	428,161	658,195	904,179	917,742	0	0	0	0	0	0	0	0	0	0	0	0	0	-634,808
Opening Balance	0																							
Closing Balance	-741,786	-752,913	-761,211	-870,246	-1,566,634	-2,273,469	-1,845,308	-1,187,113	-282,934	634,808	634,808	634,808	634,808	634,808	634,808	634,808	634,808	634,808	634,808	634,808	634,808	634,808	634,808	0

Elsewhere Base
Site 12

SITE NAME	Site 12	Brown 20 Flats

INCOME	Av Size m2	%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	67.2	70%	8		2,800	1,581,067	565
Shared Ownership	58.3	9%	1		1,960	123,480	63
Affordable Rent	58.3	21%	3		1,500	220,500	147
Social Rent	58.3	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.20 ha		60	/ha		**1,925,047**	**775**
SITE AREA - Gross	0.20 ha		60	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-81,729	-408,643	-408,643
Alternative Use Value	120,000		600,000
Uplift 20%	24,000		120,000
Plus /ha 0	0		0
Viability Threshold	**144,000**		**720,000**
	£/m2		
Additional Profit	-226,832	-402	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-6,811		-81,729	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,226	-1,226	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	55,914		
	QS / PM	0.50%	6,989		
	Planning Consultants	1.00%	13,978		
	Other Professional	3.50%	48,925	131,350	
CONSTRUCTION					
	Build Cost - BCIS Based	1,605	1,243,499		
	s106 / CIL		30,000		
	Contingency	5.00%	62,175		
	Abnormals		62,175	1,397,849	
FINANCE					
	Fees		11,000		
	Interest	6.00%			
	Legal and Valuation		0	11,000	
SALES					
	Agents	3.0%	57,751		
	Legals	0.5%	9,625		
	Misc.		0	67,377	**1,524,621**

Developers Profit				
	Market Housing	17.50%		**276,687**
	Affordable Housing	17.50%		**60,197**

28073.59722

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual	
Land payment	-81,729
Total	0

Stamp duty calc - Add Profit		
Land payment		144,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
Total		0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,442	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	144	10%
	1,605	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			4	4	4																			
Market Housing				0	0	0	527,022	527,022	527,022	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	41,160	41,160	41,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	73,500	73,500	73,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**641,682**	**641,682**	**641,682**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,226																							
Planning Fee	5,544																							
Architects	27,957		27,957																					
QS	3,495		3,495																					
Planning Consultants	6,989		6,989																					
Other Professional	24,462		24,462																					
Build Cost - BCIS Base		0	138,167	276,333	414,500	276,333	138,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	11,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	19,250	19,250	19,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,208	3,208	3,208	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**78,221**	**0**	**218,220**	**310,633**	**465,950**	**310,633**	**177,775**	**22,459**	**22,459**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-81,729**																							
Interest		0	0	3,221	7,928	15,037	19,922	13,262	4,173	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								276,687
Affordable Housing																								60,197
Cash Flow	3,507	0	-218,220	-313,854	-473,878	-325,670	443,985	605,961	615,051	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-336,883
Opening Balanc	0																							
Closing Balance	3,507	3,507	-214,712	-528,566	-1,002,444	-1,328,114	-884,129	-278,168	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	336,883	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**641,682**	**641,682**	**641,682**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	144,000																							
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.	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	2,160	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	27,957	0	27,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,495	0	3,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,989	0	6,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	24,462	0	24,462	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	138,167	276,333	414,500	276,333	138,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-226,832																					
Post CIL s106					10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,908	13,817	20,725	13,817	6,908	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	11,000	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	19,250	19,250	19,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,208	3,208	3,208	0	0	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	**225,607**	**0**	**-11,946**	**303,966**	**465,950**	**313,966**	**184,442**	**22,459**	**22,459**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,384	3,435	3,307	7,916	15,024	19,959	13,400	4,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								267,208
Affordable Housing																								60,197
Cash Flow	-225,607	-3,384	8,511	-307,274	-473,866	-328,991	437,281	605,823	614,911	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-327,405
Opening Balance	0																							
Closing Balance	-225,607	-228,991	-220,480	-527,754	-1,001,620	-1,330,611	-893,330	-287,506	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	327,405	0

Elsewhere Base
Site 13

SITE NAME Site 13 Brown 12

INCOME	Av Size m2	%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	109.0	70%	8		2,300	2,105,880	916
Shared Ownership	68.7	9%	1		1,610	119,398	74
Affordable Rent	68.7	21%	3		1,500	259,560	173
Social Rent	68.7	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.27 ha		45	/ha		2,484,838	1,163
SITE AREA - Gross	0.27 ha		45	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-81,473	-305,522	-305,522
Alternative Use Value	160,000	600,000	
Uplift 20%	32,000	120,000	
Plus /ha 0	0	0	
Viability Threshold	192,000		720,000
	£/m2		
Additional Profit	-267,550	-292	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	-6,789		-81,473	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,222	-1,222	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	71,466		
	QS / PM	0.50%	8,933		
	Planning Consultants	1.00%	17,866		
	Other Professional	3.50%	62,532	166,342	
CONSTRUCTION					
	Build Cost - BCIS Based	1,373	1,596,946		
	s106 / CIL		30,000		
	Contingency	5.00%	79,847		
	Abnormals		79,847	1,786,641	
FINANCE					
	Fees		12,000		
	Interest	6.00%			
	Legal and Valuation		0	12,000	
SALES					
	Agents	3.0%	74,545		
	Legals	0.5%	12,424		
	Misc.		0	86,969	**1,969,257**

Developers Profit			
	Market Housing	17.50%	**368,529**
	Affordable Housing	17.50%	**66,318**

36237.215

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual

Land payment		-81,473
	Total	0

Stamp duty calc - Add Profit

Land payment		192,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,231	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	123	10%
	1,373	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3	3																		
Market Housing				0	0	0	526,470	526,470	526,470	526,470	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	29,849	29,849	29,849	29,849	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	64,890	64,890	64,890	64,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**621,209**	**621,209**	**621,209**	**621,209**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,222																							
Planning Fee	5,544																							
Architects	35,733		35,733																					
QS	4,467		4,467																					
Planning Consultants	8,933		8,933																					
Other Professional	31,266		31,266																					
Build Cost - BCIS Base		0	133,079	266,158	399,237	399,237	266,158	133,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	12,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	18,636	18,636	18,636	18,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,106	3,106	3,106	3,106	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**96,721**	**0**	**229,286**	**297,773**	**446,660**	**446,660**	**319,516**	**170,629**	**21,742**	**21,742**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-81,473**																							
Interest		229	232	3,675	8,197	15,019	21,945	17,748	11,256	2,433	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								368,529
Affordable Housing																								66,318
Cash Flow	-15,248	-229	-229,518	-301,448	-454,857	-461,680	279,749	432,832	588,211	597,034	0	0	0	0	0	0	0	0	0	0	0	0	0	-434,847
Opening Balanc	0																							
Closing Balance	-15,248	-15,477	-244,995	-546,443	-1,001,300	-1,462,980	-1,183,231	-750,399	-162,188	434,847	434,847	434,847	434,847	434,847	434,847	434,847	434,847	434,847	434,847	434,847	434,847	434,847	434,847	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**621,209**	**621,209**	**621,209**	**621,209**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	192,000																							
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.	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	2,880	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	35,733	0	35,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,467	0	4,467	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,933	0	8,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	31,266	0	31,266	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	133,079	266,158	399,237	399,237	266,158	133,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-133,775	-133,775																				
Post CIL s106					7,500	7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	6,654	13,308	19,962	19,962	13,308	6,654	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	12,000	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	18,636	18,636	18,636	18,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,106	3,106	3,106	3,106	0	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	**292,823**	**0**	**93,011**	**158,998**	**446,660**	**446,660**	**322,016**	**175,629**	**21,742**	**21,742**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,392	4,458	5,920	8,394	15,220	22,148	17,992	11,579	2,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								346,374
Affordable Housing																								66,318
Cash Flow	-292,823	-4,392	-97,469	-164,919	-455,054	-461,880	277,046	427,588	587,889	596,707	0	0	0	0	0	0	0	0	0	0	0	0	0	-412,692
Opening Balance	0																							
Closing Balance	-292,823	-297,215	-394,684	-559,603	-1,014,657	-1,476,537	-1,199,491	-771,903	-184,015	412,692	412,692	412,692	412,692	412,692	412,692	412,692	412,692	412,692	412,692	412,692	412,692	412,692	412,692	0

Elsewhere Base
Site 14

SITE NAME	Site 14	Brown 12 Flats

INCOME	Av Size m2	%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing	66.4	70%	6		2,800	1,171,800	419
Shared Ownership	50.5	9%	1		1,960	80,174	41
Affordable Rent	50.5	21%	2		1,500	143,168	95
Social Rent	50.5	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.18 ha		50	/ha		1,395,141	555
SITE AREA - Gross	0.18 ha		50	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-52,919	-293,996	-293,996
Alternative Use Value	108,000		600,000
Uplift 20%	21,600		120,000
Plus /ha 0	0		0
Viability Threshold	129,600		720,000
	£/m2		
Additional Profit	-180,539	-431	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-5,880		-52,919	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-794	-794	
PLANNING					
	Planning Fee		4,158		
	Architects	4.00%	40,270		
	QS / PM	0.50%	5,034		
	Planning Consultants	1.00%	10,068		
	Other Professional	3.50%	35,237	94,766	
CONSTRUCTION					
	Build Cost - BCIS Based	1,613	894,782		
	s106 / CIL		22,500		
	Contingency	5.00%	44,739		
	Abnormals		44,739	1,006,760	
FINANCE					
	Fees		8,000		
	Interest	6.00%			
	Legal and Valuation		0	8,000	
SALES					
	Agents	3.0%	41,854		
	Legals	0.5%	6,976		
	Misc.		0	48,830	1,104,643

Developers Profit			
	Market Housing	17.50%	205,065
	Affordable Housing	17.50%	39,085

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		-52,919
	Total	0

Stamp duty calc - Add Profit			
Land payment			129,600
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,449	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	145	10%
	1,613	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	390,600	390,600	390,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	26,725	26,725	26,725	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	47,723	47,723	47,723	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**465,047**	**465,047**	**465,047**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-794																							
Planning Fee	4,158																							
Architects	20,135		20,135																					
QS	2,517		2,517																					
Planning Consultants	5,034		5,034																					
Other Professional	17,618		17,618																					
Build Cost - BCIS Base		0	99,420	198,840	298,261	198,840	99,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	8,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	13,951	13,951	13,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,325	2,325	2,325	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**56,668**	**0**	**157,166**	**223,724**	**335,587**	**223,724**	**128,139**	**16,277**	**16,277**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-52,919																							
Interest		56	57	2,415	5,808	10,928	14,448	9,611	3,024	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								205,065
Affordable Housing																								39,085
Cash Flow	-3,749	-56	-157,223	-226,140	-341,394	-234,653	322,460	439,159	445,746	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-244,150
Opening Balanc	0																							
Closing Balance	-3,749	-3,805	-161,029	-387,169	-728,563	-963,216	-640,756	-201,597	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	244,150	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**465,047**	**465,047**	**465,047**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	129,600																							
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.	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	1,944	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	20,135	0	20,135	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,517	0	2,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	5,034	0	5,034	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	17,618	0	17,618	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	99,420	198,840	298,261	198,840	99,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-180,539																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,971	9,942	14,913	9,942	4,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	8,000	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	13,951	13,951	13,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,325	2,325	2,325	0	0	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	**189,006**	**0**	**-25,873**	**218,724**	**335,587**	**226,224**	**133,139**	**16,277**	**16,277**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,835	2,878	2,533	5,852	10,973	14,531	9,770	3,185	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								194,138
Affordable Housing																								39,085
Cash Flow	-189,006	-2,835	22,995	-221,257	-341,438	-237,198	317,377	439,000	445,585	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-233,223
Opening Balance	0																							
Closing Balance	-189,006	-191,841	-168,846	-390,103	-731,542	-968,739	-651,362	-212,362	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	233,223	0

SITE NAME Site 15 Brown 9

INCOME	Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing	110.9		70%	6		2,300	1,606,780	699
Shared Ownership	110.9		9%	1		1,610	144,610	90
Affordable Rent	110.9		21%	2		1,500	314,370	210
Social Rent	110.9		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.26	ha		35	/ha		2,065,760	998
SITE AREA - Gross	0.26	ha		35	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-203,452	-791,202	-791,202
Alternative Use Value	154,286		600,000
Uplift 20%	30,857		120,000
Plus /ha 0	0		0
Viability Threshold	**185,143**		**720,000**
	£/m2		
Additional Profit	-411,595	-589	

DEVELOPMENT COSTS

		/unit or m2	Total	
LAND				
	Land	-22,606		-203,452
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-3,052	-3,052
PLANNING				
	Planning Fee		4,158	
	Architects	4.00%	64,782	
	QS / PM	0.50%	8,098	
	Planning Consultants	1.00%	16,196	
	Other Professional	3.50%	56,684	149,918
CONSTRUCTION				
	Build Cost - BCIS Based	1,455	1,451,866	
	s106 / CIL		22,500	
	Contingency	5.00%	72,593	
	Abnormals		72,593	1,619,553
FINANCE				
	Fees		9,000	
	Interest	6.00%		
	Legal and Valuation		0	9,000
SALES				
	Agents	3.0%	61,973	
	Legals	0.5%	10,329	
	Misc.		0	72,302 **1,644,268**

Developers Profit			
	Market Housing	17.50%	**281,187**
	Affordable Housing	17.50%	**80,322**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual

Land payment		-203,452
	Total	0

Stamp duty calc - Add Profit

Land payment			185,143
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,238	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	74	6%
Site Costs	124	10%
	1,455	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2	2	2																	
Market Housing				0	0	0	178,531	357,062	357,062	357,062	357,062	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	16,068	32,136	32,136	32,136	32,136	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	34,930	69,860	69,860	69,860	69,860	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**229,529**	**459,058**	**459,058**	**459,058**	**459,058**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-3,052																							
Planning Fee	4,158																							
Architects	32,391		32,391																					
QS	4,049		4,049																					
Planning Consultants	8,098		8,098																					
Other Professional	28,342		28,342																					
Build Cost - BCIS Base		0	53,773	161,318	268,864	322,637	322,637	215,091	107,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	833	2,500	4,167	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	9,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	6,886	13,772	13,772	13,772	13,772	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,148	2,295	2,295	2,295	2,295	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**82,986**	**0**	**132,863**	**179,950**	**299,917**	**359,901**	**367,934**	**256,001**	**136,034**	**16,067**	**16,067**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-203,452																							
Interest		0	0	186	2,888	7,430	12,940	15,210	12,393	7,733	1,204	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								281,187
Affordable Housing																								80,322
Cash Flow	120,466	0	-132,863	-180,136	-302,805	-367,331	-151,345	187,847	310,631	435,258	441,787	0	0	0	0	0	0	0	0	0	0	0	0	-361,508
Opening Balanc	0																							
Closing Balance	120,466	120,466	-12,397	-192,534	-495,339	-862,669	-1,014,015	-826,168	-515,536	-80,279	361,508	361,508	361,508	361,508	361,508	361,508	361,508	361,508	361,508	361,508	361,508	361,508	361,508	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**229,529**	**459,058**	**459,058**	**459,058**	**459,058**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	185,143																							
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.	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	2,777	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	32,391	0	32,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	4,049	0	4,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	8,098	0	8,098	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	28,342	0	28,342	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	53,773	161,318	268,864	322,637	322,637	215,091	107,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-137,198	-137,198	-137,198																			
Post CIL s106					2,500	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	2,689	8,066	13,443	16,132	16,132	10,755	5,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	9,000	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	6,886	13,772	13,772	13,772	13,772	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,148	2,295	2,295	2,295	2,295	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	**273,958**	**0**	**-5,168**	**40,252**	**161,052**	**359,901**	**367,934**	**257,667**	**139,367**	**16,067**	**16,067**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,109	4,171	4,156	4,822	7,310	12,818	15,087	12,292	7,681	1,152	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								284,742
Affordable Housing																								80,322
Cash Flow	-273,958	-4,109	997	-44,408	-165,874	-367,211	-151,224	186,304	307,398	435,310	441,839	0	0	0	0	0	0	0	0	0	0	0	0	-365,064
Opening Balance	0																							
Closing Balance	-273,958	-278,067	-277,070	-321,478	-487,353	-854,563	-1,005,787	-819,483	-512,085	-76,776	365,064	365,064	365,064	365,064	365,064	365,064	365,064	365,064	365,064	365,064	365,064	365,064	365,064	0

Elsewhere Base
Site 16

SITE NAME	Site 16	Brown 9 Flats

INCOME	Av Size m2		%	Number 9		Price £/m2	GDV £	GIA m2
Market Housing	56.1		70%	6		2,800	989,800	354
Shared Ownership	56.1		9%	1		1,960	89,082	45
Affordable Rent	56.1		21%	2		1,500	159,075	106
Social Rent	56.1		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.18	ha		50	/ha		**1,237,957**	**505**
SITE AREA - Gross	0.18	ha		50	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-123,021	-683,452	-683,452
Alternative Use Value	108,000		600,000
Uplift 20%	21,600		120,000
Plus /ha 0	0		0
Viability Threshold	**129,600**		**720,000**
	£/m2		
Additional Profit	-259,962	-735	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND	Land	-13,669		-123,021
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-1,845	-1,845
PLANNING				
	Planning Fee		4,158	
	Architects	4.00%	38,634	
	QS / PM	0.50%	4,829	
	Planning Consultants	1.00%	9,659	
	Other Professional	3.50%	33,805	91,085
CONSTRUCTION				
	Build Cost - BCIS Based	1,698	857,599	
	s106 / CIL		22,500	
	Contingency	5.00%	42,880	
	Abnormals		42,880	965,859
FINANCE				
	Fees		7,000	
	Interest	6.00%		
	Legal and Valuation		0	7,000
SALES				
	Agents	3.0%	37,139	
	Legals	0.5%	6,190	
	Misc.		0	43,328 **982,406**

Developers Profit			
	Market Housing	17.50%	**173,215**
	Affordable Housing	17.50%	**43,427**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		-123,021
	Total	0

Stamp duty calc - Add Profit			
Land payment			129,600
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,448	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	87	6%
Site Costs	145	10%
	1,698	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	329,933	329,933	329,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	29,694	29,694	29,694	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	53,025	53,025	53,025	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**412,652**	**412,652**	**412,652**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,845																							
Planning Fee	4,158																							
Architects	19,317		19,317																					
QS	2,415		2,415																					
Planning Consultants	4,829		4,829																					
Other Professional	16,903		16,903																					
Build Cost - BCIS Base		0	95,289	190,578	285,866	190,578	95,289	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	7,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	12,380	12,380	12,380	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,063	2,063	2,063	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**52,776**	**0**	**150,781**	**214,635**	**321,953**	**214,635**	**121,760**	**14,443**	**14,443**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-123,021**																							
Interest		0	0	1,208	4,446	9,342	12,701	8,528	2,683	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								173,215
Affordable Housing																								43,427
Cash Flow	70,245	0	-150,781	-215,843	-326,399	-223,977	278,191	389,681	395,526	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-216,642
Opening Balanc	0																							
Closing Balance	70,245	70,245	-80,536	-296,380	-622,778	-846,755	-568,565	-178,884	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	216,642	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**412,652**	**412,652**	**412,652**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	129,600																							
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.	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	1,944	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	19,317	0	19,317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,415	0	2,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,829	0	4,829	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,903	0	16,903	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	95,289	190,578	285,866	190,578	95,289	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-259,962																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,764	9,529	14,293	9,529	4,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	7,000	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	12,380	12,380	12,380	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,063	2,063	2,063	0	0	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	**186,166**	**0**	**-111,680**	**209,635**	**321,953**	**217,135**	**126,760**	**14,443**	**14,443**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,792	2,834	1,202	4,364	9,259	12,655	8,556	2,712	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								171,300
Affordable Housing																								43,427
Cash Flow	-186,166	-2,792	108,846	-210,837	-326,317	-226,394	273,237	389,653	395,498	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-214,727
Opening Balance	0																							
Closing Balance	-186,166	-188,958	-80,112	-290,949	-617,267	-843,661	-570,424	-180,771	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	214,727	0

SITE NAME	Site 17	Brown 6

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	85.0	70%	4		2,300	821,100	357
Shared Ownership	85.0	9%	1		1,610	73,899	46
Affordable Rent	85.0	21%	1		1,500	160,650	107
Social Rent	85.0	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.19 ha		32	/ha		**1,055,649**	**510**
SITE AREA - Gross	0.19 ha		32	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-69,350	-369,864	-369,864
Alternative Use Value	112,500		600,000
Uplift 20%	22,500		120,000
Plus /ha 0	0		0
Viability Threshold	**135,000**		**720,000**
	£/m2		
Additional Profit	-214,114	-600	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-11,558		-69,350	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-1,040	-1,040	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	31,612		
	QS / PM	0.50%	3,952		
	Planning Consultants	1.00%	7,903		
	Other Professional	3.50%	27,661	73,899	
CONSTRUCTION					
	Build Cost - BCIS Based	1,382	704,820		
	s106 / CIL		15,000		
	Contingency	5.00%	35,241		
	Abnormals		35,241	790,302	
FINANCE					
	Fees		6,000		
	Interest	6.00%			
	Legal and Valuation		0	6,000	
SALES					
	Agents	3.0%	31,669		
	Legals	0.5%	5,278		
	Misc.		0	36,948	**836,759**
Developers Profit					
	Market Housing	17.50%			**143,693**
	Affordable Housing	17.50%			**41,046**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		-69,350
	Total	0

Stamp duty calc - Add Profit			
Land payment			135,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,175	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,382	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2																			
Market Housing				0	0	0	273,700	273,700	273,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	24,633	24,633	24,633	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	53,550	53,550	53,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**351,883**	**351,883**	**351,883**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,040																							
Planning Fee	2,772																							
Architects	15,806		15,806																					
QS	1,976		1,976																					
Planning Consultants	3,952		3,952																					
Other Professional	13,830		13,830																					
Build Cost - BCIS Base		0	78,313	156,627	234,940	156,627	78,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	10,556	10,556	10,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,759	1,759	1,759	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**43,295**	**0**	**123,375**	**175,623**	**263,434**	**175,623**	**100,127**	**12,316**	**12,316**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-69,350**																							
Interest		0	0	1,460	4,116	8,129	10,886	7,273	2,288	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								143,693
Affordable Housing																								41,046
Cash Flow	26,054	0	-123,375	-177,082	-267,550	-183,752	240,870	332,295	337,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-184,739
Opening Balanc	0																							
Closing Balance	26,054	26,054	-97,321	-274,403	-541,953	-725,705	-484,835	-152,540	184,739	184,739	184,739	184,739	184,739	184,739	184,739	184,739	184,739	184,739	184,739	184,739	184,739	184,739	184,739	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**351,883**	**351,883**	**351,883**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	135,000																							
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.	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	2,025	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	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
Architects	15,806	0	15,806	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,976	0	1,976	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,952	0	3,952	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	13,830	0	13,830	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	78,313	156,627	234,940	156,627	78,313	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-214,114																					
Post CIL s106					5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	3,916	7,831	11,747	7,831	3,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000	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	10,556	10,556	10,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	1,759	1,759	1,759	0	0	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	**181,361**	**0**	**-92,406**	**172,289**	**263,434**	**177,289**	**103,461**	**12,316**	**12,316**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,720	2,761	1,417	4,022	8,034	10,814	7,250	2,265	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								145,260
Affordable Housing																								41,046
Cash Flow	-181,361	-2,720	89,645	-173,706	-267,456	-185,323	237,609	332,317	337,302	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-186,307
Opening Balance	0																							
Closing Balance	-181,361	-184,081	-94,436	-268,142	-535,598	-720,922	-483,313	-150,996	186,307	186,307	186,307	186,307	186,307	186,307	186,307	186,307	186,307	186,307	186,307	186,307	186,307	186,307	186,307	0

SITE NAME	Site 18	Brown 6 Flats

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	65.0	70%	4		2,800	764,400	273
Shared Ownership	65.0	9%	1		1,960	68,796	35
Affordable Rent	65.0	21%	1		1,500	122,850	82
Social Rent	65.0	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.19 ha		32	/ha		**956,046**	**390**
SITE AREA - Gross	0.19 ha		32	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**-84,308**	**-449,643**	**-449,643**
Alternative Use Value	112,500		600,000
Uplift 20%	22,500		120,000
Plus /ha 0	0		0
Viability Threshold	**135,000**		**720,000**
	£/m2		
Additional Profit	**-226,044**	**-828**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	-14,051		-84,308
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-1,265	-1,265
PLANNING				
	Planning Fee		2,772	
	Architects	4.00%	29,375	
	QS / PM	0.50%	3,672	
	Planning Consultants	1.00%	7,344	
	Other Professional	3.50%	25,703	68,865
CONSTRUCTION				
	Build Cost - BCIS Based	1,800	701,824	
	s106 / CIL		15,000	
	Contingency	2.50%	17,546	
	Abnormals		0	734,369
FINANCE				
	Fees		6,000	
	Interest	6.00%		
	Legal and Valuation		0	6,000
SALES				
	Agents	3.0%	28,681	
	Legals	0.5%	4,780	
	Misc.		0	33,462 **757,124**

Developers Profit			
	Market Housing	17.50%	**133,770**
	Affordable Housing	17.50%	**33,538**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		-84,308
	Total	0

Stamp duty calc - Add Profit			
Land payment			135,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,448	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	188	13%
Site Costs	145	10%
	1,800	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3																				
Market Housing				0	0	0	382,200	382,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	34,398	34,398	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	61,425	61,425	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**478,023**	**478,023**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-1,265																							
Planning Fee	2,772																							
Architects	14,687		14,687																					
QS	1,836		1,836																					
Planning Consultants	3,672		3,672																					
Other Professional	12,851		12,851																					
Build Cost - BCIS Base		0	116,971	233,941	233,941	116,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,924	5,849	5,849	2,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	14,341	14,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,390	2,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**40,554**	**0**	**155,442**	**244,790**	**244,790**	**122,395**	**16,731**	**16,731**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**-84,308**																							
Interest		0	0	1,675	5,372	9,125	11,098	4,345	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								133,770
Affordable Housing																								33,538
Cash Flow	43,754	0	-155,442	-246,465	-250,162	-131,520	450,195	456,948	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-167,308
Opening Balanc	0																							
Closing Balance	43,754	43,754	-111,687	-358,153	-608,315	-739,834	-289,640	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	167,308	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**478,023**	**478,023**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	135,000																							
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.	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	2,025	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	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
Architects	14,687	0	14,687	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,836	0	1,836	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	3,672	0	3,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	12,851	0	12,851	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	116,971	233,941	233,941	116,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-226,044																					
Post CIL s106					7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,924	5,849	5,849	2,924	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	6,000	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	14,341	14,341	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,390	2,390	0	0	0	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	**178,844**	**0**	**-73,102**	**239,790**	**247,290**	**127,395**	**16,731**	**16,731**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,683	2,723	1,667	5,289	9,078	11,125	4,372	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								131,894
Affordable Housing																								33,538
Cash Flow	-178,844	-2,683	70,379	-241,457	-252,579	-136,473	450,167	456,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-165,432
Opening Balance	0																							
Closing Balance	-178,844	-181,526	-111,147	-352,604	-605,183	-741,656	-291,488	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	165,432	0

Elsewhere Base
Site 19

SITE NAME	Site 19	Brown 3

INCOME	Av Size m2	%	Number 3		Price £/m2	GDV £	GIA m2
Market Housing	95.0	70%	2		2,300	458,850	200
Shared Ownership	95.0	9%	0		1,610	41,297	26
Affordable Rent	95.0	21%	1		1,500	89,775	60
Social Rent	95.0	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.10 ha		30	/ha		**589,922**	**285**
SITE AREA - Gross	0.10 ha		30	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-4,421	-44,213	-44,213
Alternative Use Value	60,000		600,000
Uplift 20%	12,000		120,000
Plus /ha 0	0		0
Viability Threshold	**72,000**		**720,000**

£/m2

Additional Profit	-80,486	-403

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	-1,474		-4,421	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-66	-66	
PLANNING					
	Planning Fee		1,386		
	Architects	4.00%	16,311		
	QS / PM	0.50%	2,039		
	Planning Consultants	1.00%	4,078		
	Other Professional	3.50%	14,272	38,087	
CONSTRUCTION					
	Build Cost - BCIS Based	1,370	390,521		
	s106 / CIL		7,500		
	Contingency	2.50%	9,763		
	Abnormals		0	407,784	
FINANCE					
	Fees		4,000		
	Interest	6.00%			
	Legal and Valuation		0	4,000	
SALES					
	Agents	3.0%	17,698		
	Legals	0.5%	2,950		
	Misc.		0	20,647	**466,030**

Developers Profit			
	Market Housing	17.50%	**80,299**
	Affordable Housing	17.50%	**22,938**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	3		
No dwgs under	3	462	1,386
No dwgs over 5(	0	138	0
		Total	1,386

Stamp duty calc - Residual		
Land payment		-4,421
	Total	0

Stamp duty calc - Add Profit			
Land payment			72,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**7,500**

Post CIL s106	2,500	£/ Unit (all)	7,500
CIL	0	£/m2	0
		Total	**7,500**

Build Cost	/m2	
BCIS	1,175	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	176	15%
	1,370	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	1	1																			
Market Housing				0	0	0	152,950	152,950	152,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	13,766	13,766	13,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	29,925	29,925	29,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**196,641**	**196,641**	**196,641**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-66																							
Planning Fee	1,386																							
Architects	8,156		8,156																					
QS	1,019		1,019																					
Planning Consultants	2,039		2,039																					
Other Professional	7,136		7,136																					
Build Cost - BCIS Base		0	43,391	86,783	130,174	86,783	43,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	833	1,667	2,500	1,667	833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	1,085	2,170	3,254	2,170	1,085	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	5,899	5,899	5,899	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	983	983	983	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**23,670**	**0**	**63,660**	**90,619**	**135,928**	**90,619**	**52,192**	**6,882**	**6,882**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-4,421																							
Interest		289	293	1,252	2,630	4,709	6,139	4,064	1,279	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								80,299
Affordable Housing																								22,938
Cash Flow	-19,249	-289	-63,953	-91,871	-138,559	-95,328	138,310	185,694	188,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-103,236
Opening Balanc	0																							
Closing Balance	-19,249	-19,537	-83,490	-175,361	-313,920	-409,247	-270,937	-85,243	103,236	103,236	103,236	103,236	103,236	103,236	103,236	103,236	103,236	103,236	103,236	103,236	103,236	103,236	103,236	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**196,641**	**196,641**	**196,641**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	72,000																							
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.	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	1,080	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	1,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	8,156	0	8,156	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	1,019	0	1,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	2,039	0	2,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	7,136	0	7,136	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	43,391	86,783	130,174	86,783	43,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-80,486																					
Post CIL s106					2,500	2,500	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	1,085	2,170	3,254	2,170	1,085	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	4,000	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	5,899	5,899	5,899	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	983	983	983	0	0	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	**96,816**	**0**	**-17,660**	**88,952**	**135,928**	**91,452**	**53,858**	**6,882**	**6,882**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,452	1,474	1,231	2,584	4,662	6,103	4,053	1,268	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								81,045
Affordable Housing																								22,938
Cash Flow	-96,816	-1,452	16,186	-90,183	-138,512	-96,114	136,679	185,705	188,490	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-103,982
Opening Balance	0																							
Closing Balance	-96,816	-98,269	-82,083	-172,266	-310,778	-406,892	-270,213	-84,508	103,982	103,982	103,982	103,982	103,982	103,982	103,982	103,982	103,982	103,982	103,982	103,982	103,982	103,982	103,982	0

Elsewhere Base
Site 20

SITE NAME	Site 20	Green 400

INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	96.8	70%	280	2,750	74,497,500	27,090
Shared Ownership	65.7	9%	36	1,925	4,549,545	2,363
Affordable Rent	65.7	21%	84	1,500	8,271,900	5,515
Social Rent	65.7	0%	0	1,120	0	0
Grant and Subsidy — Shared Ownership				0	0	
Affordable Rent				0	0	
Social Rent				0	0	
SITE AREA - Net	12.50 ha		32 /ha		**87,318,945**	**34,968**
SITE AREA - Gross	20.00 ha		20 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	9,108,531	728,682	455,427
Alternative Use Value	500,000		25,000
Uplift 0%	0		0
Plus /ha 300,000	6,000,000		300,000
Viability Threshold	**6,500,000**		**325,000**
	£/m2		
Additional Profit	3,668,837	135	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	22,771		9,108,531	
	Stamp Duty		444,927		
	Easements etc.		0		
	Legals Acquisition	1.50%	136,628	581,555	
PLANNING					
	Planning Fee		71,400		
	Architects	4.00%	2,087,314		
	QS / PM	0.50%	260,914		
	Planning Consultants	1.00%	521,828		
	Other Professional	3.50%	1,826,400	4,767,856	
CONSTRUCTION					
	Build Cost - BCIS Based	1,428	49,934,485		
	s106 / CIL		1,000,000		
	Contingency	2.50%	1,248,362		
	Abnormals		0	52,182,848	
FINANCE					
	Fees		229,000		
	Interest	6.00%			
	Legal and Valuation		0	229,000	
SALES					
	Agents	3.0%	2,619,568		
	Legals	0.5%	436,595		
	Misc.		0	3,056,163	**69,925,952**

Developers Profit			
	Market Housing	17.50%	**13,037,063**
	Affordable Housing	17.50%	**2,243,753**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	400		
No dwgs under	50	462	23,100
No dwgs over 5(	350	138	48,300
		Total	71,400

Stamp duty calc - Residual

Land payment		9,108,531
	Total	444,927

Stamp duty calc - Add Profit

Land payment		6,500,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	325,000

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**1,000,000**

Post CIL s106	2,500	£/ Unit (all)	1,000,000
CIL	0	£/m2	0
		Total	**1,000,000**

Build Cost	/m2	
BCIS	1,225	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	184	15%
	1,428	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW 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
INCOME																								
UNITS Started	50	50	100	100	100																			
Market Housing		9,312,188	9,312,188	18,624,375	18,624,375	18,624,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		568,693	568,693	1,137,386	1,137,386	1,137,386	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		1,033,988	1,033,988	2,067,975	2,067,975	2,067,975	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	**0**	**10,914,868**	**10,914,868**	**21,829,736**	**21,829,736**	**21,829,736**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	444,927																							
Easements etc.	0																							
Legals Acquisition	136,628																							
Planning Fee	71,400																							
Architects	2,087,314		0																					
QS	260,914		0																					
Planning Consultants	521,828		0																					
Other Professional	1,826,400		0																					
Build Cost - BCIS Base		6,241,811	6,241,811	12,483,621	12,483,621	12,483,621	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		125,000	125,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		156,045	156,045	312,091	312,091	312,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	229,000																							
Legal and Valuation	0																							
Agents	0	327,446	327,446	654,892	654,892	654,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	54,574	54,574	109,149	109,149	109,149	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**5,578,411**	**6,904,876**	**6,904,876**	**13,809,753**	**13,809,753**	**13,809,753**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**9,108,531**																							
Interest		881,217	693,490	494,500	42,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								13,037,063
Profit on GDV																								2,243,753
Cash Flow	-14,686,942	3,128,775	3,316,502	7,525,484	7,977,013	8,019,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-15,280,815
Opening Balanc	0																							
Closing Balanc	-14,686,942	-11,558,166	-8,241,665	-716,181	7,260,832	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	15,280,815	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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 As Above																								
INCOME	**0**	**10,914,868**	**10,914,868**	**21,829,736**	**21,829,736**	**21,829,736**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	6,500,000																							
Stamp Duty	325,000	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	97,500	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	2,087,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	260,914	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	521,828	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	1,826,400	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	6,241,811	6,241,811	12,483,621	12,483,621	12,483,621	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	733,767	733,767	733,767	733,767	733,767																			
Post CIL s106		125,000	125,000	250,000	250,000	250,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	156,045	156,045	312,091	312,091	312,091	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	229,000	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	327,446	327,446	654,892	654,892	654,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	54,574	54,574	109,149	109,149	109,149	0	0	0	0	0	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	**12,653,124**	**7,638,644**	**7,638,644**	**14,543,520**	**14,543,520**	**13,809,753**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		759,187	608,165	448,082	37,794	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								12,394,761
Profit on GDV																								2,243,753
Cash Flow	-12,653,124	2,517,037	2,668,059	6,838,135	7,248,423	8,019,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-14,638,514
Opening Balanc	0																							
Closing Balanc	-12,653,124	-10,136,087	-7,468,027	-629,893	6,618,530	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	14,638,514	0

Elsewhere Base
Site 21

SITE NAME	Site 21	Green 75

INCOME		Av Size m2		%	Number 75		Price £/m2	GDV £	GIA m2
Market Housing		97.5		70%	53		2,750	14,072,476	5,117
Shared Ownership		64.7		9%	7		1,925	840,459	437
Affordable Rent		64.7		21%	16		1,500	1,528,108	1,019
Social Rent		64.7		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		2.34	ha		32	/ha		**16,441,044**	**6,573**
SITE AREA - Gross		3.75	ha		20	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,421,902	606,678	379,174
Alternative Use Value	93,750		25,000
Uplift 0%	0		0
Plus /ha 300,000	1,125,000		300,000
Viability Threshold	**1,218,750**		**325,000**
	£/m2		
Additional Profit	378,524	74	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	18,959		1,421,902	
	Stamp Duty		60,595		
	Easements etc.		0		
	Legals Acquisition	1.50%	21,329	81,924	
PLANNING					
	Planning Fee		26,550		
	Architects	4.00%	392,475		
	QS / PM	0.50%	49,059		
	Planning Consultants	1.00%	98,119		
	Other Professional	3.50%	343,416	909,619	
CONSTRUCTION					
	Build Cost - BCIS Based	1,429	9,389,642		
	s106 / CIL		187,500		
	Contingency	2.50%	234,741		
	Abnormals		0	9,811,883	
FINANCE					
	Fees		94,000		
	Interest	6.00%			
	Legal and Valuation		0	94,000	
SALES					
	Agents	3.0%	493,231		
	Legals	0.5%	82,205		
	Misc.		0	575,437	**12,894,764**

Developers Profit			
	Market Housing	17.50%	**2,462,683**
	Affordable Housing	17.50%	**414,499**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	75		
No dwgs under	50	462	23,100
No dwgs over 5(	25	138	3,450
		Total	26,550

Stamp duty calc - Residual		
Land payment		1,421,902
	Total	60,595

Stamp duty calc - Add Profit			
Land payment			1,218,750
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	60,938

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**187,500**
Post CIL s106	2,500	£/ Unit (all)	187,500
CIL	0	£/m2	0
		Total	**187,500**

Build Cost	/m2	
BCIS	1,226	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	184	15%
	1,429	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13	12	13	12	13																
Market Housing				0	0	0	2,251,596	2,439,229	2,251,596	2,439,229	2,251,596	2,439,229	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	134,474	145,680	134,474	145,680	134,474	145,680	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	244,497	264,872	244,497	264,872	244,497	264,872	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,630,567**	**2,849,781**	**2,630,567**	**2,849,781**	**2,630,567**	**2,849,781**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	60,595																							
Easements etc.	0																							
Legals Acquisition	21,329																							
Planning Fee	26,550																							
Architects	196,238		196,238																					
QS	24,530		24,530																					
Planning Consultants	49,059		49,059																					
Other Professional	171,708		171,708																					
Build Cost - BCIS Base		0	500,781	1,043,294	1,544,074	1,585,806	1,544,074	1,585,806	1,043,294	542,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	10,000	20,833	30,833	31,667	30,833	31,667	20,833	10,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	12,520	26,082	38,602	39,645	38,602	39,645	26,082	13,563	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	94,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	78,917	85,493	78,917	85,493	78,917	85,493	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	13,153	14,249	13,153	14,249	13,153	14,249	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**644,008**	**0**	**964,835**	**1,090,209**	**1,613,510**	**1,657,118**	**1,705,580**	**1,756,860**	**1,182,279**	**666,651**	**92,070**	**99,742**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**1,421,902**																							
Interest		30,989	31,453	46,398	63,447	88,601	114,787	102,634	87,780	67,372	35,636	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,462,683
Affordable Housing																								414,499
Cash Flow	-2,065,910	-30,989	-996,289	-1,136,607	-1,676,957	-1,745,719	810,200	990,287	1,360,508	2,115,758	2,502,861	2,750,039	0	0	0	0	0	0	0	0	0	0	0	-2,877,183
Opening Balanc	0																							
Closing Balance	-2,065,910	-2,096,899	-3,093,187	-4,229,794	-5,906,751	-7,652,470	-6,842,270	-5,851,983	-4,491,475	-2,375,717	127,144	2,877,183	2,877,183	2,877,183	2,877,183	2,877,183	2,877,183	2,877,183	2,877,183	2,877,183	2,877,183	2,877,183	2,877,183	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,630,567**	**2,849,781**	**2,630,567**	**2,849,781**	**2,630,567**	**2,849,781**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,218,750																							
Stamp Duty	60,938	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	18,281	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	26,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	196,238	0	196,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	24,530	0	24,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	49,059	0	49,059	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	171,708	0	171,708	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	500,781	1,043,294	1,544,074	1,585,806	1,544,074	1,585,806	1,043,294	542,513	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**94,631**	94,631	94,631	94,631																		
Post CIL s106					30,000	32,500	30,000	32,500	30,000	32,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	12,520	26,082	38,602	39,645	38,602	39,645	26,082	13,563	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	94,000	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	78,917	85,493	78,917	85,493	78,917	85,493	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	13,153	14,249	13,153	14,249	13,153	14,249	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	**1,860,053**	**0**	**1,049,466**	**1,164,007**	**1,707,307**	**1,752,582**	**1,704,746**	**1,757,694**	**1,191,446**	**688,318**	**92,070**	**99,742**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		27,901	28,319	44,486	62,613	89,162	116,788	104,653	89,841	69,602	38,224	720	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								2,286,801
Affordable Housing																								414,499
Cash Flow	-1,860,053	-27,901	-1,077,786	-1,208,493	-1,769,921	-1,841,745	809,032	987,434	1,349,280	2,091,861	2,500,273	2,749,318	0	0	0	0	0	0	0	0	0	0	0	-2,701,300
Opening Balance	0																							
Closing Balance	-1,860,053	-1,887,954	-2,965,740	-4,174,233	-5,944,154	-7,785,898	-6,976,866	-5,989,432	-4,640,152	-2,548,291	-48,018	2,701,300	2,701,300	2,701,300	2,701,300	2,701,300	2,701,300	2,701,300	2,701,300	2,701,300	2,701,300	2,701,300	2,701,300	0

Elsewhere Base
Site 22

SITE NAME Site 22 Green 40

INCOME	Av Size m2	%	Number 40		Price £/m2	GDV £	GIA m2
Market Housing	95.3	70%	28		2,750	7,339,750	2,669
Shared Ownership	67.9	9%	4		1,925	470,663	245
Affordable Rent	67.9	21%	8		1,500	855,750	571
Social Rent	67.9	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	1.25 ha		32	/ha		**8,666,163**	**3,484**
SITE AREA - Gross	1.52 ha		26	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**721,871**	**577,497**	**476,435**
Alternative Use Value	37,879		25,000
Uplift 0%	0		0
Plus /ha 300,000	454,545		300,000
Viability Threshold	**492,424**		**325,000**

	£/m2	
Additional Profit	**321,918**	**121**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	18,047		721,871	
	Stamp Duty		25,594		
	Easements etc.		0		
	Legals Acquisition	1.50%	10,828	36,422	
PLANNING					
	Planning Fee		18,480		
	Architects	4.00%	207,568		
	QS / PM	0.50%	25,946		
	Planning Consultants	1.00%	51,892		
	Other Professional	3.50%	181,622	485,509	
CONSTRUCTION					
	Build Cost - BCIS Based	1,425	4,965,082		
	s106 / CIL		100,000		
	Contingency	2.50%	124,127		
	Abnormals		0	5,189,209	
FINANCE					
	Fees		63,000		
	Interest	6.00%			
	Legal and Valuation		0	63,000	
SALES					
	Agents	3.0%	259,985		
	Legals	0.5%	43,331		
	Misc.		0	303,316	**6,799,327**

Developers Profit			
	Market Housing	17.50%	**1,284,456**
	Affordable Housing	17.50%	**232,122**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	40		
No dwgs under	40	462	18,480
No dwgs over 5(	0	138	0
		Total	18,480

Stamp duty calc - Residual

Land payment		721,871
	Total	25,594

Stamp duty calc - Add Profit

Land payment			492,424
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	0%	
above	5%	4%	
		Total	19,697

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**100,000**

Post CIL s106	2,500	£/ Unit (all)	100,000
CIL	0	£/m2	0
		Total	**100,000**

Build Cost

	/m2	
BCIS	1,223	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	183	15%
	1,425	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10																		
Market Housing				0	0	0	1,834,938	1,834,938	1,834,938	1,834,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	117,666	117,666	117,666	117,666	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	213,938	213,938	213,938	213,938	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**2,166,541**	**2,166,541**	**2,166,541**	**2,166,541**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	25,594																							
Easements etc.	0																							
Legals Acquisition	10,828																							
Planning Fee	18,480																							
Architects	103,784		103,784																					
QS	12,973		12,973																					
Planning Consultants	25,946		25,946																					
Other Professional	90,811		90,811																					
Build Cost - BCIS Base		0	413,757	827,514	1,241,271	1,241,271	827,514	413,757	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	8,333	16,667	25,000	25,000	16,667	8,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	10,344	20,688	31,032	31,032	20,688	10,344	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	63,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	64,996	64,996	64,996	64,996	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,833	10,833	10,833	10,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**351,416**	**0**	**665,949**	**864,868**	**1,297,302**	**1,297,302**	**940,697**	**508,263**	**75,829**	**75,829**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**721,871**																							
Interest		16,099	16,341	26,575	39,947	60,006	80,365	63,183	39,257	8,485	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,284,456
Affordable Housing																								232,122
Cash Flow	-1,073,287	-16,099	-682,289	-891,443	-1,337,249	-1,357,308	1,145,478	1,595,095	2,051,455	2,082,227	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,516,578
Opening Balanc	0																							
Closing Balance	-1,073,287	-1,089,387	-1,771,676	-2,663,120	-4,000,369	-5,357,677	-4,212,198	-2,617,104	-565,649	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	1,516,578	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,166,541**	**2,166,541**	**2,166,541**	**2,166,541**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	492,424																							
Stamp Duty	19,697	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	7,386	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	0	0	0	0	0
Architects	103,784	0	103,784	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	12,973	0	12,973	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	25,946	0	25,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	90,811	0	90,811	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	413,757	827,514	1,241,271	1,241,271	827,514	413,757	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**160,959**	160,959																				
Post CIL s106					25,000	25,000	25,000	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	10,344	20,688	31,032	31,032	20,688	10,344	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	63,000	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	64,996	64,996	64,996	64,996	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,833	10,833	10,833	10,833	0	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	**834,502**	**0**	**818,574**	**1,009,161**	**1,297,302**	**1,297,302**	**949,031**	**524,930**	**75,829**	**75,829**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		12,518	12,705	25,174	40,690	60,759	81,130	64,085	40,422	9,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								1,204,430
Affordable Housing																								232,122
Cash Flow	-834,502	-12,518	-831,280	-1,034,335	-1,337,992	-1,358,062	1,136,380	1,577,526	2,050,290	2,081,044	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,436,553
Opening Balance	0																							
Closing Balance	-834,502	-847,020	-1,678,299	-2,712,634	-4,050,626	-5,408,688	-4,272,308	-2,694,782	-644,492	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	1,436,553	0

Elsewhere Base
Site 23

SITE NAME	Site 23	Green 12

INCOME	Av Size m2	%	Number 12		Price £/m2	GDV £	GIA m2
Market Housing	91.8	70%	8		2,750	2,119,425	771
Shared Ownership	71.8	9%	1		1,925	149,168	77
Affordable Rent	71.8	21%	3		1,500	271,215	181
Social Rent	71.8	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.38 ha		32	/ha		**2,539,808**	**1,029**
SITE AREA - Gross	0.45 ha		26	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	231,083	616,221	508,383
Alternative Use Value	22,727		50,000
Uplift 0%	0		0
Plus /ha 300,000	136,364		300,000
Viability Threshold	**159,091**		**350,000**
	£/m2		
Additional Profit	93,359	121	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	19,257		231,083	
	Stamp Duty		1,622		
	Easements etc.		0		
	Legals Acquisition	1.50%	3,466	5,088	
PLANNING					
	Planning Fee		5,544		
	Architects	4.00%	60,301		
	QS / PM	0.50%	7,538		
	Planning Consultants	1.00%	15,075		
	Other Professional	3.50%	52,764	141,222	
CONSTRUCTION					
	Build Cost - BCIS Based	1,401	1,441,493		
	s106 / CIL		30,000		
	Contingency	2.50%	36,037		
	Abnormals		0	1,507,530	
FINANCE					
	Fees		18,000		
	Interest	6.00%			
	Legal and Valuation		0	18,000	
SALES					
	Agents	3.0%	76,194		
	Legals	0.5%	12,699		
	Misc.		0	88,893	**1,991,816**

Developers Profit			
	Market Housing	17.50%	**370,899**
	Affordable Housing	17.50%	**73,567**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	12		
No dwgs under	12	462	5,544
No dwgs over 5(	0	138	0
		Total	5,544

Stamp duty calc - Residual		
Land payment		231,083
	Total	1,622

Stamp duty calc - Add Profit			
Land payment			159,091
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
		Total	1,591

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	2,500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,202	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	180	15%
	1,401	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3	3																		
Market Housing				0	0	0	529,856	529,856	529,856	529,856	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	37,292	37,292	37,292	37,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	67,804	67,804	67,804	67,804	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**634,952**	**634,952**	**634,952**	**634,952**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	1,622																							
Easements etc.	0																							
Legals Acquisition	3,466																							
Planning Fee	5,544																							
Architects	30,151		30,151																					
QS	3,769		3,769																					
Planning Consultants	7,538		7,538																					
Other Professional	26,382		26,382																					
Build Cost - BCIS Base		0	120,124	240,249	360,373	360,373	240,249	120,124	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,003	6,006	9,009	9,009	6,006	3,003	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	18,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	19,049	19,049	19,049	19,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,175	3,175	3,175	3,175	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**96,471**	**0**	**193,466**	**251,255**	**376,882**	**376,882**	**273,478**	**147,851**	**22,223**	**22,223**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**231,083**																							
Interest		4,913	4,987	7,964	11,852	17,683	23,602	18,534	11,505	2,487	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								370,899
Affordable Housing																								73,567
Cash Flow	-327,554	-4,913	-198,453	-259,219	-388,735	-394,566	337,872	468,568	601,224	610,242	0	0	0	0	0	0	0	0	0	0	0	0	0	-444,466
Opening Balanc	0																							
Closing Balance	-327,554	-332,467	-530,920	-790,139	-1,178,874	-1,573,439	-1,235,567	-766,999	-165,776	444,466	444,466	444,466	444,466	444,466	444,466	444,466	444,466	444,466	444,466	444,466	444,466	444,466	444,466	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**634,952**	**634,952**	**634,952**	**634,952**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	159,091																							
Stamp Duty	1,591	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	2,386	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	30,151	0	30,151	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,769	0	3,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	7,538	0	7,538	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	26,382	0	26,382	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	120,124	240,249	360,373	360,373	240,249	120,124	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**46,679**	46,679																				
Post CIL s106					7,500	7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,003	6,006	9,009	9,009	6,006	3,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	18,000	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	19,049	19,049	19,049	19,049	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,175	3,175	3,175	3,175	0	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	**254,451**	**0**	**237,646**	**292,934**	**376,882**	**376,882**	**275,978**	**152,851**	**22,223**	**22,223**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,817	3,874	7,497	12,003	17,837	23,757	18,729	11,779	2,764	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								352,113
Affordable Housing																								73,567
Cash Flow	-254,451	-3,817	-241,520	-300,431	-388,886	-394,719	335,216	463,372	600,950	609,964	0	0	0	0	0	0	0	0	0	0	0	0	0	-425,680
Opening Balance	0																							
Closing Balance	-254,451	-258,268	-499,788	-800,219	-1,189,105	-1,583,824	-1,248,607	-785,235	-184,285	425,680	425,680	425,680	425,680	425,680	425,680	425,680	425,680	425,680	425,680	425,680	425,680	425,680	425,680	0

SITE NAME	Site 24	Green 9

INCOME	Av Size m2	%	Number 9	Price £/m2	GDV £	GIA m2
Market Housing	92.8	70%	6	2,750	1,607,375	585
Shared Ownership	92.8	9%	1	1,925	144,664	75
Affordable Rent	92.8	21%	2	1,500	263,025	175
Social Rent	92.8	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.30 ha		30 /ha		**2,015,064**	**835**
SITE AREA - Gross	0.36 ha		25 /ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	170,725	569,084	469,494
Alternative Use Value	18,182		50,000
Uplift 0%	0		0
Plus /ha 300,000	109,091		300,000
Viability Threshold	**127,273**		**350,000**

	£/m2	
Additional Profit	48,297	83

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	18,969		170,725	
	Stamp Duty		415		
	Easements etc.		0		
	Legals Acquisition	1.50%	2,561	2,975	
PLANNING					
	Planning Fee		4,158		
	Architects	4.00%	48,315		
	QS / PM	0.50%	6,039		
	Planning Consultants	1.00%	12,079		
	Other Professional	3.50%	42,275	112,866	
CONSTRUCTION					
	Build Cost - BCIS Based	1,385	1,156,452		
	s106 / CIL		22,500		
	Contingency	2.50%	28,911		
	Abnormals		0	1,207,864	
FINANCE					
	Fees		16,000		
	Interest	6.00%			
	Legal and Valuation		0	16,000	
SALES					
	Agents	3.0%	60,452		
	Legals	0.5%	10,075		
	Misc.		0	70,527	**1,580,957**

Developers Profit			
	Market Housing	17.50%	**281,291**
	Affordable Housing	17.50%	**71,346**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	9		
No dwgs under	9	462	4,158
No dwgs over 5(	0	138	0
		Total	4,158

Stamp duty calc - Residual		
Land payment		170,725
	Total	415

Stamp duty calc - Add Profit			
Land payment			127,273
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
		Total	1,273

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**22,500**

Post CIL s106	2,500	£/ Unit (all)	22,500
CIL	0	£/m2	0
		Total	**22,500**

Build Cost	/m2	
BCIS	1,178	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,385	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3																			
Market Housing				0	0	0	535,792	535,792	535,792	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	48,221	48,221	48,221	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	87,675	87,675	87,675	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**671,688**	**671,688**	**671,688**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	415																							
Easements etc.	0																							
Legals Acquisition	2,561																							
Planning Fee	4,158																							
Architects	24,157		24,157																					
QS	3,020		3,020																					
Planning Consultants	6,039		6,039																					
Other Professional	21,138		21,138																					
Build Cost - BCIS Base		0	128,495	256,989	385,484	256,989	128,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,500	5,000	7,500	5,000	2,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,212	6,425	9,637	6,425	3,212	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	16,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	20,151	20,151	20,151	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,358	3,358	3,358	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**77,487**	**0**	**188,561**	**268,414**	**402,621**	**268,414**	**157,716**	**23,509**	**23,509**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**170,725**																							
Interest		3,723	3,779	6,664	10,790	16,991	21,273	13,882	4,368	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								281,291
Affordable Housing																								71,346
Cash Flow	-248,212	-3,723	-192,340	-275,078	-413,412	-285,406	492,699	634,297	643,811	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-352,636
Opening Balanc	0																							
Closing Balance	-248,212	-251,936	-444,276	-719,354	-1,132,765	-1,418,171	-925,472	-291,175	352,636	352,636	352,636	352,636	352,636	352,636	352,636	352,636	352,636	352,636	352,636	352,636	352,636	352,636	352,636	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**671,688**	**671,688**	**671,688**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	127,273																							
Stamp Duty	1,273	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	1,909	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	4,158	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	24,157	0	24,157	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	3,020	0	3,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	6,039	0	6,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	21,138	0	21,138	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	128,495	256,989	385,484	256,989	128,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			**48,297**																					
Post CIL s106					7,500	7,500	7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,212	6,425	9,637	6,425	3,212	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	16,000	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	20,151	20,151	20,151	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	3,358	3,358	3,358	0	0	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	**204,966**	**0**	**234,358**	**263,414**	**402,621**	**270,914**	**162,716**	**23,509**	**23,509**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		3,074	3,121	6,683	10,734	16,935	21,252	13,937	4,423	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								277,551
Affordable Housing																								71,346
Cash Flow	-204,966	-3,074	-237,479	-270,097	-413,355	-287,849	487,719	634,242	643,756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-348,897
Opening Balance	0																							
Closing Balance	-204,966	-208,041	-445,520	-715,617	-1,128,972	-1,416,821	-929,101	-294,859	348,897	348,897	348,897	348,897	348,897	348,897	348,897	348,897	348,897	348,897	348,897	348,897	348,897	348,897	348,897	0

SITE NAME	Site 25	Green 6

INCOME	Av Size m2	%	Number 6		Price £/m2	GDV £	GIA m2
Market Housing	107.0	70%	4		2,750	1,235,850	449
Shared Ownership	107.0	9%	1		1,925	111,227	58
Affordable Rent	107.0	21%	1		1,500	202,230	135
Social Rent	107.0	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.20 ha		30	/ha		**1,549,307**	**642**
SITE AREA - Gross	0.20 ha		30	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	132,530	662,651	662,651
Alternative Use Value	10,000		50,000
Uplift 0%	0		0
Plus /ha 300,000	60,000		300,000
Viability Threshold	**70,000**		**350,000**
	£/m2		
Additional Profit	67,402	150	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND	Land	22,088		132,530	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	1,988	1,988	
PLANNING					
	Planning Fee		2,772		
	Architects	4.00%	37,099		
	QS / PM	0.50%	4,637		
	Planning Consultants	1.00%	9,275		
	Other Professional	3.50%	32,462	86,245	
CONSTRUCTION					
	Build Cost - BCIS Based	1,387	890,223		
	s106 / CIL		15,000		
	Contingency	2.50%	22,256		
	Abnormals		0	927,478	
FINANCE					
	Fees		13,000		
	Interest	6.00%			
	Legal and Valuation		0	13,000	
SALES					
	Agents	3.0%	46,479		
	Legals	0.5%	7,747		
	Misc.		0	54,226	**1,215,467**

Developers Profit			
	Market Housing	17.50%	**216,274**
	Affordable Housing	17.50%	**54,855**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	6		
No dwgs under	6	462	2,772
No dwgs over 5(	0	138	0
		Total	2,772

Stamp duty calc - Residual		
Land payment		132,530
	Total	0

Stamp duty calc - Add Profit			
Land payment			70,000
125,000	0%	1%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	1%	
		Total	700

Pre CIL s106	2,500	£/ Unit (all)	
		Total	**15,000**

Post CIL s106	2,500	£/ Unit (all)	15,000
CIL	0	£/m2	0
		Total	**15,000**

Build Cost	/m2	
BCIS	1,179	
CfSH	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	71	6%
Site Costs	118	10%
	1,387	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2																			
Market Housing				0	0	0	411,950	411,950	411,950	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership				0	0	0	37,076	37,076	37,076	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	67,410	67,410	67,410	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**516,436**	**516,436**	**516,436**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	1,988																							
Planning Fee	2,772																							
Architects	18,550		18,550																					
QS	2,319		2,319																					
Planning Consultants	4,637		4,637																					
Other Professional	16,231		16,231																					
Build Cost - BCIS Base		0	98,914	197,827	296,741	197,827	98,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,473	4,946	7,419	4,946	2,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	13,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	15,493	15,493	15,493	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,582	2,582	2,582	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**59,496**	**0**	**144,790**	**206,106**	**309,159**	**206,106**	**121,128**	**18,075**	**18,075**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**132,530**																							
Interest		2,880	2,924	5,139	8,308	13,070	16,358	10,673	3,358	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								216,274
Affordable Housing																								54,855
Cash Flow	-192,027	-2,880	-147,713	-211,246	-317,467	-219,176	378,949	487,687	495,002	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-271,129
Opening Balanc	0																							
Closing Balance	-192,027	-194,907	-342,620	-553,866	-871,333	-1,090,510	-711,560	-223,874	271,129	271,129	271,129	271,129	271,129	271,129	271,129	271,129	271,129	271,129	271,129	271,129	271,129	271,129	271,129	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**516,436**	**516,436**	**516,436**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	70,000																							
Stamp Duty	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	1,050	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	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
Architects	18,550	0	18,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	2,319	0	2,319	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	4,637	0	4,637	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	16,231	0	16,231	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	98,914	197,827	296,741	197,827	98,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			67,402																					
Post CIL s106					5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,473	4,946	7,419	4,946	2,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	13,000	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	15,493	15,493	15,493	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,582	2,582	2,582	0	0	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	**129,259**	**0**	**210,525**	**202,773**	**309,159**	**207,773**	**124,462**	**18,075**	**18,075**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,939	1,968	5,155	8,274	13,036	16,348	10,714	3,399	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Market Housing																								213,518
Affordable Housing																								54,855
Cash Flow	-129,259	-1,939	-212,493	-207,928	-317,434	-220,809	375,626	487,647	494,961	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-268,373
Opening Balance	0																							
Closing Balance	-129,259	-131,197	-343,690	-551,619	-869,053	-1,089,861	-714,236	-226,589	268,373	268,373	268,373	268,373	268,373	268,373	268,373	268,373	268,373	268,373	268,373	268,373	268,373	268,373	268,373	0

Appendix 12 – Appraisals – Older People's Housing

The pages in this appendix are not numbered.

Sheltered 30% v1
Cover

Older People's

Sheltered 30% v1
Site make up

Number	1	Units	NET Area	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/ Brown	lternative Use
Sheltered		**60**	**0.50**	**120.00**	**63**	**3,750**	**7,500**	**6,034,500**	**1,609.20**	30%	Green	Paddock

	Beds	No		m2	Total		BCIS	COST	
Market								0	**4,500.00**
Flat	1	21		50.00	1,050.00	20%	1,341	1,689,660	1,260.00
	2	21		75.00	1,575.00	20%	1,341	2,534,490	1,890.00
Terrace	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Semi	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Det	3	0			0.00			0	0.00
	4	0			0.00			0	0.00
	5	0			0.00			0	0.00
Flat 1 High*	1	0			0.00	10%		0	0.00
Flat 2 High*	2	0			0.00	10%		0	0.00
Flat 3 High*	3	0			0.00	10%		0	0.00
Affordable									0.00
Flat	1	9		50.00	450.00	20%	1,341	724,140	540.00
	2	9		75.00	675.00	20%	1,341	1,086,210	810.00
Terrace	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Semi	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Det	3	0			0.00		0	0	0.00
	4	0			0.00		0	0	0.00
	5	0			0.00		0	0	0.00
Flat 1 High*	1	0			0.00	10%	0	0	0.00
Flat 2 High*	2	0			0.00	10%	0	0	0.00
Flat 3 High*	3	0			0.00	10%	0	0	0.00

Area	Gross	0.500
	Net	0.500

Sheltered 30% v1
Site 1

SITE NAME	Site 1	Sheltered

INCOME	Av Size m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	62.5	70%	42	3,500	9,187,500	2,625
Shared Ownership	62.5	0%	0	2,450	0	0
Affordable Rent	62.5	30%	18	1,500	1,687,500	1,125
Social Rent	62.5	0%	0	1,120	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.50 ha		120 /ha		**10,875,000**	**3,750**
SITE AREA - Gross	0.50 ha		120 /ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	49,186	**98,372**	98,372
Alternative Use Value	25,000		50,000
Uplift 0%	0		0
Plus /ha 300,000	150,000		300,000
Viability Threshold	**175,000**		**350,000**
	£/m2		
Additional Profit	**336,107**	**128**	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS

		/unit or m2	Total		
LAND					
	Land	820		49,186	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	738	738	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	280,277		
	QS / PM	0.50%	35,035		
	Planning Consultants	1.00%	70,069		
	Other Professional	3.50%	245,243	655,104	
CONSTRUCTION					
	Build Cost - BCIS Based	1,789	6,709,200		
	s106 / CIL		30,000		
	Contingency	2.50%	167,730		
	Abnormals		100,000	7,006,930	
FINANCE					
	Fees		48,000		
	Interest	6.00%			
	Legal and Valuation		0	48,000	
SALES					
	Agents	3.0%	326,250		
	Legals	0.5%	54,375		
	Misc.		0	380,625	**8,140,582**

Developers Profit			
	% Market DV	20.00%	**1,837,500**
	% Affordable DV	20.00%	**337,500**

Planning fee calc

Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual

Land payment		49,186
	Total	0

Stamp duty calc - Add Profit

Land payment		175,000
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,609	
Over Extra	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	161	10%
	1,789	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625						
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	281,250	281,250	281,250	281,250	281,250	281,250	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**765,625**	**765,625**	**765,625**	**765,625**	**765,625**	**765,625**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	738																							
Planning Fee	24,480																							
Architects	140,139		140,139																					
QS	17,517		17,517																					
Planning Consultants	35,035		35,035																					
Other Professional	122,621		122,621																					
Build Cost - BCIS Base		0	372,733	745,467	1,118,200	1,118,200	1,118,200	1,118,200	745,467	372,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	9,318	18,637	27,955	27,955	27,955	27,955	18,637	9,318	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	5,556	11,111	16,667	16,667	16,667	16,667	11,111	5,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	48,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	31,406	31,406	31,406	31,406	31,406	31,406	22,969	22,969	22,969	22,969	22,969	22,969	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,234	5,234	5,234	5,234	5,234	5,234	3,828	3,828	3,828	3,828	3,828	3,828	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**388,530**	**0**	**704,586**	**778,548**	**1,167,822**	**1,167,822**	**1,204,462**	**1,204,462**	**815,188**	**425,915**	**36,641**	**36,641**	**26,797**	**26,797**	**26,797**	**26,797**	**26,797**	**26,797**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**49,186**																							
Interest		6,566	6,664	17,333	29,271	47,228	65,453	68,799	72,195	69,802	61,535	47,304	32,861	22,271	11,523	613	0	0	0	0	0	0	0	0
Profit on Costs																								1,837,500
Profit on GDV																								337,500
Cash Flow	-437,716	-6,566	-711,250	-795,881	-1,197,093	-1,215,049	-223,041	-226,386	159,492	551,158	948,699	962,930	705,968	716,557	727,305	738,215	738,828	738,828	0	0	0	0	0	-2,175,000
Opening Balanc	0																							
Closing Balance	-437,716	-444,281	-1,155,531	-1,951,412	-3,148,505	-4,363,554	-4,586,595	-4,812,981	-4,653,489	-4,102,331	-3,153,631	-2,190,701	-1,484,734	-768,177	-40,871	697,344	1,436,172	2,175,000	2,175,000	2,175,000	2,175,000	2,175,000	2,175,000	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**765,625**	**765,625**	**765,625**	**765,625**	**765,625**	**765,625**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	175,000																							
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.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	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	140,139	0	140,139	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	17,517	0	17,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	35,035	0	35,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	122,621	0	122,621	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	372,733	745,467	1,118,200	1,118,200	1,118,200	1,118,200	745,467	372,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-8,364,042		**870,015**	870,015	870,015	870,015	870,015	870,015	870,015	870,015	870,015	870,015												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	9,318	18,637	27,955	27,955	27,955	27,955	18,637	9,318	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,556	11,111	16,667	16,667	16,667	16,667	11,111	5,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	48,000	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	31,406	31,406	31,406	31,406	31,406	31,406	22,969	22,969	22,969	22,969	22,969	22,969	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,234	5,234	5,234	5,234	5,234	5,234	3,828	3,828	3,828	3,828	3,828	3,828	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	**-7,798,625**	**0**	**1,572,934**	**1,645,229**	**2,037,837**	**2,037,837**	**2,074,477**	**2,074,477**	**1,686,870**	**1,299,263**	**906,655**	**906,655**	**26,797**	**26,797**	**26,797**	**26,797**	**26,797**	**26,797**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	0	0	7,842	23,374	33,324	37,610	36,071	34,509	23,944	13,221	2,337	0	0	0	0	0	0	0	0
Profit on cost																								1,720,878
Profit on GDV																								337,500
Cash Flow	7,798,625	0	-1,572,934	-1,645,229	-2,037,837	-2,037,837	-1,027,602	-1,035,444	-663,369	-285,712	102,609	104,149	704,319	714,884	725,607	736,492	738,828	738,828	0	0	0	0	0	-2,058,378
Opening Balance	0																							
Closing Balance	7,798,625	7,798,625	6,225,691	4,580,462	2,542,625	504,789	-522,814	-1,558,258	-2,221,627	-2,507,339	-2,404,729	-2,300,581	-1,596,261	-881,377	-155,770	580,722	1,319,550	2,058,378	2,058,378	2,058,378	2,058,378	2,058,378	2,058,378	0

SITE NAME	Site 8	Sheltered

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			60				
Market Housing	62.5	70%	42		3,500	9,187,500	2,625
Shared Ownership	62.5	0%	0		2,450	0	0
Affordable Rent	62.5	30%	18		1,500	1,687,500	1,125
Social Rent	62.5	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.50 ha		120	/ha		10,875,000	3,750
SITE AREA - Gross	0.50 ha		120	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	49,186	98,372	98,372
Alternative Use Value	25,000		50,000
Uplift 0%	0		0
Plus /ha 300,000	150,000		300,000
Viability Threshold	175,000		350,000
	£/m2		
Additional Profit	232,124	88	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	820		49,186
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	738	738
PLANNING				
	Planning Fee		24,480	
	Architects	4.00%	280,277	
	QS / PM	0.50%	35,035	
	Planning Consultants	1.00%	70,069	
	Other Professional	3.50%	245,243	655,104
CONSTRUCTION				
	Build Cost - BCIS Based	1,789	6,709,200	
	s106 / CIL		30,000	
	Contingency	2.50%	167,730	
	Abnormals		100,000	7,006,930
FINANCE				
	Fees		48,000	
	Interest	6.00%		
	Legal and Valuation		0	48,000
SALES				
	Agents	3.0%	326,250	
	Legals	0.5%	54,375	
	Misc.		0	380,625
				8,140,582
Developers Profit				
	% Market DV	20.00%		1,837,500
	% Affordable DV	20.00%		337,500

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over t	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		49,186
	Total	0

Stamp duty calc - Add Profit			
Land payment			175,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	500	£/ Unit (all)	
		Total	30,000

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	30,000

Build Cost	/m2	
BCIS	1,609	
Over Extra	0	0.00%
Energy	3	
Design	0	
Acc & Adpt	15	
Water	1	
Small Sites	0	0%
Site Costs	161	10%
	1,789	

LIT	% GDV
	0.00% 0

RESIDUAL CASH FLOW FOR INTEREST

	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			10	10	10	10	10	10																
Market Housing				0	0	0	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625	765,625			0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	281,250	281,250	281,250	281,250	281,250	281,250	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**765,625**	**765,625**	**765,625**	**765,625**	**765,625**	**765,625**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	738																							
Planning Fee	24,480																							
Architects	140,139		140,139																					
QS	17,517		17,517																					
Planning Consultants	35,035		35,035																					
Other Professional	122,621		122,621																					
Build Cost - BCIS Base		0	372,733	745,467	1,118,200	1,118,200	1,118,200	1,118,200	745,467	372,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	9,318	18,637	27,955	27,955	27,955	27,955	18,637	9,318	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	5,556	11,111	16,667	16,667	16,667	16,667	11,111	5,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	48,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	31,406	31,406	31,406	31,406	31,406	31,406	22,969	22,969	22,969	22,969	22,969	22,969	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,234	5,234	5,234	5,234	5,234	5,234	3,828	3,828	3,828	3,828	3,828	3,828	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**388,530**	**0**	**704,586**	**778,548**	**1,167,822**	**1,167,822**	**1,204,462**	**1,204,462**	**815,188**	**425,915**	**36,641**	**36,641**	**26,797**	**26,797**	**26,797**	**26,797**	**26,797**	**26,797**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	49,186																							
Interest		6,566	6,664	17,333	29,271	47,228	65,453	68,799	72,195	69,802	61,535	47,304	32,861	22,271	11,523	613	0	0	0	0	0	0	0	0
Profit on Costs																								1,837,500
Profit on GDV																								337,500
Cash Flow	-437,716	-6,566	-711,250	-795,881	-1,197,093	-1,215,049	-223,041	-226,386	159,492	551,158	948,699	962,930	705,968	716,557	727,305	738,215	738,828	738,828	0	0	0	0	0	-2,175,000
Opening Balance	0																							
Closing Balance	-437,716	-444,281	-1,155,531	-1,951,412	-3,148,505	-4,363,554	-4,586,595	-4,812,981	-4,653,489	-4,102,331	-3,153,631	-2,190,701	-1,484,734	-768,177	-40,871	697,344	1,436,172	2,175,000	2,175,000	2,175,000	2,175,000	2,175,000	2,175,000	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**1,046,875**	**765,625**	**765,625**	**765,625**	**765,625**	**765,625**	**765,625**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	175,000																							
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.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	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	140,139	0	140,139	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	17,517	0	17,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	35,035	0	35,035	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	122,621	0	122,621	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	372,733	745,467	1,118,200	1,118,200	1,118,200	1,118,200	745,467	372,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-4,322,448		455,457	455,457	455,457	455,457	455,457	455,457	455,457	455,457	455,457	455,457												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	9,318	18,637	27,955	27,955	27,955	27,955	18,637	9,318	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,556	11,111	16,667	16,667	16,667	16,667	11,111	5,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	48,000	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	31,406	31,406	31,406	31,406	31,406	31,406	22,969	22,969	22,969	22,969	22,969	22,969	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,234	5,234	5,234	5,234	5,234	5,234	3,828	3,828	3,828	3,828	3,828	3,828	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**-3,757,031**	**0**	**1,158,376**	**1,230,672**	**1,623,279**	**1,623,279**	**1,659,919**	**1,659,919**	**1,272,312**	**884,705**	**492,098**	**492,098**	**26,797**	**26,797**	**26,797**	**26,797**	**26,797**	**26,797**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	3,829	28,236	37,855	47,619	51,715	50,058	42,487	34,803	24,242	13,523	2,644	0	0	0	0	0	0	0	0
Profit on cost																								1,700,081
Profit on GDV																								337,500
Cash Flow	3,757,031	0	-1,158,376	-1,230,672	-1,623,279	-1,627,108	-641,280	-650,900	-273,056	110,455	504,719	512,290	704,025	714,586	725,305	736,184	738,828	738,828	0	0	0	0	0	-2,037,581
Opening Balance	0																							
Closing Balance	3,757,031	3,757,031	2,598,655	1,367,983	-255,296	-1,882,404	-2,523,685	-3,174,584	-3,447,640	-3,337,185	-2,832,465	-2,320,175	-1,616,150	-901,564	-176,259	559,925	1,298,753	2,037,581	2,037,581	2,037,581	2,037,581	2,037,581	2,037,581	0

Extracare 30% v1
Cover

Older People's

Extracare 30% v1
Site make up

Number	1	Units	NET Area	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/ Brown	lternative Use
Extracare		**60**	**0.50**	**120.00**	**71**	**4,260**	**8,520**	**8,079,942**	**1,896.70**	30%	Green	Paddock

	Beds	No		m2	Total		BCIS	COST	
Market								0	**5,538.00**
Flat	1	25		65.00	1,625.00	30%	1,459	3,082,138	2,112.50
	2	17		80.00	1,360.00	30%	1,459	2,579,512	1,768.00
Terrace	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Semi	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Det	3	0			0.00			0	0.00
	4	0			0.00			0	0.00
	5	0			0.00			0	0.00
Flat 1 High*	1	0			0.00	10%		0	0.00
Flat 2 High*	2	0			0.00	10%		0	0.00
Flat 3 High*	3	0			0.00	10%		0	0.00
Affordable									0.00
Flat	1	11		65.00	715.00	30%	1,459	1,356,141	929.50
	2	7		80.00	560.00	30%	1,459	1,062,152	728.00
Terrace	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Semi	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Det	3	0			0.00		0	0	0.00
	4	0			0.00		0	0	0.00
	5	0			0.00		0	0	0.00
Flat 1 High*	1	0			0.00	10%	0	0	0.00
Flat 2 High*	2	0			0.00	10%	0	0	0.00
Flat 3 High*	3	0			0.00	10%	0	0	0.00

Area	Gross	0.500
	Net	0.500

Extracare 30% v1
Site 1

SITE NAME	Site 1	Extracare

INCOME		Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
				60				
Market Housing		71.1	70%	42		3,700	11,044,500	2,985
Shared Ownership		70.8	0%	0		2,590	0	0
Affordable Rent		70.8	30%	18		1,500	1,912,500	1,275
Social Rent		70.8	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		0.50 ha		120	/ha		12,957,000	4,260
SITE AREA - Gross		0.50 ha		120	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

		Whole Site	Per ha NET	Per ha GROSS
Residual Land Value		-841,240	-1,682,479	-1,682,479
Alternative Use Value		25,000		50,000
Uplift	0%	0		0
Plus /ha	300,000	150,000		300,000
Viability Threshold		**175,000**		**350,000**

	£/m2	
Additional Profit	-704,262	-236

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-14,021		-841,240	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-12,619	-12,619	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	369,780		
	QS / PM	0.50%	46,223		
	Planning Consultants	1.00%	92,445		
	Other Professional	3.50%	323,558	856,485	
CONSTRUCTION					
	Build Cost - BCIS Based	2,087	8,892,196		
	s106 / CIL		30,000		
	Contingency	2.50%	222,305		
	Abnormals		100,000	9,244,501	
FINANCE					
	Fees		56,000		
	Interest	6.00%			
	Legal and Valuation		0	56,000	
SALES					
	Agents	3.0%	388,710		
	Legals	0.5%	64,785		
	Misc.		0	453,495	**9,756,623**

Developers Profit			
	% Market DV	20.00%	**2,208,900**
	% Affordable DV	20.00%	**382,500**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-841,240
	Total	0

Stamp duty calc - Add Profit			
Land payment			175,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	500	£/ Unit (all)	
		Total	**30,000**

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	**30,000**

Build Cost	/m2	
BCIS	1,897	
Over Extra	0	0.00%
Energy	0	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	190	10%
	2,087	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10																	
Market Housing				0	0	0	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375						
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	318,750	318,750	318,750	318,750	318,750	318,750	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**920,375**	**920,375**	**920,375**	**920,375**	**920,375**	**920,375**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-12,619																							
Planning Fee	24,480																							
Architects	184,890		184,890																					
QS	23,111		23,111																					
Planning Consultants	46,223		46,223																					
Other Professional	161,779		161,779																					
Build Cost - BCIS Base		0	494,011	988,022	1,482,033	1,482,033	1,482,033	1,482,033	988,022	494,011	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	12,350	24,701	37,051	37,051	37,051	37,051	24,701	12,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	5,556	11,111	16,667	16,667	16,667	16,667	11,111	5,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	56,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	37,174	37,174	37,174	37,174	37,174	37,174	27,611	27,611	27,611	27,611	27,611	27,611	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,196	6,196	6,196	6,196	6,196	6,196	4,602	4,602	4,602	4,602	4,602	4,602	0	0	0	0	0	0
Misc.	0																							
COSTS BEFORE LAND INT AND PROFIT	**483,864**	**0**	**929,586**	**1,027,167**	**1,540,750**	**1,540,750**	**1,584,120**	**1,584,120**	**1,070,536**	**556,953**	**43,369**	**43,369**	**32,213**	**32,213**	**32,213**	**32,213**	**32,213**	**32,213**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-841,240																							
Interest		0	0	8,583	24,119	47,592	71,418	77,664	84,004	82,735	73,743	56,913	39,830	27,106	14,190	1,080	0	0	0	0	0	0	0	0
Profit on Costs																								2,208,900
Profit on GDV																								382,500
Cash Flow	357,376	0	-929,586	-1,035,750	-1,564,870	-1,588,343	-416,412	-422,658	84,585	599,437	1,122,012	1,138,843	848,331	861,056	873,972	887,082	888,162	888,162	0	0	0	0	0	-2,591,400
Opening Balanc	0																							
Closing Balance	357,376	357,376	-572,210	-1,607,960	-3,172,830	-4,761,172	-5,177,585	-5,600,243	-5,515,658	-4,916,220	-3,794,208	-2,655,366	-1,807,034	-945,978	-72,006	815,076	1,703,238	2,591,400	2,591,400	2,591,400	2,591,400	2,591,400	2,591,400	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**920,375**	**920,375**	**920,375**	**920,375**	**920,375**	**920,375**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	175,000																							
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.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	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	184,890	0	184,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	23,111	0	23,111	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	46,223	0	46,223	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	161,779	0	161,779	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	494,011	988,022	1,482,033	1,482,033	1,482,033	1,482,033	988,022	494,011	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-3,966,601		326,234	326,234	326,234	326,234	326,234	326,234	326,234	326,234	326,234	326,234												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	12,350	24,701	37,051	37,051	37,051	37,051	24,701	12,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,556	11,111	16,667	16,667	16,667	16,667	11,111	5,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	56,000	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	37,174	37,174	37,174	37,174	37,174	37,174	27,611	27,611	27,611	27,611	27,611	27,611	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,196	6,196	6,196	6,196	6,196	6,196	4,602	4,602	4,602	4,602	4,602	4,602	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	**-3,292,493**	**0**	**1,254,153**	**1,350,067**	**1,866,984**	**1,866,984**	**1,910,353**	**1,910,353**	**1,398,437**	**886,520**	**369,603**	**369,603**	**32,213**	**32,213**	**32,213**	**32,213**	**32,213**	**32,213**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	17,681	45,951	56,708	67,627	71,031	66,808	54,767	42,546	29,862	16,987	3,919	0	0	0	0	0	0	0	0
Profit on cost																								2,016,769
Profit on GDV																								382,500
Cash Flow	3,292,493	0	-1,254,153	-1,350,067	-1,866,984	-1,884,665	-717,179	-727,937	-226,939	281,574	802,714	814,755	845,616	858,300	871,175	884,242	888,162	888,162	0	0	0	0	0	-2,399,269
Opening Balance	0																							
Closing Balance	3,292,493	3,292,493	2,038,340	688,273	-1,178,711	-3,063,376	-3,780,555	-4,508,492	-4,735,431	-4,453,857	-3,651,143	-2,836,389	-1,990,772	-1,132,472	-261,297	622,945	1,511,107	2,399,269	2,399,269	2,399,269	2,399,269	2,399,269	2,399,269	0

SITE NAME	Site 8	Extracare

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			60				
Market Housing	71.1	70%	42		3,700	11,044,500	2,985
Shared Ownership	70.8	0%	0		2,590	0	0
Affordable Rent	70.8	30%	18		1,500	1,912,500	1,275
Social Rent	70.8	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.50 ha		120	/ha		12,957,000	4,260
SITE AREA - Gross	0.50 ha		120	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-841,240	-1,682,479	-1,682,479
Alternative Use Value	25,000		50,000
Uplift 0%	0		0
Plus /ha 300,000	150,000		300,000
Viability Threshold	175,000		350,000

	£/m2	
Additional Profit	-652,977	-219

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	-14,021		-841,240
	Stamp Duty		0	
	Easements etc.		0	
	Legals Acquisition	1.50%	-12,619	-12,619
PLANNING				
	Planning Fee		24,480	
	Architects	4.00%	369,780	
	QS / PM	0.50%	46,223	
	Planning Consultants	1.00%	92,445	
	Other Professional	3.50%	323,558	856,485
CONSTRUCTION				
	Build Cost - BCIS Based	2,087	8,892,196	
	s106 / CIL		30,000	
	Contingency	2.50%	222,305	
	Abnormals		100,000	9,244,501
FINANCE				
	Fees		56,000	
	Interest	6.00%		
	Legal and Valuation		0	56,000
SALES				
	Agents	3.0%	388,710	
	Legals	0.5%	64,785	
	Misc.		0	453,495
				9,756,623

Developers Profit			
% Market DV	20.00%		2,208,900
% Affordable DV	20.00%		382,500

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over t	10	138	1,380
		Total	24,480

Stamp duty calc - Residual	
Land payment	-841,240
Total	0

Stamp duty calc - Add Profit			
Land payment			175,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	500	£/ Unit (all)	
		Total	30,000

Post CIL s106	500	£/ Unit (all)	30,000
CIL	0	£/m2	0
		Total	30,000

Build Cost	/m2	
BCIS	1,897	
Over Extra	0	0.00%
Energy	0	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	190	10%
	2,087	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

	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			10	10	10	10	10	10																
Market Housing				0	0	0	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375	920,375			0	0	0	0
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	318,750	318,750	318,750	318,750	318,750	318,750	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**920,375**	**920,375**	**920,375**	**920,375**	**920,375**	**920,375**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-12,619																							
Planning Fee	24,480																							
Architects	184,890		184,890																					
QS	23,111		23,111																					
Planning Consultants	46,223		46,223																					
Other Professional	161,779		161,779																					
Build Cost - BCIS Base		0	494,011	988,022	1,482,033	1,482,033	1,482,033	1,482,033	988,022	494,011	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,667	3,333	5,000	5,000	5,000	5,000	3,333	1,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	12,350	24,701	37,051	37,051	37,051	37,051	24,701	12,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	5,556	11,111	16,667	16,667	16,667	16,667	11,111	5,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	56,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	37,174	37,174	37,174	37,174	37,174	37,174	27,611	27,611	27,611	27,611	27,611	27,611	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,196	6,196	6,196	6,196	6,196	6,196	4,602	4,602	4,602	4,602	4,602	4,602	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**483,864**	**0**	**929,586**	**1,027,167**	**1,540,750**	**1,540,750**	**1,584,120**	**1,584,120**	**1,070,536**	**556,953**	**43,369**	**43,369**	**32,213**	**32,213**	**32,213**	**32,213**	**32,213**	**32,213**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-841,240																							
Interest		0	0	8,583	24,119	47,592	71,418	77,664	84,004	82,735	73,743	56,913	39,830	27,106	14,190	1,080	0	0	0	0	0	0	0	0
Profit on Costs																								2,208,900
Profit on GDV																								382,500
Cash Flow	357,376	0	-929,586	-1,035,750	-1,564,870	-1,588,343	-416,412	-422,658	84,585	599,437	1,122,012	1,138,843	848,331	861,056	873,972	887,082	888,162	888,162	0	0	0	0	0	-2,591,400
Opening Balance	0																							
Closing Balance	357,376	357,376	-572,210	-1,607,960	-3,172,830	-4,761,172	-5,177,585	-5,600,243	-5,515,658	-4,916,220	-3,794,208	-2,655,366	-1,807,034	-945,978	-72,006	815,076	1,703,238	2,591,400	2,591,400	2,591,400	2,591,400	2,591,400	2,591,400	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	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**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**1,239,125**	**920,375**	**920,375**	**920,375**	**920,375**	**920,375**	**920,375**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	175,000																							
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.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	2,625	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	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	184,890	0	184,890	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	23,111	0	23,111	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	46,223	0	46,223	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	161,779	0	161,779	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	494,011	988,022	1,482,033	1,482,033	1,482,033	1,482,033	988,022	494,011	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-5,408,466		475,549	475,549	475,549	475,549	475,549	475,549	475,549	475,549	475,549	475,549												
Post CIL s106					5,000	5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	12,350	24,701	37,051	37,051	37,051	37,051	24,701	12,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	5,556	11,111	16,667	16,667	16,667	16,667	11,111	5,556	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	56,000	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	37,174	37,174	37,174	37,174	37,174	37,174	27,611	27,611	27,611	27,611	27,611	27,611	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,196	6,196	6,196	6,196	6,196	6,196	4,602	4,602	4,602	4,602	4,602	4,602	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**-4,734,358**	**0**	**1,403,468**	**1,499,382**	**2,016,299**	**2,016,299**	**2,059,668**	**2,059,668**	**1,547,752**	**1,035,835**	**518,918**	**518,918**	**32,213**	**32,213**	**32,213**	**32,213**	**32,213**	**32,213**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	2,772	33,058	45,862	58,858	64,370	62,287	52,418	42,401	29,714	16,838	3,768	0	0	0	0	0	0	0	0
Profit on cost																								2,027,026
Profit on GDV																								382,500
Cash Flow	4,734,358	0	-1,403,468	-1,499,382	-2,016,299	-2,019,071	-853,601	-866,405	-367,485	138,920	657,920	667,789	845,761	858,447	871,324	884,394	888,162	888,162	0	0	0	0	0	-2,409,526
Opening Balance	0																							
Closing Balance	4,734,358	4,734,358	3,330,890	1,831,508	-184,791	-2,203,862	-3,057,464	-3,923,869	-4,291,354	-4,152,434	-3,494,514	-2,826,725	-1,980,964	-1,122,516	-251,192	633,202	1,521,364	2,409,526	2,409,526	2,409,526	2,409,526	2,409,526	2,409,526	0

Appendix 13 – Appraisals – Student Housing

The pages in this appendix are not numbered.

Student v2
Cover

Student Housing

Student v2
Site make up

Number	1	Units	NET Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality een/ Brown lternative Use
				Units/ha	m2	m2	m2/ha			£/m2	
Cluster 60		**60**	**0.05**	**1,200.00**	**15**	**900**	**18,000**		**2,152,980**	**2,392.20**	Brownfield Industrial

	Beds	No		m2	Total		BCIS	COST	
Market								0	**1,215.00**
Flat	1	60		15.00	900.00	35%	1,772	2,152,980	1,215.00
	2	0			0.00			0	0.00
Terrace	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Semi	2	0			0.00			0	0.00
	3	0			0.00			0	0.00
Det	3	0			0.00			0	0.00
	4	0			0.00			0	0.00
	5	0			0.00			0	0.00
Flat 1 High*	1	0			0.00			0	0.00
Flat 2 High*	2	0			0.00			0	0.00
Flat 3 High*	3	0			0.00			0	0.00
Affordable									0.00
Flat	1	0			0.00		1,772	0	0.00
	2	0			0.00		0	0	0.00
Terrace	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Semi	2	0			0.00		0	0	0.00
	3	0			0.00		0	0	0.00
Det	3	0			0.00		0	0	0.00
	4	0			0.00		0	0	0.00
	5	0			0.00		0	0	0.00
Flat 1 High*	1	0			0.00		0	0	0.00
Flat 2 High*	2	0			0.00		0	0	0.00
Flat 3 High*	3	0			0.00		0	0	0.00

Area	Gross	0.050
	Net	0.050

Number	2	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality een/ Brown lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	
Cluster 175		**175**	**0.25**	**700.00**	**15**	**2,625**	**10,500**		**6,279,525**	**2,392.20**	Brownfield Industrial

	Beds	No		m2	Total		BCIS	COST	
Market								0	**3,543.75**
Flat	1	175		15.00	2,625.00	35%	1,772	6,279,525	3,543.75
	2	0		0.00	0.00		0	0	0.00
Terrace	2	0		0.00	0.00		0	0	0.00
	3	0		0.00	0.00		0	0	0.00
Semi	2	0		0.00	0.00		0	0	0.00
	3	0		0.00	0.00		0	0	0.00
Det	3	0		0.00	0.00		0	0	0.00
	4	0		0.00	0.00		0	0	0.00
	5	0		0.00	0.00		0	0	0.00
Flat 1 High*	1	0		0.00	0.00		0	0	0.00
Flat 2 High*	2	0		0.00	0.00		0	0	0.00
Flat 3 High*	3	0		0.00	0.00		0	0	0.00
Affordable									0.00
Flat	1	0		0.00	0.00		1,772	0	0.00
	2	0		0.00	0.00		0	0	0.00
Terrace	2	0		0.00	0.00		0	0	0.00
	3	0		0.00	0.00		0	0	0.00
Semi	2	0		0.00	0.00		0	0	0.00
	3	0		0.00	0.00		0	0	0.00
Det	3	0		0.00	0.00		0	0	0.00
	4	0		0.00	0.00		0	0	0.00
	5	0		0.00	0.00		0	0	0.00
Flat 1 High*	1	0		0.00	0.00		0	0	0.00
Flat 2 High*	2	0		0.00	0.00		0	0	0.00
Flat 3 High*	3	0		0.00	0.00		0	0	0.00

Area	Gross	0.250
	Net	0.250

Student v2
Site make up

Number		Units	Area	Density erage	Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
	3		ha	Units/ha	m2	m2	m2/ha			£/m2			
Cluster 500		**500**	**0.75**	**666.67**	**15**	**7,500**	**10,000**		**17,941,500**	**2,392.20**		Brownfield	Industrial

	Beds	No		m2	Total		BCIS	COST		Area	Gross	0.750
Market								0	**10,125.00**		Net	0.750
Flat	1	500		15.00	7,500.00	35%	1,772	17,941,500	10,125.00			
	2	0		0.00	0.00		0	0	0.00			
Terrace	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Semi	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Det	3	0		0.00	0.00		0	0	0.00			
	4	0		0.00	0.00		0	0	0.00			
	5	0		0.00	0.00		0	0	0.00			
Flat 1 High*	6	0		0.00	0.00		0	0	0.00			
Flat 2 High*	2	0		0.00	0.00		0	0	0.00			
Flat 3 High*	3	0		0.00	0.00		0	0	0.00			
Affordable							0		0.00			
Flat	1	0		0.00	0.00		1,772	0	0.00			
	2	0		0.00	0.00		0	0	0.00			
Terrace	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Semi	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Det	3	0		0.00	0.00		0	0	0.00			
	4	0		0.00	0.00		0	0	0.00			
	5	0		0.00	0.00		0	0	0.00			
Flat 1 High*	1	0		0.00	0.00		0	0	0.00			
Flat 2 High*	2	0		0.00	0.00		0	0	0.00			
Flat 3 High*	3	0		0.00	0.00		0	0	0.00			

Number		Units	Area	Density erage	Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
	4		ha	Units/ha	m2	m2	m2/ha			£/m2			
Studio 60		**60**	**0.05**	**1,200.00**	**23**	**1,380**	**27,600**		**3,081,154**	**2,232.72**		Brownfield	Industrial

	Beds	No		m2	Total		BCIS	COST		Area	Gross	0.050
Market								0	**1,738.80**		Net	0.050
Flat	1	60		23.00	1,380.00	26%	1,772	3,081,154	1,738.80			
	2	0		0.00	0.00		0	0	0.00			
Terrace	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Semi	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Det	3	0		0.00	0.00		0	0	0.00			
	4	0		0.00	0.00		0	0	0.00			
	5	0		0.00	0.00		0	0	0.00			
Flat 1 High*	1	0		0.00	0.00		0	0	0.00			
Flat 2 High*	2	0		0.00	0.00		0	0	0.00			
Flat 3 High*	3	0		0.00	0.00		0	0	0.00			
Affordable									0.00			
Flat	1	0		23.00	0.00		1,772	0	0.00			
	2	0		0.00	0.00		0	0	0.00			
Terrace	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Semi	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Det	3	0		0.00	0.00		0	0	0.00			
	4	0		0.00	0.00		0	0	0.00			
	5	0		0.00	0.00		0	0	0.00			
Flat 1 High*	1	0		0.00	0.00		0	0	0.00			
Flat 2 High*	2	0		0.00	0.00		0	0	0.00			
Flat 3 High*	3	0		0.00	0.00		0	0	0.00			

Student v2
Site make up

Number		5	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha		Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
Studio 175			**175**	**0.25**	**700.00**	**23**	**4,025**	**16,100**		**8,986,698**	**2,232.72**		Brownfield	Industrial

	Beds	No		m2	Total		BCIS	COST				
Market								0	**5,071.50**	Area	Gross	0.250
Flat	1	175		23.00	4,025.00	26%	1,772	8,986,698	5,071.50		Net	0.250
	2	0		0.00	0.00		0	0	0.00			
Terrace	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Semi	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Det	3	0		0.00	0.00		0	0	0.00			
	4	0		0.00	0.00		0	0	0.00			
	5	0		0.00	0.00		0	0	0.00			
Flat 1 High*	1	0		0.00	0.00		0	0	0.00			
Flat 2 High*	2	0		0.00	0.00		0	0	0.00			
Flat 3 High*	3	0		0.00	0.00		0	0	0.00			
Affordable									0.00			
Flat	1	0		23.00	0.00		1,772	0	0.00			
	2	0		0.00	0.00		0	0	0.00			
Terrace	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Semi	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Det	3	0		0.00	0.00		0	0	0.00			
	4	0		0.00	0.00		0	0	0.00			
	5	0		0.00	0.00		0	0	0.00			
Flat 1 High*	1	0		0.00	0.00		0	0	0.00			
Flat 2 High*	2	0		0.00	0.00		0	0	0.00			
Flat 3 High*	3	0		0.00	0.00		0	0	0.00			

Number		6	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha		Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
Studio 500			**500**	**0.75**	**666.67**	**23**	**11,500**	**15,333**		**25,676,280**	**2,232.72**		Brownfield	Industrial

	Beds	No		m2	Total		BCIS	COST				
Market								0	**14,490.00**	Area	Gross	0.750
Flat	1	500		23.00	11,500.00	26%	1,772	25,676,280	14,490.00		Net	0.750
	2	0		0.00	0.00		0	0	0.00			
Terrace	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Semi	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Det	3	0		0.00	0.00		0	0	0.00			
	4	0		0.00	0.00		0	0	0.00			
	5	0		0.00	0.00		0	0	0.00			
Flat 1 High*	1	0		0.00	0.00		0	0	0.00			
Flat 2 High*	2	0		0.00	0.00		0	0	0.00			
Flat 3 High*	3	0		0.00	0.00		0	0	0.00			
Affordable									0.00			
Flat	1	0		23.00	0.00		1,772	0	0.00			
	2	0		0.00	0.00		0	0	0.00			
Terrace	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Semi	2	0		0.00	0.00		0	0	0.00			
	3	0		0.00	0.00		0	0	0.00			
Det	3	0		0.00	0.00		0	0	0.00			
	4	0		0.00	0.00		0	0	0.00			
	5	0		0.00	0.00		0	0	0.00			
Flat 1 High*	1	0		0.00	0.00		0	0	0.00			
Flat 2 High*	2	0		0.00	0.00		0	0	0.00			
Flat 3 High*	3	0		0.00	0.00		0	0	0.00			

			Site 1 Cluster 60	**Site 2** Cluster 175	**Site 3** Cluster 500	**Site 4** Studio 60	**Site 5** Studio 175	**Site 6** Studio 500
	Green/brown field		Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
	Use		Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
	Locality		0%	0%	0%	0%	0%	0%
Site Area	**Gross**	**ha**	0.05	0.25	0.75	0.05	0.25	0.75
	Net	ha	0.05	0.25	0.75	0.05	0.25	0.75
Units			60	175	500	60	175	500
Average Unit Size		m2	15.00	15.00	15.00	23.00	23.00	23.00
Mix	Intermediate to Buy			0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent			0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	4,332	4,332	4,332	3,690	3,690	3,690
	Intermediate to Buy	£/m2	3,032	3,032	3,032	2,583	2,583	2,583
	Affordable Rent	£/m2	1,500	1,500	1,500	1,500	1,500	1,500
	Social Rent	£/m2	1,120	1,120	1,120	1,120	1,120	1,120
Grant and Subsi	Intermediate to Buy	£/unit						
	Affordable Rent	£/unit						
	Social Rent	£/unit						
Sales per Quarter								
Unit Build Time			3	3	3	3	3	3
Alternative Use Value		£/ha	600,000	600,000	600,000	600,000	600,000	600,000
Up Lift %		%	20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha						
Easements etc		£	0	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee	<50	£/unit	462	462	462	462	462	462
	>50	£/unit	138	138	138	138	138	138
Architects		%	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%
Planning Consultants		%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%
Other Professional		%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
BCIS		£/m2	2,392	2,392	2,392	2,233	2,233	2,233
Over Extra		%						
Energy		£/m2		0	0	0	0	0
Design		£/m2		0	0	0	0	0
Acc & Adpt		£/m2		0.0	0.0	0.0	0.0	0.0
Water		£/m2	1	1	1	1	1	1
Small Sites		%						
Site Costs		%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Pre CIL s106		£/Unit		0	0	0	0	0
Post CIL s106		£/Unit	0	0	0	0	0	0
		£/m2		0.00	0.00	0.00	0.00	0.00
LIT		%		0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
		£/site						
FINANCE	Fees	£	30,000	89,000	228,000	55,000	177,000	471,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	Legal and Valuation	£						
SALES	Agents	%	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%
	Misc.	£		0	0	0	0	0
Developers Profi	% Market DV		17.50%	17.50%	17.50%	17.50%	17.50%	17.50%
	% Affordable DV		6.00%	6.00%	6.00%	6.00%	6.00%	6.00%

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6
			Cluster 60	Cluster 175	Cluster 500	Studio 60	Studio 175	Studio 500
	Green/brown field		Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
	Use		Industrial	Industrial	Industrial	Industrial	Industrial	Industrial
Site Are	Gross	ha	0.05	0.25	0.75	0.05	0.25	0.75
	Net	ha	0.05	0.25	0.75	0.05	0.25	0.75
Units			60	175	500	60	175	500
Mix	Market		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha	600,000	600,000	600,000	600,000	600,000	600,000
		£ site	30,000	150,000	450,000	30,000	150,000	450,000
Uplift		£/ha	120,000	120,000	120,000	120,000	120,000	120,000
		£ site	6,000	30,000	90,000	6,000	30,000	90,000
Viability Threshold		£/ha	720,000	720,000	720,000	720,000	720,000	720,000
		£ site	36,000	180,000	540,000	36,000	180,000	540,000
Residua	Gross	£/ha	-500,737	223,714	368,892	-5,529,871	-3,765,800	-3,317,330
	Net	£/ha	-500,737	223,714	368,892	-5,529,871	-3,765,800	-3,317,330
		£ site	-25,037	55,928	276,669	-276,494	-941,450	-2,487,998
Additional Profit		£ site	188,816	497,129	1,089,434	-40,643	-490,796	-1,662,314
		£/m2	210	189	145	-29	-122	-145

Student v2
Site 1

SITE NAME	Site 1	Cluster 60

INCOME		Av Size m2		%	Number 60		Price £/m2	GDV £	GIA m2
Market Housing		15.0		100%	60		4,332	3,898,800	900
Shared Ownership		15.0		0%	0		3,032	0	0
Affordable Rent		15.0		0%	0		1,500	0	0
Social Rent		15.0		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		0.05	ha		1,200	/ha		**3,898,800**	**900**
SITE AREA - Gross		0.05	ha		1,200	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-25,037	-500,737	-500,737
Alternative Use Value	30,000		600,000
Uplift 20%	6,000		120,000
Plus /ha 0	0		0
Viability Threshold	**36,000**		**720,000**

	£/m2	
Additional Profit	188,816	210

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-417		-25,037	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-376	-376	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	104,244		
	QS / PM	0.50%	13,030		
	Planning Consultants	1.00%	26,061		
	Other Professional	3.50%	91,213	259,029	
CONSTRUCTION					
	Build Cost - BCIS Based	2,632	2,369,178		
	s106 / CIL		0		
	Contingency	5.00%	118,459		
	Abnormals		118,459	2,606,096	
FINANCE					
	Fees		30,000		
	Interest	6.00%			
	Legal and Valuation		0	30,000	
SALES					
	Agents	3.0%	116,964		
	Legals	0.5%	19,494		
	Misc.		0	136,458	**3,006,170**

Developers Profit			
	% Market DV	17.50%	**682,290**
	% Affordable DV	6.00%	**0**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-25,037
	Total	0

Stamp duty calc - Add Profit			
Land payment			36,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	0	£/m2	0
		Total	**0**

Build Cost	/m2	
BCIS	2,392	
Over Extra	0	0.00%
Energy	0	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	239	10%
	2,632	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			30	30																				
Market Housing									3,898,800															
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**0**	**0**	**3,898,800**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-376																							
Planning Fee	24,480																							
Architects	52,122		52,122																					
QS	6,515		6,515																					
Planning Consultants	13,030		13,030																					
Other Professional	45,607		45,607																					
Build Cost - BCIS Base		0	394,863	789,726	789,726	394,863	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	19,743	39,486	39,486	19,743	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	19,743	39,486	39,486	19,743	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	30,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	116,964	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	19,494	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**171,379**	**0**	**551,624**	**868,699**	**868,699**	**434,349**	**0**	**0**	**136,458**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-25,037																							
Interest		2,195	2,228	10,536	23,724	37,111	44,183	44,845	45,518	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								682,290
Profit on GDV																								0
Cash Flow	-146,342	-2,195	-553,852	-879,234	-892,423	-471,460	-44,183	-44,845	3,716,824	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-682,290
Opening Balanc	0																							
Closing Balance	-146,342	-148,537	-702,389	-1,581,623	-2,474,046	-2,945,506	-2,989,689	-3,034,534	682,290	682,290	682,290	682,290	682,290	682,290	682,290	682,290	682,290	682,290	682,290	682,290	682,290	682,290	682,290	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**3,898,800**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	36,000																							
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.	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	540	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	52,122	0	52,122	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	6,515	0	6,515	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	13,030	0	13,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	45,607	0	45,607	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	394,863	789,726	789,726	394,863	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-3,141,376		**333,019**	333,019	333,019	333,019	333,019	333,019	333,019	333,019	333,019	333,019												
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	19,743	39,486	39,486	19,743	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	19,743	39,486	39,486	19,743	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	30,000	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	0	0	116,964	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	19,494	0	0	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	**-2,933,082**	**0**	**884,643**	**1,201,718**	**1,201,718**	**767,369**	**333,019**	**333,019**	**469,477**	**333,019**	**333,019**	**333,019**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	5,325	16,915	22,164	27,492	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								569,964
Profit on GDV																								0
Cash Flow	2,933,082	0	-884,643	-1,201,718	-1,201,718	-772,693	-349,935	-355,184	3,401,831	-333,019	-333,019	-333,019	0	0	0	0	0	0	0	0	0	0	0	-569,964
Opening Balance	0																							
Closing Balance	2,933,082	2,933,082	2,048,439	846,721	-354,997	-1,127,690	-1,477,625	-1,832,809	1,569,022	1,236,003	902,984	569,964	569,964	569,964	569,964	569,964	569,964	569,964	569,964	569,964	569,964	569,964	569,964	0

Student v2
Site 2

SITE NAME	Site 2	Cluster 175

INCOME		Av Size m2	%	Number 175		Price £/m2	GDV £	GIA m2
Market Housing		15.0	100%	175		4,332	11,371,500	2,625
Shared Ownership		15.0	0%	0		3,032	0	0
Affordable Rent		15.0	0%	0		1,500	0	0
Social Rent		15.0	0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net		0.25 ha		700	/ha		**11,371,500**	**2,625**
SITE AREA - Gross		0.25 ha		700	/ha			

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	**55,928**	**223,714**	**223,714**
Alternative Use Value	150,000		600,000
Uplift 20%	30,000		120,000
Plus /ha 0	0		0
Viability Threshold	**180,000**		**720,000**

	£/m2	
Additional Profit	**497,129**	**189**

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	320		55,928	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	839	839	
PLANNING					
	Planning Fee		40,350		
	Architects	4.00%	304,045		
	QS / PM	0.50%	38,006		
	Planning Consultants	1.00%	76,011		
	Other Professional	3.50%	266,039	724,450	
CONSTRUCTION					
	Build Cost - BCIS Based	2,632	6,910,103		
	s106 / CIL		0		
	Contingency	5.00%	345,505		
	Abnormals		345,505	7,601,113	
FINANCE					
	Fees		89,000		
	Interest	6.00%			
	Legal and Valuation		0	89,000	
SALES					
	Agents	3.0%	341,145		
	Legals	0.5%	56,858		
	Misc.		0	398,003	**8,869,333**

Developers Profit			
	% Market DV	17.50%	**1,990,013**
	% Affordable DV	6.00%	**0**

Planning fee calc	dwgs	rate	
Planning app fe			
No dwgs	175		
No dwgs under	50	462	23,100
No dwgs over 5(	125	138	17,250
		Total	40,350

Stamp duty calc - Residual		
Land payment		55,928
	Total	0

Stamp duty calc - Add Profit			
Land payment			180,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**

Post CIL s106	0	£/ Unit (all)	0
CIL	0	£/m2	0
		Total	**0**

Build Cost	/m2	
BCIS	2,392	
Over Extra	0	0.00%
Energy	0	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	239	10%
	2,632	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			45	45	45	40																		
Market Housing									11,371,500															
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**0**	**0**	**11,371,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	839																							
Planning Fee	40,350																							
Architects	152,022		152,022																					
QS	19,003		19,003																					
Planning Consultants	38,006		38,006																					
Other Professional	133,019		133,019																					
Build Cost - BCIS Base		0	592,295	1,184,589	1,776,884	1,711,073	1,118,779	526,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	29,615	59,229	88,844	85,554	55,939	26,324	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	29,615	59,229	88,844	85,554	55,939	26,324	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	89,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	341,145	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	56,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**472,239**	**0**	**993,574**	**1,303,048**	**1,954,572**	**1,882,180**	**1,230,656**	**579,132**	**398,003**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**55,928**																							
Interest		7,923	8,041	23,066	42,957	72,920	102,247	122,240	132,761	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								1,990,013
Profit on GDV																								0
Cash Flow	-528,167	-7,923	-1,001,615	-1,326,113	-1,997,529	-1,955,101	-1,332,903	-701,373	10,840,737	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,990,013
Opening Balanc	0																							
Closing Balance	-528,167	-536,090	-1,537,705	-2,863,819	-4,861,348	-6,816,448	-8,149,351	-8,850,724	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	1,990,013	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**11,371,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	180,000																							
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.	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	40,350	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	152,022	0	152,022	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	19,003	0	19,003	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	38,006	0	38,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	133,019	0	133,019	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	592,295	1,184,589	1,776,884	1,711,073	1,118,779	526,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-6,750,464		**724,759**	724,759	724,759	724,759	724,759	724,759	724,759	724,759	724,759	724,759												
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	29,615	59,229	88,844	85,554	55,939	26,324	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	29,615	59,229	88,844	85,554	55,939	26,324	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	89,000	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	0	0	341,145	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	56,858	0	0	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	**-6,096,364**	**0**	**1,718,333**	**2,027,807**	**2,679,331**	**2,606,940**	**1,955,416**	**1,303,892**	**1,122,762**	**724,759**	**724,759**	**724,759**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	4,937	44,115	74,108	94,778	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								1,661,169
Profit on GDV																								0
Cash Flow	6,096,364	0	-1,718,333	-2,027,807	-2,679,331	-2,611,876	-1,999,530	-1,377,999	10,153,961	-724,759	-724,759	-724,759	0	0	0	0	0	0	0	0	0	0	0	-1,661,169
Opening Balance	0																							
Closing Balance	6,096,364	6,096,364	4,378,031	2,350,223	-329,108	-2,940,984	-4,940,514	-6,318,514	3,835,447	3,110,688	2,385,928	1,661,169	1,661,169	1,661,169	1,661,169	1,661,169	1,661,169	1,661,169	1,661,169	1,661,169	1,661,169	1,661,169	1,661,169	0

SITE NAME	Site 3	Cluster 500

INCOME		Av Size m2		%	Number		Price £/m2	GDV £	GIA m2
Market Housing		15.0		100%	500		4,332	32,490,000	7,500
Shared Ownership		15.0		0%	0		3,032	0	0
Affordable Rent		15.0		0%	0		1,500	0	0
Social Rent		15.0		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership						0	0	
	Affordable Rent						0	0	
	Social Rent						0	0	
SITE AREA - Net		0.75	ha		667	/ha		**32,490,000**	**7,500**
SITE AREA - Gross		0.75	ha		667	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	276,669	368,892	368,892
Alternative Use Value	450,000		600,000
Uplift 20%	90,000		120,000
Plus /ha 0	0		0
Viability Threshold	**540,000**		**720,000**
	£/m2		
Additional Profit	1,089,434	145	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	553		276,669	
	Stamp Duty		3,333		
	Easements etc.		0		
	Legals Acquisition	1.50%	4,150	7,484	
PLANNING					
	Planning Fee		85,200		
	Architects	4.00%	868,699		
	QS / PM	0.50%	108,587		
	Planning Consultants	1.00%	217,175		
	Other Professional	3.50%	760,111	2,039,772	
CONSTRUCTION					
	Build Cost - BCIS Based	2,632	19,743,150		
	s106 / CIL		0		
	Contingency	5.00%	987,158		
	Abnormals		987,158	21,717,465	
FINANCE					
	Fees		228,000		
	Interest	6.00%			
	Legal and Valuation		0	228,000	
SALES					
	Agents	3.0%	974,700		
	Legals	0.5%	162,450		
	Misc.		0	1,137,150	**25,406,540**

Developers Profit			
	% Market DV	17.50%	**5,685,750**
	% Affordable DV	6.00%	**0**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	500		
No dwgs under	50	462	23,100
No dwgs over 5(	450	138	62,100
		Total	85,200

Stamp duty calc - Residual		
Land payment		276,669
	Total	3,333

Stamp duty calc - Add Profit			
Land payment			540,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	3%	
		Total	16,200

Pre CIL s106	0	£/ Unit (all)	
		Total	**0**
Post CIL s106	0	£/ Unit (all)	0
CIL	0	£/m2	0
		Total	**0**

Build Cost	/m2	
BCIS	2,392	
Over Extra	0	0.00%
Energy	0	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	239	10%
	2,632	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			75	75	75	75	75	75	50															
Market Housing										32,490,000														
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**0**	**0**	**0**	**32,490,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	3,333																							
Easements etc.	0																							
Legals Acquisition	4,150																							
Planning Fee	85,200																							
Architects	434,349		434,349																					
QS	54,294		54,294																					
Planning Consultants	108,587		108,587																					
Other Professional	380,056		380,056																					
Build Cost - BCIS Base		0	987,158	1,974,315	2,961,473	2,961,473	2,961,473	2,961,473	2,632,420	1,645,263	658,105	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	49,358	98,716	148,074	148,074	148,074	148,074	131,621	82,263	32,905	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	49,358	98,716	148,074	148,074	148,074	148,074	131,621	82,263	32,905	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	228,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	0	974,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	162,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**1,297,969**	**0**	**2,063,159**	**2,171,747**	**3,257,620**	**3,257,620**	**3,257,620**	**3,257,620**	**2,895,662**	**2,946,939**	**723,916**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**276,669**																							
Interest		23,620	23,974	55,281	88,686	138,881	189,828	241,540	294,028	341,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								5,685,750
Profit on GDV																								0
Cash Flow	-1,574,639	-23,620	-2,087,133	-2,227,027	-3,346,306	-3,396,501	-3,447,448	-3,499,160	-3,189,690	29,201,188	-723,916	0	0	0	0	0	0	0	0	0	0	0	0	-5,685,750
Opening Balanc	0																							
Closing Balanc	-1,574,639	-1,598,258	-3,685,391	-5,912,419	-9,258,725	-12,655,225	-16,102,674	-19,601,833	-22,791,523	6,409,666	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	5,685,750	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**32,490,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	540,000																							
Stamp Duty	16,200	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	8,100	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	85,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	434,349	0	434,349	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	54,294	0	54,294	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	108,587	0	108,587	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	380,056	0	380,056	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	987,158	1,974,315	2,961,473	2,961,473	2,961,473	2,961,473	2,632,420	1,645,263	658,105	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-6,345,833		**743,527**	743,527	743,527	743,527	743,527	743,527	743,527	743,527	743,527	743,527												
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	49,358	98,716	148,074	148,074	148,074	148,074	131,621	82,263	32,905	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	49,358	98,716	148,074	148,074	148,074	148,074	131,621	82,263	32,905	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	228,000	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	0	0	0	974,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	0	162,450	0	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	**-4,491,047**	**0**	**2,806,686**	**2,915,273**	**4,001,146**	**4,001,146**	**4,001,146**	**4,001,146**	**3,639,189**	**3,690,465**	**1,467,442**	**743,527**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	18,464	78,758	139,956	202,073	265,121	323,686	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								4,685,821
Profit on GDV																								0
Cash Flow	4,491,047	0	-2,806,686	-2,915,273	-4,019,610	-4,079,904	-4,141,103	-4,203,219	-3,904,310	28,475,849	-1,467,442	-743,527	0	0	0	0	0	0	0	0	0	0	0	-4,685,821
Opening Balance	0																							
Closing Balance	4,491,047	4,491,047	1,684,361	-1,230,912	-5,250,522	-9,330,427	-13,471,530	-17,674,749	-21,579,059	6,896,790	5,429,348	4,685,821	4,685,821	4,685,821	4,685,821	4,685,821	4,685,821	4,685,821	4,685,821	4,685,821	4,685,821	4,685,821	4,685,821	0

SITE NAME	Site 4	Studio 60

INCOME	Av Size m2		%	Number 60		Price £/m2	GDV £	GIA m2
Market Housing	23.0		100%	60		3,690	5,092,200	1,380
Shared Ownership	23.0		0%	0		2,583	0	0
Affordable Rent	23.0		0%	0		1,500	0	0
Social Rent	23.0		0%	0		1,120	0	0
Grant and Subsidy	Shared Ownership					0	0	
	Affordable Rent					0	0	
	Social Rent					0	0	
SITE AREA - Net	0.05	ha		1,200	/ha		5,092,200	1,380
SITE AREA - Gross	0.05	ha		1,200	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	-276,494	-5,529,871	-5,529,871
Alternative Use Value	30,000		600,000
Uplift 20%	6,000		120,000
Plus /ha 0	0		0
Viability Threshold	36,000		720,000
	£/m2		
Additional Profit	-40,643	-29	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total		
LAND					
	Land	-4,608		-276,494	
	Stamp Duty		0		
	Easements etc.		0		
	Legals Acquisition	1.50%	-4,147	-4,147	
PLANNING					
	Planning Fee		24,480		
	Architects	4.00%	149,189		
	QS / PM	0.50%	18,649		
	Planning Consultants	1.00%	37,297		
	Other Professional	3.50%	130,540	360,154	
CONSTRUCTION					
	Build Cost - BCIS Based	2,457	3,390,649		
	s106 / CIL		0		
	Contingency	5.00%	169,532		
	Abnormals		169,532	3,729,714	
FINANCE					
	Fees		55,000		
	Interest	6.00%			
	Legal and Valuation		0	55,000	
SALES					
	Agents	3.0%	152,766		
	Legals	0.5%	25,461		
	Misc.		0	178,227	**4,042,454**

Developers Profit			
	% Market DV	17.50%	**891,135**
	% Affordable DV	6.00%	**0**

Planning fee calc			
Planning app fe	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5(	10	138	1,380
		Total	24,480

Stamp duty calc - Residual		
Land payment		-276,494
	Total	0

Stamp duty calc - Add Profit			
Land payment			36,000
125,000	0%	0%	
250,000	1%	0%	
500,000	3%	0%	
1,000,000	4%	0%	
above	5%	0%	
		Total	0

Pre CIL s106	0	£/ Unit (all)
		Total **0**

Post CIL s106	0	£/ Unit (all)	0
CIL	0	£/m2	0
		Total	**0**

Build Cost	/m2	
BCIS	2,233	
Over Extra	0	0.00%
Energy	0	
Design	0	
Acc & Adpt	0	
Water	1	
Small Sites	0	0%
Site Costs	223	10%
	2,457	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			10	10	10	10	10	10																
Market Housing									5,092,200															
Shared Ownership				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
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**	**0**	**0**	**5,092,200**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	0																							
Easements etc.	0																							
Legals Acquisition	-4,147																							
Planning Fee	24,480																							
Architects	74,594		74,594																					
QS	9,324		9,324																					
Planning Consultants	18,649		18,649																					
Other Professional	65,270		65,270																					
Build Cost - BCIS Base		0	188,369	376,739	565,108	565,108	565,108	565,108	376,739	188,369	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	9,418	18,837	28,255	28,255	28,255	28,255	18,837	9,418	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	9,418	18,837	28,255	28,255	28,255	28,255	18,837	9,418	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	55,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	0	0	152,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	25,461	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	**243,170**	**0**	**375,043**	**414,413**	**621,619**	**621,619**	**621,619**	**621,619**	**592,640**	**207,206**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	-276,494																							
Interest		0	0	5,126	11,419	20,914	30,552	40,335	50,264	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								891,135
Profit on GDV																								0
Cash Flow	33,324	0	-375,043	-419,538	-633,038	-642,533	-652,171	-661,954	4,449,296	-207,206	0	0	0	0	0	0	0	0	0	0	0	0	0	-891,135
Opening Balanc	0																							
Closing Balance	33,324	33,324	-341,720	-761,258	-1,394,296	-2,036,829	-2,689,001	-3,350,955	1,098,341	891,135	891,135	891,135	891,135	891,135	891,135	891,135	891,135	891,135	891,135	891,135	891,135	891,135	891,135	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**5,092,200**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	36,000																							
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.	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	540	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	74,594	0	74,594	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	9,324	0	9,324	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	18,649	0	18,649	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	65,270	0	65,270	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	188,369	376,739	565,108	565,108	565,108	565,108	376,739	188,369	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-5,941,144		590,050	590,050	590,050	590,050	590,050	590,050	590,050	590,050	590,050	590,050												
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	9,418	18,837	28,255	28,255	28,255	28,255	18,837	9,418	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	9,418	18,837	28,255	28,255	28,255	28,255	18,837	9,418	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	55,000	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	0	0	152,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	0	25,461	0	0	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	**-5,657,287**	**0**	**965,094**	**1,004,463**	**1,211,669**	**1,211,669**	**1,211,669**	**1,211,669**	**1,182,690**	**797,256**	**590,050**	**590,050**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		0	0	0	0	0	0	0	17,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								755,824
Profit on GDV																								0
Cash Flow	5,657,287	0	-965,094	-1,004,463	-1,211,669	-1,211,669	-1,211,669	-1,211,669	3,892,126	-797,256	-590,050	-590,050	0	0	0	0	0	0	0	0	0	0	0	-755,824
Opening Balance	0																							
Closing Balance	5,657,287	5,657,287	4,692,193	3,687,731	2,476,062	1,264,392	52,723	-1,158,946	2,733,180	1,935,924	1,345,874	755,824	755,824	755,824	755,824	755,824	755,824	755,824	755,824	755,824	755,824	755,824	755,824	0

Appendix 14 – Appraisals – Non-Residential

The pages in this appendix are not numbered.

LCC - Non-residential, Greenfield

Offices - Central

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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
	£/m2			##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##
	Capital Value		90.00%	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
	Buyers Costs		4.50%	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	Capital Value			**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
Costs	Land Used		Coverage	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%
			ha	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063
			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
			Site Cost	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**	**20,625**
	Stamp Duty (on VT)		4.00%	825	825	825	825	825	825	825	825	825	825	825	825	825	825	825	825	825	825	825	825	825
	Acquisition		1.50%	309	309	309	309	309	309	309	309	309	309	309	309	309	309	309	309	309	309	309	309	309
	Strategic Promotion				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573
			£	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000
	Infrastructure		15.00%	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900
	Abnormals		5.00%																					
	Fees		8.00%	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432	289,432
	S106				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	20,000	40,000	60,000	80,000	100,000	120,000	140,000	160,000	180,000	200,000	220,000	240,000	260,000	280,000	300,000	320,000	340,000	360,000	380,000	400,000
	Contingency		2.50%	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448	90,448
	Finance Costs			200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
	Sales		2.50%	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	Misc. Financial			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal			**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
	Interest		6.00%	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	Profit % GDV		15.00%	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	COSTS			**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
Residual Land Worth			**Site**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
Existing Use Value			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold			£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value			£/ha	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!

Offices - Central

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
Additional Profit		#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
		#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
CIL as %	Residual Valu	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	GDV	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!

Offices - Park

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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
	£/m2			3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
	Capital Value		90.00%	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**
	Buyers Costs		4.50%	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000
	Capital Value			**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**
Costs	Land Used		Coverage	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
			ha	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400
			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
			Site Cost	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**	**132,000**
	Stamp Duty (on VT)		4.00%	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280	5,280
	Acquisition		1.50%	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980	1,980
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594
			£	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000
	Infrastructure		15.00%	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200
	Abnormals		5.00%																					
	Fees		8.00%	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296	293,296
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	20,000	40,000	60,000	80,000	100,000	120,000	140,000	160,000	180,000	200,000	220,000	240,000	260,000	280,000	300,000	320,000	340,000	360,000	380,000	400,000
	Contingency		2.50%	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655	91,655
	Finance Costs			200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
	Sales		2.50%	135,000	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500
	Misc. Financial			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal			**4,413,411**	**4,365,911**	**4,385,911**	**4,405,911**	**4,425,911**	**4,445,911**	**4,465,911**	**4,485,911**	**4,505,911**	**4,525,911**	**4,545,911**	**4,565,911**	**4,585,911**	**4,605,911**	**4,625,911**	**4,645,911**	**4,665,911**	**4,685,911**	**4,705,911**	**4,725,911**	**4,745,911**
	Interest		6.00%	132,402	130,977	131,577	132,177	132,777	133,377	133,977	134,577	135,177	135,777	136,377	136,977	137,577	138,177	138,777	139,377	139,977	140,577	141,177	141,777	142,377
	Profit % GDV		15.00%	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550
	COSTS			**5,319,363**	**5,270,438**	**5,291,038**	**5,311,638**	**5,332,238**	**5,352,838**	**5,373,438**	**5,394,038**	**5,414,638**	**5,435,238**	**5,455,838**	**5,476,438**	**5,497,038**	**5,517,638**	**5,538,238**	**5,558,838**	**5,579,438**	**5,600,038**	**5,620,638**	**5,641,238**	**5,661,838**
Residual Land Worth			**Site**	**-162,363**	**-113,438**	**-134,038**	**-154,638**	**-175,238**	**-195,838**	**-216,438**	**-237,038**	**-257,638**	**-278,238**	**-298,838**	**-319,438**	**-340,038**	**-360,638**	**-381,238**	**-401,838**	**-422,438**	**-443,038**	**-463,638**	**-484,238**	**-504,838**
Existing Use Value			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold			£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value			£/ha	-405,908	-283,596	-335,096	-386,596	-438,096	-489,596	-541,096	-592,596	-644,096	-695,596	-747,096	-798,596	-850,096	-901,596	-953,096	-1,004,596	-1,056,096	-1,107,596	-1,159,096	-1,210,596	-1,262,096

Offices - Park

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-162,363**	**-113,438**	**-134,038**	**-154,638**	**-175,238**	**-195,838**	**-216,438**	**-237,038**	**-257,638**	**-278,238**	**-298,838**	**-319,438**	**-340,038**	**-360,638**	**-381,238**	**-401,838**	**-422,438**	**-443,038**	**-463,638**	**-484,238**	**-504,838**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	-405,908	-283,596	-335,096	-386,596	-438,096	-489,596	-541,096	-592,596	-644,096	-695,596	-747,096	-798,596	-850,096	-901,596	-953,096	-1,004,596	-1,056,096	-1,107,596	-1,159,096	-1,210,596	-1,262,096
Additional Profit		-294,363	-245,438	-266,038	-286,638	-307,238	-327,838	-348,438	-369,038	-389,638	-410,238	-430,838	-451,438	-472,038	-492,638	-513,238	-533,838	-554,438	-575,038	-595,638	-616,238	-636,838
		-147	-123	-133	-143	-154	-164	-174	-185	-195	-205	-215	-226	-236	-246	-257	-267	-277	-288	-298	-308	-318
CIL as %	Residual Valu	0.0%	-17.6%	-29.8%	-38.8%	-45.7%	-51.1%	-55.4%	-59.1%	-62.1%	-64.7%	-66.9%	-68.9%	-70.6%	-72.1%	-73.4%	-74.7%	-75.8%	-76.7%	-77.6%	-78.5%	-79.2%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.3%	3.7%	4.1%	4.4%	4.8%	5.2%	5.6%	5.9%	6.3%	6.7%	7.0%	7.4%

Larger Industrial

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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	4,000	4,000	4,000	4,000	4,000
	£/m2			865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865
	Capital Value		95.00%	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**
	Buyers Costs		4.50%	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915
	Capital Value			**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**
Costs	Land Used		Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
			Site Cost	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**	**330,000**
	Stamp Duty (on VT)		4.00%	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200
	Acquisition		1.50%	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950	4,950
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644
			£	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000
	Infrastructure		15.00%	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400
	Abnormals		5.00%																					
	Fees		8.00%	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992	236,992
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	40,000	80,000	120,000	160,000	200,000	240,000	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000	640,000	680,000	720,000	760,000	800,000
	Contingency		2.50%	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060	74,060
	Finance Costs			300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
	Sales		2.50%	82,175	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088
	Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**0.00%**	**3,693,777**	**3,692,690**	**3,732,690**	**3,772,690**	**3,812,690**	**3,852,690**	**3,892,690**	**3,932,690**	**3,972,690**	**4,012,690**	**4,052,690**	**4,092,690**	**4,132,690**	**4,172,690**	**4,212,690**	**4,252,690**	**4,292,690**	**4,332,690**	**4,372,690**	**4,412,690**	**4,452,690**
	Interest		6.00%	110,813	110,781	111,981	113,181	114,381	115,581	116,781	117,981	119,181	120,381	121,581	122,781	123,981	125,181	126,381	127,581	128,781	129,981	131,181	132,381	133,581
	Profit % GDV		15.00%	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863
	COSTS			**4,275,453**	**4,274,333**	**4,315,533**	**4,356,733**	**4,397,933**	**4,439,133**	**4,480,333**	**4,521,533**	**4,562,733**	**4,603,933**	**4,645,133**	**4,686,333**	**4,727,533**	**4,768,733**	**4,809,933**	**4,851,133**	**4,892,333**	**4,933,533**	**4,974,733**	**5,015,933**	**5,057,133**
Residual Land Worth			**Site**	**-1,136,368**	**-1,135,248**	**-1,176,448**	**-1,217,648**	**-1,258,848**	**-1,300,048**	**-1,341,248**	**-1,382,448**	**-1,423,648**	**-1,464,848**	**-1,506,048**	**-1,547,248**	**-1,588,448**	**-1,629,648**	**-1,670,848**	**-1,712,048**	**-1,753,248**	**-1,794,448**	**-1,835,648**	**-1,876,848**	**-1,918,048**
Existing Use Value			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold			£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value			£/ha	-1,136,368	-1,135,248	-1,176,448	-1,217,648	-1,258,848	-1,300,048	-1,341,248	-1,382,448	-1,423,648	-1,464,848	-1,506,048	-1,547,248	-1,588,448	-1,629,648	-1,670,848	-1,712,048	-1,753,248	-1,794,448	-1,835,648	-1,876,848	-1,918,048

Larger Industrial

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-1,136,368**	**-1,135,248**	**-1,176,448**	**-1,217,648**	**-1,258,848**	**-1,300,048**	**-1,341,248**	**-1,382,448**	**-1,423,648**	**-1,464,848**	**-1,506,048**	**-1,547,248**	**-1,588,448**	**-1,629,648**	**-1,670,848**	**-1,712,048**	**-1,753,248**	**-1,794,448**	**-1,835,648**	**-1,876,848**	**-1,918,048**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	-1,136,368	-1,135,248	-1,176,448	-1,217,648	-1,258,848	-1,300,048	-1,341,248	-1,382,448	-1,423,648	-1,464,848	-1,506,048	-1,547,248	-1,588,448	-1,629,648	-1,670,848	-1,712,048	-1,753,248	-1,794,448	-1,835,648	-1,876,848	-1,918,048
Additional Profit		-1,466,368	-1,465,248	-1,506,448	-1,547,648	-1,588,848	-1,630,048	-1,671,248	-1,712,448	-1,753,648	-1,794,848	-1,836,048	-1,877,248	-1,918,448	-1,959,648	-2,000,848	-2,042,048	-2,083,248	-2,124,448	-2,165,648	-2,206,848	-2,248,048
		-367	-366	-377	-387	-397	-408	-418	-428	-438	-449	-459	-469	-480	-490	-500	-511	-521	-531	-541	-552	-562
CIL as %	Residual Valu	0.0%	-3.5%	-6.8%	-9.9%	-12.7%	-15.4%	-17.9%	-20.3%	-22.5%	-24.6%	-26.6%	-28.4%	-30.2%	-31.9%	-33.5%	-35.0%	-36.5%	-37.9%	-39.2%	-40.5%	-41.7%
	GDV	0.0%	1.2%	2.4%	3.7%	4.9%	6.1%	7.3%	8.5%	9.7%	11.0%	12.2%	13.4%	14.6%	15.8%	17.0%	18.3%	19.5%	20.7%	21.9%	23.1%	24.3%

Smaller Industrial

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400
	£/m2			865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865
	Capital Value		100.00%	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**
	Buyers Costs		4.50%	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570
	Capital Value			**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**
Costs	Land Used		Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100
			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
			Site Cost	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**	**33,000**
	Stamp Duty (on VT)		4.00%	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320
	Acquisition		1.50%	495	495	495	495	495	495	495	495	495	495	495	495	495	495	495	495	495	495	495	495	495
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959
			£	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600
	Infrastructure		15.00%	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540
	Abnormals		5.00%																					
	Fees		8.00%	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291	35,291
	S106				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	60,000	64,000	68,000	72,000	76,000	80,000
	Contingency		2.50%	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029	11,029
	Finance Costs			100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Sales		2.50%	8,650	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325
	Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**0.00%**	**617,925**	**617,600**	**621,600**	**625,600**	**629,600**	**633,600**	**637,600**	**641,600**	**645,600**	**649,600**	**653,600**	**657,600**	**661,600**	**665,600**	**669,600**	**673,600**	**677,600**	**681,600**	**685,600**	**689,600**	**693,600**
	Interest		6.00%	18,538	18,528	18,648	18,768	18,888	19,008	19,128	19,248	19,368	19,488	19,608	19,728	19,848	19,968	20,088	20,208	20,328	20,448	20,568	20,688	20,808
	Profit % GDV		15.00%	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565
	COSTS			**686,027**	**685,692**	**689,812**	**693,932**	**698,052**	**702,172**	**706,292**	**710,412**	**714,532**	**718,652**	**722,772**	**726,892**	**731,012**	**735,132**	**739,252**	**743,372**	**747,492**	**751,612**	**755,732**	**759,852**	**763,972**
Residual Land Worth			**Site**	**-355,597**	**-355,262**	**-359,382**	**-363,502**	**-367,622**	**-371,742**	**-375,862**	**-379,982**	**-384,102**	**-388,222**	**-392,342**	**-396,462**	**-400,582**	**-404,702**	**-408,822**	**-412,942**	**-417,062**	**-421,182**	**-425,302**	**-429,422**	**-433,542**
Existing Use Value			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold			£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value			£/ha	-3,555,969	-3,552,622	-3,593,822	-3,635,022	-3,676,222	-3,717,422	-3,758,622	-3,799,822	-3,841,022	-3,882,222	-3,923,422	-3,964,622	-4,005,822	-4,047,022	-4,088,222	-4,129,422	-4,170,622	-4,211,822	-4,253,022	-4,294,222	-4,335,422

Smaller Industrial

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-355,597**	**-355,262**	**-359,382**	**-363,502**	**-367,622**	**-371,742**	**-375,862**	**-379,982**	**-384,102**	**-388,222**	**-392,342**	**-396,462**	**-400,582**	**-404,702**	**-408,822**	**-412,942**	**-417,062**	**-421,182**	**-425,302**	**-429,422**	**-433,542**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	-3,555,969	-3,552,622	-3,593,822	-3,635,022	-3,676,222	-3,717,422	-3,758,622	-3,799,822	-3,841,022	-3,882,222	-3,923,422	-3,964,622	-4,005,822	-4,047,022	-4,088,222	-4,129,422	-4,170,622	-4,211,822	-4,253,022	-4,294,222	-4,335,422
Additional Profit		-388,597	-388,262	-392,382	-396,502	-400,622	-404,742	-408,862	-412,982	-417,102	-421,222	-425,342	-429,462	-433,582	-437,702	-441,822	-445,942	-450,062	-454,182	-458,302	-462,422	-466,542
		-971	-971	-981	-991	-1,002	-1,012	-1,022	-1,032	-1,043	-1,053	-1,063	-1,074	-1,084	-1,094	-1,105	-1,115	-1,125	-1,135	-1,146	-1,156	-1,166
CIL as %	Residual Valu	0.0%	-1.1%	-2.2%	-3.3%	-4.4%	-5.4%	-6.4%	-7.4%	-8.3%	-9.3%	-10.2%	-11.1%	-12.0%	-12.8%	-13.7%	-14.5%	-15.3%	-16.1%	-16.9%	-17.7%	-18.5%
	GDV	0.0%	1.2%	2.3%	3.5%	4.6%	5.8%	6.9%	8.1%	9.2%	10.4%	11.6%	12.7%	13.9%	15.0%	16.2%	17.3%	18.5%	19.7%	20.8%	22.0%	23.1%

Prime Retail

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150
	£/m2			##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##	##
	Capital Value		100.00%	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
	Buyers Costs		4.50%	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	Capital Value			**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
Costs	Land Used		Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
			ha	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019
			£/ha	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000
			Site Cost	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**	**95,625**
	Stamp Duty (on VT)		4.00%	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825	3,825
	Acquisition		1.50%	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
			£	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500
	Infrastructure		15.00%	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475
	Abnormals		5.00%																					
	Fees		8.00%	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558
	S106				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	1,500	3,000	4,500	6,000	7,500	9,000	10,500	12,000	13,500	15,000	16,500	18,000	19,500	21,000	22,500	24,000	25,500	27,000	28,500	30,000
	Contingency		2.50%	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924
	Finance Costs			300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
	Sales		2.50%	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**0.00%**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
	Interest		6.00%	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	Profit % GDV		15.00%	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	COSTS			**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
Residual Land Worth			**Site**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
	Existing Use Value		£/ha	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
	Viability Threshold		£/ha	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000
	Residual Value		£/ha	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!

Prime Retail

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**	**#VALUE!**
Existing Use Value	£/ha	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
Viability Threshold	£/ha	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000	5,100,000
Residual Value	£/ha	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
Additional Profit		#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
		#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
CIL as %	Residual Valu	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!
	GDV	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!	#VALUE!

Secondary Retail

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150
	£/m2			2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300
	Capital Value		100.00%	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**
	Buyers Costs		4.50%	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525
	Capital Value			**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**
Costs	Land Used		Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
			ha	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019
			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
			Site Cost	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**	**6,188**
	Stamp Duty (on VT)		4.00%	248	248	248	248	248	248	248	248	248	248	248	248	248	248	248	248	248	248	248	248	248
	Acquisition		1.50%	93	93	93	93	93	93	93	93	93	93	93	93	93	93	93	93	93	93	93	93	93
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
			£	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500
	Infrastructure		15.00%	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475
	Abnormals		5.00%																					
	Fees		8.00%	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558	12,558
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	1,500	3,000	4,500	6,000	7,500	9,000	10,500	12,000	13,500	15,000	16,500	18,000	19,500	21,000	22,500	24,000	25,500	27,000	28,500	30,000
	Contingency		2.50%	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924
	Finance Costs			100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Sales		2.50%	8,625	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**0.00%**	**317,423**	**314,610**	**316,110**	**317,610**	**319,110**	**320,610**	**322,110**	**323,610**	**325,110**	**326,610**	**328,110**	**329,610**	**331,110**	**332,610**	**334,110**	**335,610**	**337,110**	**338,610**	**340,110**	**341,610**	**343,110**
	Interest		6.00%	9,523	9,438	9,483	9,528	9,573	9,618	9,663	9,708	9,753	9,798	9,843	9,888	9,933	9,978	10,023	10,068	10,113	10,158	10,203	10,248	10,293
	Profit % GDV		15.00%	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421
	COSTS			**376,367**	**373,470**	**375,015**	**376,560**	**378,105**	**379,650**	**381,195**	**382,740**	**384,285**	**385,830**	**387,375**	**388,920**	**390,465**	**392,010**	**393,555**	**395,100**	**396,645**	**398,190**	**399,735**	**401,280**	**402,825**
Residual Land Worth		**Site**		**-46,892**	**-43,995**	**-45,540**	**-47,085**	**-48,630**	**-50,175**	**-51,720**	**-53,265**	**-54,810**	**-56,355**	**-57,900**	**-59,445**	**-60,990**	**-62,535**	**-64,080**	**-65,625**	**-67,170**	**-68,715**	**-70,260**	**-71,805**	**-73,350**
	Existing Use Value		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Viability Threshold		£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
	Residual Value		£/ha	-2,500,886	-2,346,386	-2,428,786	-2,511,186	-2,593,586	-2,675,986	-2,758,386	-2,840,786	-2,923,186	-3,005,586	-3,087,986	-3,170,386	-3,252,786	-3,335,186	-3,417,586	-3,499,986	-3,582,386	-3,664,786	-3,747,186	-3,829,586	-3,911,986

Secondary Retail

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-46,892**	**-43,995**	**-45,540**	**-47,085**	**-48,630**	**-50,175**	**-51,720**	**-53,265**	**-54,810**	**-56,355**	**-57,900**	**-59,445**	**-60,990**	**-62,535**	**-64,080**	**-65,625**	**-67,170**	**-68,715**	**-70,260**	**-71,805**	**-73,350**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	-2,500,886	-2,346,386	-2,428,786	-2,511,186	-2,593,586	-2,675,986	-2,758,386	-2,840,786	-2,923,186	-3,005,586	-3,087,986	-3,170,386	-3,252,786	-3,335,186	-3,417,586	-3,499,986	-3,582,386	-3,664,786	-3,747,186	-3,829,586	-3,911,986
Additional Profit		-53,079	-50,182	-51,727	-53,272	-54,817	-56,362	-57,907	-59,452	-60,997	-62,542	-64,087	-65,632	-67,177	-68,722	-70,267	-71,812	-73,357	-74,902	-76,447	-77,992	-79,537
		-354	-335	-345	-355	-365	-376	-386	-396	-407	-417	-427	-438	-448	-458	-468	-479	-489	-499	-510	-520	-530
CIL as %	Residual Valu	0.0%	-3.4%	-6.6%	-9.6%	-12.3%	-14.9%	-17.4%	-19.7%	-21.9%	-24.0%	-25.9%	-27.8%	-29.5%	-31.2%	-32.8%	-34.3%	-35.7%	-37.1%	-38.4%	-39.7%	-40.9%
	GDV	0.0%	0.4%	0.9%	1.3%	1.7%	2.2%	2.6%	3.0%	3.5%	3.9%	4.3%	4.8%	5.2%	5.7%	6.1%	6.5%	7.0%	7.4%	7.8%	8.3%	8.7%

Supermarket

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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	4,000	4,000	4,000	4,000	4,000
	£/m2			3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950
	Capital Value		100.00%	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**
	Buyers Costs		4.50%	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000
	Capital Value			**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**
Costs	Land Used		Coverage	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
			ha	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333
			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
			Site Cost	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**	**440,000**
	Stamp Duty (on VT)		4.00%	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600	17,600
	Acquisition		1.50%	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176
			£	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000
	Infrastructure		15.00%	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600
	Abnormals		5.00%																					
	Fees		8.00%	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768	432,768
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	40,000	80,000	120,000	160,000	200,000	240,000	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000	640,000	680,000	720,000	760,000	800,000
	Contingency		2.50%	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240	135,240
	Finance Costs			200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
	Sales		2.50%	395,000	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**0.00%**	**6,631,808**	**6,474,308**	**6,514,308**	**6,554,308**	**6,594,308**	**6,634,308**	**6,674,308**	**6,714,308**	**6,754,308**	**6,794,308**	**6,834,308**	**6,874,308**	**6,914,308**	**6,954,308**	**6,994,308**	**7,034,308**	**7,074,308**	**7,114,308**	**7,154,308**	**7,194,308**	**7,234,308**
	Interest		6.00%	198,954	194,229	195,429	196,629	197,829	199,029	200,229	201,429	202,629	203,829	205,029	206,229	207,429	208,629	209,829	211,029	212,229	213,429	214,629	215,829	217,029
	Profit % GDV		15.00%	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350
	COSTS			**9,094,112**	**8,931,887**	**8,973,087**	**9,014,287**	**9,055,487**	**9,096,687**	**9,137,887**	**9,179,087**	**9,220,287**	**9,261,487**	**9,302,687**	**9,343,887**	**9,385,087**	**9,426,287**	**9,467,487**	**9,508,687**	**9,549,887**	**9,591,087**	**9,632,287**	**9,673,487**	**9,714,687**
Residual Land Worth		**Site**		**5,994,888**	**6,157,113**	**6,115,913**	**6,074,713**	**6,033,513**	**5,992,313**	**5,951,113**	**5,909,913**	**5,868,713**	**5,827,513**	**5,786,313**	**5,745,113**	**5,703,913**	**5,662,713**	**5,621,513**	**5,580,313**	**5,539,113**	**5,497,913**	**5,456,713**	**5,415,513**	**5,374,313**
Existing Use Value		£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold		£/ha		330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value		£/ha		4,496,166	4,617,835	4,586,935	4,556,035	4,525,135	4,494,235	4,463,335	4,432,435	4,401,535	4,370,635	4,339,735	4,308,835	4,277,935	4,247,035	4,216,135	4,185,235	4,154,335	4,123,435	4,092,535	4,061,635	4,030,735

Supermarket

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**5,994,888**	**6,157,113**	**6,115,913**	**6,074,713**	**6,033,513**	**5,992,313**	**5,951,113**	**5,909,913**	**5,868,713**	**5,827,513**	**5,786,313**	**5,745,113**	**5,703,913**	**5,662,713**	**5,621,513**	**5,580,313**	**5,539,113**	**5,497,913**	**5,456,713**	**5,415,513**	**5,374,313**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	4,496,166	4,617,835	4,586,935	4,556,035	4,525,135	4,494,235	4,463,335	4,432,435	4,401,535	4,370,635	4,339,735	4,308,835	4,277,935	4,247,035	4,216,135	4,185,235	4,154,335	4,123,435	4,092,535	4,061,635	4,030,735
Additional Profit		5,554,888	5,717,113	5,675,913	5,634,713	5,593,513	5,552,313	5,511,113	5,469,913	5,428,713	5,387,513	5,346,313	5,305,113	5,263,913	5,222,713	5,181,513	5,140,313	5,099,113	5,057,913	5,016,713	4,975,513	4,934,313
		1,389	1,429	1,419	1,409	1,398	1,388	1,378	1,367	1,357	1,347	1,337	1,326	1,316	1,306	1,295	1,285	1,275	1,264	1,254	1,244	1,234
CIL as %	Residual Valu	0.0%	0.6%	1.3%	2.0%	2.7%	3.3%	4.0%	4.7%	5.5%	6.2%	6.9%	7.7%	8.4%	9.2%	10.0%	10.8%	11.6%	12.4%	13.2%	14.0%	14.9%
	GDV	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	2.8%	3.0%	3.3%	3.5%	3.8%	4.1%	4.3%	4.6%	4.8%	5.1%

Smaller Supermarket

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
	£/m2			3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270	3,270
	Capital Value		100.00%	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**	**3,924,000**
	Buyers Costs		4.50%	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580	176,580
	Capital Value			**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**	**3,747,420**
Costs	Land Used		Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300
			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
			Site Cost	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**	**99,000**
	Stamp Duty (on VT)		4.00%	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960
	Acquisition		1.50%	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176
			£	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200
	Infrastructure		15.00%	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680
	Abnormals		5.00%																					
	Fees		8.00%	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830	129,830
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	12,000	24,000	36,000	48,000	60,000	72,000	84,000	96,000	108,000	120,000	132,000	144,000	156,000	168,000	180,000	192,000	204,000	216,000	228,000	240,000
	Contingency		2.50%	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572	40,572
	Finance Costs			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Sales		2.50%	98,100	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050	49,050
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**0.00%**	**1,956,827**	**1,919,777**	**1,931,777**	**1,943,777**	**1,955,777**	**1,967,777**	**1,979,777**	**1,991,777**	**2,003,777**	**2,015,777**	**2,027,777**	**2,039,777**	**2,051,777**	**2,063,777**	**2,075,777**	**2,087,777**	**2,099,777**	**2,111,777**	**2,123,777**	**2,135,777**	**2,147,777**
	Interest		6.00%	58,705	57,593	57,953	58,313	58,673	59,033	59,393	59,753	60,113	60,473	60,833	61,193	61,553	61,913	62,273	62,633	62,993	63,353	63,713	64,073	64,433
	Profit % GDV		15.00%	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113	562,113
	COSTS			**2,577,645**	**2,539,484**	**2,551,844**	**2,564,204**	**2,576,564**	**2,588,924**	**2,601,284**	**2,613,644**	**2,626,004**	**2,638,364**	**2,650,724**	**2,663,084**	**2,675,444**	**2,687,804**	**2,700,164**	**2,712,524**	**2,724,884**	**2,737,244**	**2,749,604**	**2,761,964**	**2,774,324**
Residual Land Worth			**Site**	**1,169,775**	**1,207,936**	**1,195,576**	**1,183,216**	**1,170,856**	**1,158,496**	**1,146,136**	**1,133,776**	**1,121,416**	**1,109,056**	**1,096,696**	**1,084,336**	**1,071,976**	**1,059,616**	**1,047,256**	**1,034,896**	**1,022,536**	**1,010,176**	**997,816**	**985,456**	**973,096**
Existing Use Value			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold			£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value			£/ha	3,899,249	4,026,454	3,985,254	3,944,054	3,902,854	3,861,654	3,820,454	3,779,254	3,738,054	3,696,854	3,655,654	3,614,454	3,573,254	3,532,054	3,490,854	3,449,654	3,408,454	3,367,254	3,326,054	3,284,854	3,243,654

Smaller Supermarket

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**1,169,775**	**1,207,936**	**1,195,576**	**1,183,216**	**1,170,856**	**1,158,496**	**1,146,136**	**1,133,776**	**1,121,416**	**1,109,056**	**1,096,696**	**1,084,336**	**1,071,976**	**1,059,616**	**1,047,256**	**1,034,896**	**1,022,536**	**1,010,176**	**997,816**	**985,456**	**973,096**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	3,899,249	4,026,454	3,985,254	3,944,054	3,902,854	3,861,654	3,820,454	3,779,254	3,738,054	3,696,854	3,655,654	3,614,454	3,573,254	3,532,054	3,490,854	3,449,654	3,408,454	3,367,254	3,326,054	3,284,854	3,243,654
Additional Profit		1,070,775	1,108,936	1,096,576	1,084,216	1,071,856	1,059,496	1,047,136	1,034,776	1,022,416	1,010,056	997,696	985,336	972,976	960,616	948,256	935,896	923,536	911,176	898,816	886,456	874,096
		892	924	914	904	893	883	873	862	852	842	831	821	811	801	790	780	770	759	749	739	728
CIL as %	Residual Valu	0.0%	1.0%	2.0%	3.0%	4.1%	5.2%	6.3%	7.4%	8.6%	9.7%	10.9%	12.2%	13.4%	14.7%	16.0%	17.4%	18.8%	20.2%	21.6%	23.1%	24.7%
	GDV	0.0%	0.3%	0.6%	0.9%	1.2%	1.5%	1.8%	2.1%	2.4%	2.8%	3.1%	3.4%	3.7%	4.0%	4.3%	4.6%	4.9%	5.2%	5.5%	5.8%	6.1%

Retail Warehouse

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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	4,000	4,000	4,000	4,000	4,000
	£/m2			2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670
	Capital Value		100.00%	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**
	Buyers Costs		4.50%	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600
	Capital Value			**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**
Costs	Land Used	Coverage		50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
		ha		0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800
		£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
		Uplift £/ha		300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
		Site Cost		**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**	**264,000**
	Stamp Duty (on VT)		4.00%	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560	10,560
	Acquisition		1.50%	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960	3,960
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743
			£	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000
	Infrastructure		15.00%	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800
	Abnormals		5.00%																					
	Fees		8.00%	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424	273,424
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	40,000	80,000	120,000	160,000	200,000	240,000	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000	640,000	680,000	720,000	760,000	800,000
	Contingency		2.50%	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445	85,445
	Finance Costs			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Sales		2.50%	267,000	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**0.00%**	**4,118,189**	**4,024,689**	**4,064,689**	**4,104,689**	**4,144,689**	**4,184,689**	**4,224,689**	**4,264,689**	**4,304,689**	**4,344,689**	**4,384,689**	**4,424,689**	**4,464,689**	**4,504,689**	**4,544,689**	**4,584,689**	**4,624,689**	**4,664,689**	**4,704,689**	**4,744,689**	**4,784,689**
	Interest		6.00%	123,546	120,741	121,941	123,141	124,341	125,541	126,741	127,941	129,141	130,341	131,541	132,741	133,941	135,141	136,341	137,541	138,741	139,941	141,141	142,341	143,541
	Profit % GDV		15.00%	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910
	COSTS			**5,771,645**	**5,675,340**	**5,716,540**	**5,757,740**	**5,798,940**	**5,840,140**	**5,881,340**	**5,922,540**	**5,963,740**	**6,004,940**	**6,046,140**	**6,087,340**	**6,128,540**	**6,169,740**	**6,210,940**	**6,252,140**	**6,293,340**	**6,334,540**	**6,375,740**	**6,416,940**	**6,458,140**
Residual Land Worth		**Site**		**4,427,755**	**4,524,060**	**4,482,860**	**4,441,660**	**4,400,460**	**4,359,260**	**4,318,060**	**4,276,860**	**4,235,660**	**4,194,460**	**4,153,260**	**4,112,060**	**4,070,860**	**4,029,660**	**3,988,460**	**3,947,260**	**3,906,060**	**3,864,860**	**3,823,660**	**3,782,460**	**3,741,260**
Existing Use Value		£/ha		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold		£/ha		330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value		£/ha		5,534,694	5,655,075	5,603,575	5,552,075	5,500,575	5,449,075	5,397,575	5,346,075	5,294,575	5,243,075	5,191,575	5,140,075	5,088,575	5,037,075	4,985,575	4,934,075	4,882,575	4,831,075	4,779,575	4,728,075	4,676,575

Retail Warehouse

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**4,427,755**	**4,524,060**	**4,482,860**	**4,441,660**	**4,400,460**	**4,359,260**	**4,318,060**	**4,276,860**	**4,235,660**	**4,194,460**	**4,153,260**	**4,112,060**	**4,070,860**	**4,029,660**	**3,988,460**	**3,947,260**	**3,906,060**	**3,864,860**	**3,823,660**	**3,782,460**	**3,741,260**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	5,534,694	5,655,075	5,603,575	5,552,075	5,500,575	5,449,075	5,397,575	5,346,075	5,294,575	5,243,075	5,191,575	5,140,075	5,088,575	5,037,075	4,985,575	4,934,075	4,882,575	4,831,075	4,779,575	4,728,075	4,676,575
Additional Profit		4,163,755	4,260,060	4,218,860	4,177,660	4,136,460	4,095,260	4,054,060	4,012,860	3,971,660	3,930,460	3,889,260	3,848,060	3,806,860	3,765,660	3,724,460	3,683,260	3,642,060	3,600,860	3,559,660	3,518,460	3,477,260
		1,041	1,065	1,055	1,044	1,034	1,024	1,014	1,003	993	983	972	962	952	941	931	921	911	900	890	880	869
CIL as %	Residual Valu	0.0%	0.9%	1.8%	2.7%	3.6%	4.6%	5.6%	6.5%	7.6%	8.6%	9.6%	10.7%	11.8%	12.9%	14.0%	15.2%	16.4%	17.6%	18.8%	20.1%	21.4%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.4%	3.7%	4.1%	4.5%	4.9%	5.2%	5.6%	6.0%	6.4%	6.7%	7.1%	7.5%

Hotel

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755
	£/m2			4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385
	Capital Value			**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**	**7,695,675**
	Buyers Costs		4.50%	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305	346,305
	Capital Value			**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**	**7,349,370**
Costs	Land Used		Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439
			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
			Uplift £/ha	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
			20.00%	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
			Site Cost	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**	**144,788**
	Stamp Duty (on VT)		4.00%	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792	5,792
	Acquisition		1.50%	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172	2,172
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373
			£	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615
	Infrastructure		15.00%	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442
	Abnormals		5.00%																					
	Fees		8.00%	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685	221,685
	S106				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	17,550	35,100	52,650	70,200	87,750	105,300	122,850	140,400	157,950	175,500	193,050	210,600	228,150	245,700	263,250	280,800	298,350	315,900	333,450	351,000
	Contingency		2.50%	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276	69,276
	Finance Costs			100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Sales		2.50%	192,392	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196	96,196
	Misc. Financial		0.00%	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Subtotal		**0.00%**	**3,387,373**	**3,308,728**	**3,326,278**	**3,343,828**	**3,361,378**	**3,378,928**	**3,396,478**	**3,414,028**	**3,431,578**	**3,449,128**	**3,466,678**	**3,484,228**	**3,501,778**	**3,519,328**	**3,536,878**	**3,554,428**	**3,571,978**	**3,589,528**	**3,607,078**	**3,624,628**	**3,642,178**
	Interest		6.00%	101,621	99,262	99,788	100,315	100,841	101,368	101,894	102,421	102,947	103,474	104,000	104,527	105,053	105,580	106,106	106,633	107,159	107,686	108,212	108,739	109,265
	Profit % GDV		15.00%	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405	1,102,405
	COSTS			**4,591,400**	**4,510,395**	**4,528,471**	**4,546,548**	**4,564,624**	**4,582,701**	**4,600,777**	**4,618,854**	**4,636,930**	**4,655,007**	**4,673,083**	**4,691,160**	**4,709,236**	**4,727,313**	**4,745,389**	**4,763,466**	**4,781,542**	**4,799,619**	**4,817,695**	**4,835,772**	**4,853,848**
Residual Land Worth			**Site**	**2,757,970**	**2,838,975**	**2,820,898**	**2,802,822**	**2,784,745**	**2,766,669**	**2,748,592**	**2,730,516**	**2,712,439**	**2,694,363**	**2,676,286**	**2,658,210**	**2,640,133**	**2,622,057**	**2,603,980**	**2,585,904**	**2,567,827**	**2,549,751**	**2,531,674**	**2,513,598**	**2,495,521**
Existing Use Value			£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold			£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value			£/ha	6,285,970	6,470,598	6,429,398	6,388,198	6,346,998	6,305,798	6,264,598	6,223,398	6,182,198	6,140,998	6,099,798	6,058,598	6,017,398	5,976,198	5,934,998	5,893,798	5,852,598	5,811,398	5,770,198	5,728,998	5,687,798

Hotel

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**2,757,970**	**2,838,975**	**2,820,898**	**2,802,822**	**2,784,745**	**2,766,669**	**2,748,592**	**2,730,516**	**2,712,439**	**2,694,363**	**2,676,286**	**2,658,210**	**2,640,133**	**2,622,057**	**2,603,980**	**2,585,904**	**2,567,827**	**2,549,751**	**2,531,674**	**2,513,598**	**2,495,521**
Existing Use Value	£/ha	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Viability Threshold	£/ha	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Residual Value	£/ha	6,285,970	6,470,598	6,429,398	6,388,198	6,346,998	6,305,798	6,264,598	6,223,398	6,182,198	6,140,998	6,099,798	6,058,598	6,017,398	5,976,198	5,934,998	5,893,798	5,852,598	5,811,398	5,770,198	5,728,998	5,687,798
Additional Profit		2,613,182	2,694,187	2,676,111	2,658,034	2,639,958	2,621,881	2,603,805	2,585,728	2,567,652	2,549,575	2,531,499	2,513,422	2,495,346	2,477,269	2,459,193	2,441,116	2,423,040	2,404,963	2,386,887	2,368,810	2,350,734
		1,489	1,535	1,525	1,515	1,504	1,494	1,484	1,473	1,463	1,453	1,442	1,432	1,422	1,412	1,401	1,391	1,381	1,370	1,360	1,350	1,339
CIL as %	Residual Valu	0.0%	0.6%	1.2%	1.9%	2.5%	3.2%	3.8%	4.5%	5.2%	5.9%	6.6%	7.3%	8.0%	8.7%	9.4%	10.2%	10.9%	11.7%	12.5%	13.3%	14.1%
	GDV	0.0%	0.2%	0.5%	0.7%	0.9%	1.1%	1.4%	1.6%	1.8%	2.1%	2.3%	2.5%	2.7%	3.0%	3.2%	3.4%	3.6%	3.9%	4.1%	4.3%	4.6%

LCC - Non-residential, Brownfield

Offices - Central

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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
	£/m2			3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
	Capital Value		90.00%	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**
	Buyers Costs		4.50%	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000
	Capital Value			**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**
Costs	Land Used		Coverage	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%	320%
			ha	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**	**45,000**
	Stamp Duty (on VT)		4.00%	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800
	Acquisition		1.50%	675	675	675	675	675	675	675	675	675	675	675	675	675	675	675	675	675	675	675	675	675
	Strategic Promotion				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573	1,573
			£	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000	3,146,000
	Infrastructure		15.00%	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900	471,900
	Abnormals		5.00%	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300	157,300
	Fees		8.00%	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016	302,016
	S106				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	20,000	40,000	60,000	80,000	100,000	120,000	140,000	160,000	180,000	200,000	220,000	240,000	260,000	280,000	300,000	320,000	340,000	360,000	380,000	400,000
	Contingency		5.00%	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760	188,760
	Finance Costs			200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
	Sales		2.50%	135,000	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500
	Misc. Financial			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal			**4,623,451**	**4,575,951**	**4,595,951**	**4,615,951**	**4,635,951**	**4,655,951**	**4,675,951**	**4,695,951**	**4,715,951**	**4,735,951**	**4,755,951**	**4,775,951**	**4,795,951**	**4,815,951**	**4,835,951**	**4,855,951**	**4,875,951**	**4,895,951**	**4,915,951**	**4,935,951**	**4,955,951**
	Interest		6.00%	138,704	137,279	137,879	138,479	139,079	139,679	140,279	140,879	141,479	142,079	142,679	143,279	143,879	144,479	145,079	145,679	146,279	146,879	147,479	148,079	148,679
	Profit % GDV		15.00%	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550
	COSTS			**5,535,705**	**5,486,780**	**5,507,380**	**5,527,980**	**5,548,580**	**5,569,180**	**5,589,780**	**5,610,380**	**5,630,980**	**5,651,580**	**5,672,180**	**5,692,780**	**5,713,380**	**5,733,980**	**5,754,580**	**5,775,180**	**5,795,780**	**5,816,380**	**5,836,980**	**5,857,580**	**5,878,180**
Residual Land Worth			**Site**	**-378,705**	**-329,780**	**-350,380**	**-370,980**	**-391,580**	**-412,180**	**-432,780**	**-453,380**	**-473,980**	**-494,580**	**-515,180**	**-535,780**	**-556,380**	**-576,980**	**-597,580**	**-618,180**	**-638,780**	**-659,380**	**-679,980**	**-700,580**	**-721,180**
Existing Use Value			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold			£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value			£/ha	-6,059,272	-5,276,472	-5,606,072	-5,935,672	-6,265,272	-6,594,872	-6,924,472	-7,254,072	-7,583,672	-7,913,272	-8,242,872	-8,572,472	-8,902,072	-9,231,672	-9,561,272	-9,890,872	-10,220,472	-10,550,072	-10,879,672	-11,209,272	-11,538,872

Offices - Central

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-378,705**	**-329,780**	**-350,380**	**-370,980**	**-391,580**	**-412,180**	**-432,780**	**-453,380**	**-473,980**	**-494,580**	**-515,180**	**-535,780**	**-556,380**	**-576,980**	**-597,580**	**-618,180**	**-638,780**	**-659,380**	**-679,980**	**-700,580**	**-721,180**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-6,059,272	-5,276,472	-5,606,072	-5,935,672	-6,265,272	-6,594,872	-6,924,472	-7,254,072	-7,583,672	-7,913,272	-8,242,872	-8,572,472	-8,902,072	-9,231,672	-9,561,272	-9,890,872	-10,220,472	-10,550,072	-10,879,672	-11,209,272	-11,538,872
Additional Profit		-423,705	-374,780	-395,380	-415,980	-436,580	-457,180	-477,780	-498,380	-518,980	-539,580	-560,180	-580,780	-601,380	-621,980	-642,580	-663,180	-683,780	-704,380	-724,980	-745,580	-766,180
		-212	-187	-198	-208	-218	-229	-239	-249	-259	-270	-280	-290	-301	-311	-321	-332	-342	-352	-362	-373	-383
CIL as %	Residual Valu	0.0%	-6.1%	-11.4%	-16.2%	-20.4%	-24.3%	-27.7%	-30.9%	-33.8%	-36.4%	-38.8%	-41.1%	-43.1%	-45.1%	-46.9%	-48.5%	-50.1%	-51.6%	-52.9%	-54.2%	-55.5%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.3%	3.7%	4.1%	4.4%	4.8%	5.2%	5.6%	5.9%	6.3%	6.7%	7.0%	7.4%

Offices - Park

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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
	£/m2			3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
	Capital Value		90.00%	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**	**5,400,000**
	Buyers Costs		4.50%	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000	243,000
	Capital Value			**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**	**5,157,000**
Costs	Land Used		Coverage	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
			ha	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400	0.400
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**	**288,000**
	Stamp Duty (on VT)		4.00%	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520	11,520
	Acquisition		1.50%	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320	4,320
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594	1,594
			£	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000	3,188,000
	Infrastructure		15.00%	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200	478,200
	Abnormals		5.00%	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400	159,400
	Fees		8.00%	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048	306,048
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	20,000	40,000	60,000	80,000	100,000	120,000	140,000	160,000	180,000	200,000	220,000	240,000	260,000	280,000	300,000	320,000	340,000	360,000	380,000	400,000
	Contingency		5.00%	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280	191,280
	Finance Costs			200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
	Sales		2.50%	135,000	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500
	Misc. Financial			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal			**4,693,768**	**4,646,268**	**4,666,268**	**4,686,268**	**4,706,268**	**4,726,268**	**4,746,268**	**4,766,268**	**4,786,268**	**4,806,268**	**4,826,268**	**4,846,268**	**4,866,268**	**4,886,268**	**4,906,268**	**4,926,268**	**4,946,268**	**4,966,268**	**4,986,268**	**5,006,268**	**5,026,268**
	Interest		6.00%	140,813	139,388	139,988	140,588	141,188	141,788	142,388	142,988	143,588	144,188	144,788	145,388	145,988	146,588	147,188	147,788	148,388	148,988	149,588	150,188	150,788
	Profit % GDV		15.00%	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550	773,550
	COSTS			**5,608,131**	**5,559,206**	**5,579,806**	**5,600,406**	**5,621,006**	**5,641,606**	**5,662,206**	**5,682,806**	**5,703,406**	**5,724,006**	**5,744,606**	**5,765,206**	**5,785,806**	**5,806,406**	**5,827,006**	**5,847,606**	**5,868,206**	**5,888,806**	**5,909,406**	**5,930,006**	**5,950,606**
Residual Land Worth		**Site**		**-451,131**	**-402,206**	**-422,806**	**-443,406**	**-464,006**	**-484,606**	**-505,206**	**-525,806**	**-546,406**	**-567,006**	**-587,606**	**-608,206**	**-628,806**	**-649,406**	**-670,006**	**-690,606**	**-711,206**	**-731,806**	**-752,406**	**-773,006**	**-793,606**
Existing Use Value		£/ha		600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold		£/ha		720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value		£/ha		-1,127,828	-1,005,515	-1,057,015	-1,108,515	-1,160,015	-1,211,515	-1,263,015	-1,314,515	-1,366,015	-1,417,515	-1,469,015	-1,520,515	-1,572,015	-1,623,515	-1,675,015	-1,726,515	-1,778,015	-1,829,515	-1,881,015	-1,932,515	-1,984,015

Offices - Park

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-451,131**	**-402,206**	**-422,806**	**-443,406**	**-464,006**	**-484,606**	**-505,206**	**-525,806**	**-546,406**	**-567,006**	**-587,606**	**-608,206**	**-628,806**	**-649,406**	**-670,006**	**-690,606**	**-711,206**	**-731,806**	**-752,406**	**-773,006**	**-793,606**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-1,127,828	-1,005,515	-1,057,015	-1,108,515	-1,160,015	-1,211,515	-1,263,015	-1,314,515	-1,366,015	-1,417,515	-1,469,015	-1,520,515	-1,572,015	-1,623,515	-1,675,015	-1,726,515	-1,778,015	-1,829,515	-1,881,015	-1,932,515	-1,984,015
Additional Profit		-739,131	-690,206	-710,806	-731,406	-752,006	-772,606	-793,206	-813,806	-834,406	-855,006	-875,606	-896,206	-916,806	-937,406	-958,006	-978,606	-999,206	-1,019,806	-1,040,406	-1,061,006	-1,081,606
		-370	-345	-355	-366	-376	-386	-397	-407	-417	-428	-438	-448	-458	-469	-479	-489	-500	-510	-520	-531	-541
CIL as %	Residual Valu	0.0%	-5.0%	-9.5%	-13.5%	-17.2%	-20.6%	-23.8%	-26.6%	-29.3%	-31.7%	-34.0%	-36.2%	-38.2%	-40.0%	-41.8%	-43.4%	-45.0%	-46.5%	-47.8%	-49.2%	-50.4%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.3%	3.7%	4.1%	4.4%	4.8%	5.2%	5.6%	5.9%	6.3%	6.7%	7.0%	7.4%

Larger Industrial

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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	4,000	4,000	4,000	4,000	4,000
	£/m2			865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865
	Capital Value		95.00%	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**	**3,287,000**
	Buyers Costs		4.50%	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915	147,915
	Capital Value			**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**	**3,139,085**
Costs	Land Used		Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**	**720,000**
	Stamp Duty (on VT)		4.00%	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800	28,800
	Acquisition		1.50%	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800	10,800
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644	644
			£	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000	2,576,000
	Infrastructure		15.00%	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400	386,400
	Abnormals		5.00%	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800	128,800
	Fees		8.00%	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296	247,296
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	40,000	80,000	120,000	160,000	200,000	240,000	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000	640,000	680,000	720,000	760,000	800,000
	Contingency		5.00%	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560	154,560
	Finance Costs			300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
	Sales		2.50%	82,175	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088	41,088
	Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**0.00%**	**3,934,831**	**3,933,744**	**3,973,744**	**4,013,744**	**4,053,744**	**4,093,744**	**4,133,744**	**4,173,744**	**4,213,744**	**4,253,744**	**4,293,744**	**4,333,744**	**4,373,744**	**4,413,744**	**4,453,744**	**4,493,744**	**4,533,744**	**4,573,744**	**4,613,744**	**4,653,744**	**4,693,744**
	Interest		6.00%	118,045	118,012	119,212	120,412	121,612	122,812	124,012	125,212	126,412	127,612	128,812	130,012	131,212	132,412	133,612	134,812	136,012	137,212	138,412	139,612	140,812
	Profit % GDV		15.00%	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863	470,863
	COSTS			**4,523,739**	**4,522,619**	**4,563,819**	**4,605,019**	**4,646,219**	**4,687,419**	**4,728,619**	**4,769,819**	**4,811,019**	**4,852,219**	**4,893,419**	**4,934,619**	**4,975,819**	**5,017,019**	**5,058,219**	**5,099,419**	**5,140,619**	**5,181,819**	**5,223,019**	**5,264,219**	**5,305,419**
Residual Land Worth			**Site**	**-1,384,654**	**-1,383,534**	**-1,424,734**	**-1,465,934**	**-1,507,134**	**-1,548,334**	**-1,589,534**	**-1,630,734**	**-1,671,934**	**-1,713,134**	**-1,754,334**	**-1,795,534**	**-1,836,734**	**-1,877,934**	**-1,919,134**	**-1,960,334**	**-2,001,534**	**-2,042,734**	**-2,083,934**	**-2,125,134**	**-2,166,334**
Existing Use Value			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold			£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value			£/ha	-1,384,654	-1,383,534	-1,424,734	-1,465,934	-1,507,134	-1,548,334	-1,589,534	-1,630,734	-1,671,934	-1,713,134	-1,754,334	-1,795,534	-1,836,734	-1,877,934	-1,919,134	-1,960,334	-2,001,534	-2,042,734	-2,083,934	-2,125,134	-2,166,334

Larger Industrial

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-1,384,654**	**-1,383,534**	**-1,424,734**	**-1,465,934**	**-1,507,134**	**-1,548,334**	**-1,589,534**	**-1,630,734**	**-1,671,934**	**-1,713,134**	**-1,754,334**	**-1,795,534**	**-1,836,734**	**-1,877,934**	**-1,919,134**	**-1,960,334**	**-2,001,534**	**-2,042,734**	**-2,083,934**	**-2,125,134**	**-2,166,334**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-1,384,654	-1,383,534	-1,424,734	-1,465,934	-1,507,134	-1,548,334	-1,589,534	-1,630,734	-1,671,934	-1,713,134	-1,754,334	-1,795,534	-1,836,734	-1,877,934	-1,919,134	-1,960,334	-2,001,534	-2,042,734	-2,083,934	-2,125,134	-2,166,334
Additional Profit		-2,104,654	-2,103,534	-2,144,734	-2,185,934	-2,227,134	-2,268,334	-2,309,534	-2,350,734	-2,391,934	-2,433,134	-2,474,334	-2,515,534	-2,556,734	-2,597,934	-2,639,134	-2,680,334	-2,721,534	-2,762,734	-2,803,934	-2,845,134	-2,886,334
		-526	-526	-536	-546	-557	-567	-577	-588	-598	-608	-619	-629	-639	-649	-660	-670	-680	-691	-701	-711	-722
CIL as %	Residual Valu	0.0%	-2.9%	-5.6%	-8.2%	-10.6%	-12.9%	-15.1%	-17.2%	-19.1%	-21.0%	-22.8%	-24.5%	-26.1%	-27.7%	-29.2%	-30.6%	-32.0%	-33.3%	-34.6%	-35.8%	-36.9%
	GDV	0.0%	1.2%	2.4%	3.7%	4.9%	6.1%	7.3%	8.5%	9.7%	11.0%	12.2%	13.4%	14.6%	15.8%	17.0%	18.3%	19.5%	20.7%	21.9%	23.1%	24.3%

Smaller Industrial

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400
	£/m2			865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865	865
	Capital Value		100.00%	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**	**346,000**
	Buyers Costs		4.50%	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570	15,570
	Capital Value			**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**	**330,430**
Costs	Land Used		Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100	0.100
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**	**72,000**
	Stamp Duty (on VT)		4.00%	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880
	Acquisition		1.50%	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959	959
			£	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600	383,600
	Infrastructure		15.00%	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540	57,540
	Abnormals		5.00%	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180	19,180
	Fees		8.00%	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826	36,826
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	60,000	64,000	68,000	72,000	76,000	80,000
	Contingency		5.00%	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016	23,016
	Finance Costs			100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Sales		2.50%	8,650	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325	4,325
	Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**0.00%**	**652,772**	**652,447**	**656,447**	**660,447**	**664,447**	**668,447**	**672,447**	**676,447**	**680,447**	**684,447**	**688,447**	**692,447**	**696,447**	**700,447**	**704,447**	**708,447**	**712,447**	**716,447**	**720,447**	**724,447**	**728,447**
	Interest		6.00%	19,583	19,573	19,693	19,813	19,933	20,053	20,173	20,293	20,413	20,533	20,653	20,773	20,893	21,013	21,133	21,253	21,373	21,493	21,613	21,733	21,853
	Profit % GDV		15.00%	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565	49,565
	COSTS			**721,919**	**721,584**	**725,704**	**729,824**	**733,944**	**738,064**	**742,184**	**746,304**	**750,424**	**754,544**	**758,664**	**762,784**	**766,904**	**771,024**	**775,144**	**779,264**	**783,384**	**787,504**	**791,624**	**795,744**	**799,864**
Residual Land Worth			**Site**	**-391,489**	**-391,154**	**-395,274**	**-399,394**	**-403,514**	**-407,634**	**-411,754**	**-415,874**	**-419,994**	**-424,114**	**-428,234**	**-432,354**	**-436,474**	**-440,594**	**-444,714**	**-448,834**	**-452,954**	**-457,074**	**-461,194**	**-465,314**	**-469,434**
Existing Use Value			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold			£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value			£/ha	-3,914,892	-3,911,545	-3,952,745	-3,993,945	-4,035,145	-4,076,345	-4,117,545	-4,158,745	-4,199,945	-4,241,145	-4,282,345	-4,323,545	-4,364,745	-4,405,945	-4,447,145	-4,488,345	-4,529,545	-4,570,745	-4,611,945	-4,653,145	-4,694,345

Smaller Industrial

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-391,489**	**-391,154**	**-395,274**	**-399,394**	**-403,514**	**-407,634**	**-411,754**	**-415,874**	**-419,994**	**-424,114**	**-428,234**	**-432,354**	**-436,474**	**-440,594**	**-444,714**	**-448,834**	**-452,954**	**-457,074**	**-461,194**	**-465,314**	**-469,434**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-3,914,892	-3,911,545	-3,952,745	-3,993,945	-4,035,145	-4,076,345	-4,117,545	-4,158,745	-4,199,945	-4,241,145	-4,282,345	-4,323,545	-4,364,745	-4,405,945	-4,447,145	-4,488,345	-4,529,545	-4,570,745	-4,611,945	-4,653,145	-4,694,345
Additional Profit		-463,489	-463,154	-467,274	-471,394	-475,514	-479,634	-483,754	-487,874	-491,994	-496,114	-500,234	-504,354	-508,474	-512,594	-516,714	-520,834	-524,954	-529,074	-533,194	-537,314	-541,434
		-1,159	-1,158	-1,168	-1,178	-1,189	-1,199	-1,209	-1,220	-1,230	-1,240	-1,251	-1,261	-1,271	-1,281	-1,292	-1,302	-1,312	-1,323	-1,333	-1,343	-1,354
CIL as %	Residual Valu	0.0%	-1.0%	-2.0%	-3.0%	-4.0%	-4.9%	-5.8%	-6.7%	-7.6%	-8.5%	-9.3%	-10.2%	-11.0%	-11.8%	-12.6%	-13.4%	-14.1%	-14.9%	-15.6%	-16.3%	-17.0%
	GDV	0.0%	1.2%	2.3%	3.5%	4.6%	5.8%	6.9%	8.1%	9.2%	10.4%	11.6%	12.7%	13.9%	15.0%	16.2%	17.3%	18.5%	19.7%	20.8%	22.0%	23.1%

Prime Retail

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150
	£/m2			4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500
	Capital Value		100.00%	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**	**675,000**
	Buyers Costs		4.50%	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375	30,375
	Capital Value			**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**	**644,625**
Costs	Land Used		Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
			ha	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019
			£/ha	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
			Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000
			Site Cost	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**	**90,000**
	Stamp Duty (on VT)		4.00%	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600
	Acquisition		1.50%	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
			£	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500
	Infrastructure		15.00%	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475
	Abnormals		5.00%	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825
	Fees		8.00%	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	1,500	3,000	4,500	6,000	7,500	9,000	10,500	12,000	13,500	15,000	16,500	18,000	19,500	21,000	22,500	24,000	25,500	27,000	28,500	30,000
	Contingency		5.00%	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190
	Finance Costs			300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
	Sales		2.50%	16,875	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438	8,438
	Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**0.00%**	**526,919**	**519,982**	**521,482**	**522,982**	**524,482**	**525,982**	**527,482**	**528,982**	**530,482**	**531,982**	**533,482**	**534,982**	**536,482**	**537,982**	**539,482**	**540,982**	**542,482**	**543,982**	**545,482**	**546,982**	**548,482**
	Interest		6.00%	15,808	15,599	15,644	15,689	15,734	15,779	15,824	15,869	15,914	15,959	16,004	16,049	16,094	16,139	16,184	16,229	16,274	16,319	16,364	16,409	16,454
	Profit % GDV		15.00%	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694	96,694
	COSTS			**639,420**	**632,275**	**633,820**	**635,365**	**636,910**	**638,455**	**640,000**	**641,545**	**643,090**	**644,635**	**646,180**	**647,725**	**649,270**	**650,815**	**652,360**	**653,905**	**655,450**	**656,995**	**658,540**	**660,085**	**661,630**
Residual Land Worth		**Site**		**5,205**	**12,350**	**10,805**	**9,260**	**7,715**	**6,170**	**4,625**	**3,080**	**1,535**	**-10**	**-1,555**	**-3,100**	**-4,645**	**-6,190**	**-7,735**	**-9,280**	**-10,825**	**-12,370**	**-13,915**	**-15,460**	**-17,005**
Existing Use Value		£/ha		4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
Viability Threshold		£/ha		4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000
Residual Value		£/ha		277,583	658,683	576,283	493,883	411,483	329,083	246,683	164,283	81,883	-517	-82,917	-165,317	-247,717	-330,117	-412,517	-494,917	-577,317	-659,717	-742,117	-824,517	-906,917

Prime Retail

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**5,205**	**12,350**	**10,805**	**9,260**	**7,715**	**6,170**	**4,625**	**3,080**	**1,535**	**-10**	**-1,555**	**-3,100**	**-4,645**	**-6,190**	**-7,735**	**-9,280**	**-10,825**	**-12,370**	**-13,915**	**-15,460**	**-17,005**
Existing Use Value	£/ha	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
Viability Threshold	£/ha	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000
Residual Value	£/ha	277,583	658,683	576,283	493,883	411,483	329,083	246,683	164,283	81,883	-517	-82,917	-165,317	-247,717	-330,117	-412,517	-494,917	-577,317	-659,717	-742,117	-824,517	-906,917
Additional Profit		-84,795	-77,650	-79,195	-80,740	-82,285	-83,830	-85,375	-86,920	-88,465	-90,010	-91,555	-93,100	-94,645	-96,190	-97,735	-99,280	-100,825	-102,370	-103,915	-105,460	-107,005
		-565	-518	-528	-538	-549	-559	-569	-579	-590	-600	-610	-621	-631	-641	-652	-662	-672	-682	-693	-703	-713
CIL as %	Residual Valu	0.0%	12.1%	27.8%	48.6%	77.8%	121.5%	194.6%	340.9%	781.6%	-139247.0%	-964.8%	-532.3%	-387.5%	-315.0%	-271.5%	-242.5%	-221.7%	-206.1%	-194.0%	-184.4%	-176.4%
	GDV	0.0%	0.2%	0.4%	0.7%	0.9%	1.1%	1.3%	1.6%	1.8%	2.0%	2.2%	2.4%	2.7%	2.9%	3.1%	3.3%	3.6%	3.8%	4.0%	4.2%	4.4%

Secondary Retail

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150
	£/m2			2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300
	Capital Value		100.00%	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**	**345,000**
	Buyers Costs		4.50%	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525	15,525
	Capital Value			**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**	**329,475**
Costs	Land Used		Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
			ha	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019	0.019
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**	**13,500**
	Stamp Duty (on VT)		4.00%	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540	540
	Acquisition		1.50%	203	203	203	203	203	203	203	203	203	203	203	203	203	203	203	203	203	203	203	203	203
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910	910
			£	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500	136,500
	Infrastructure		15.00%	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475	20,475
	Abnormals		5.00%	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825	6,825
	Fees		8.00%	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104	13,104
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	1,500	3,000	4,500	6,000	7,500	9,000	10,500	12,000	13,500	15,000	16,500	18,000	19,500	21,000	22,500	24,000	25,500	27,000	28,500	30,000
	Contingency		5.00%	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190	8,190
	Finance Costs			100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Sales		2.50%	8,625	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**0.00%**	**329,462**	**326,649**	**328,149**	**329,649**	**331,149**	**332,649**	**334,149**	**335,649**	**337,149**	**338,649**	**340,149**	**341,649**	**343,149**	**344,649**	**346,149**	**347,649**	**349,149**	**350,649**	**352,149**	**353,649**	**355,149**
	Interest		6.00%	9,884	9,799	9,844	9,889	9,934	9,979	10,024	10,069	10,114	10,159	10,204	10,249	10,294	10,339	10,384	10,429	10,474	10,519	10,564	10,609	10,654
	Profit % GDV		15.00%	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421	49,421
	COSTS			**388,767**	**385,870**	**387,415**	**388,960**	**390,505**	**392,050**	**393,595**	**395,140**	**396,685**	**398,230**	**399,775**	**401,320**	**402,865**	**404,410**	**405,955**	**407,500**	**409,045**	**410,590**	**412,135**	**413,680**	**415,225**
Residual Land Worth		**Site**		**-59,292**	**-56,395**	**-57,940**	**-59,485**	**-61,030**	**-62,575**	**-64,120**	**-65,665**	**-67,210**	**-68,755**	**-70,300**	**-71,845**	**-73,390**	**-74,935**	**-76,480**	**-78,025**	**-79,570**	**-81,115**	**-82,660**	**-84,205**	**-85,750**
Existing Use Value		£/ha		600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold		£/ha		720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value		£/ha		-3,162,218	-3,007,718	-3,090,118	-3,172,518	-3,254,918	-3,337,318	-3,419,718	-3,502,118	-3,584,518	-3,666,918	-3,749,318	-3,831,718	-3,914,118	-3,996,518	-4,078,918	-4,161,318	-4,243,718	-4,326,118	-4,408,518	-4,490,918	-4,573,318

Secondary Retail

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**-59,292**	**-56,395**	**-57,940**	**-59,485**	**-61,030**	**-62,575**	**-64,120**	**-65,665**	**-67,210**	**-68,755**	**-70,300**	**-71,845**	**-73,390**	**-74,935**	**-76,480**	**-78,025**	**-79,570**	**-81,115**	**-82,660**	**-84,205**	**-85,750**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	-3,162,218	-3,007,718	-3,090,118	-3,172,518	-3,254,918	-3,337,318	-3,419,718	-3,502,118	-3,584,518	-3,666,918	-3,749,318	-3,831,718	-3,914,118	-3,996,518	-4,078,918	-4,161,318	-4,243,718	-4,326,118	-4,408,518	-4,490,918	-4,573,318
Additional Profit		-72,792	-69,895	-71,440	-72,985	-74,530	-76,075	-77,620	-79,165	-80,710	-82,255	-83,800	-85,345	-86,890	-88,435	-89,980	-91,525	-93,070	-94,615	-96,160	-97,705	-99,250
		-485	-466	-476	-487	-497	-507	-517	-528	-538	-548	-559	-569	-579	-590	-600	-610	-620	-631	-641	-651	-662
CIL as %	Residual Valu	0.0%	-2.7%	-5.2%	-7.6%	-9.8%	-12.0%	-14.0%	-16.0%	-17.9%	-19.6%	-21.3%	-23.0%	-24.5%	-26.0%	-27.5%	-28.8%	-30.2%	-31.4%	-32.7%	-33.8%	-35.0%
	GDV	0.0%	0.4%	0.9%	1.3%	1.7%	2.2%	2.6%	3.0%	3.5%	3.9%	4.3%	4.8%	5.2%	5.7%	6.1%	6.5%	7.0%	7.4%	7.8%	8.3%	8.7%

Supermarket

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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	4,000	4,000	4,000	4,000	4,000
	£/m2			3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950	3,950
	Capital Value		100.00%	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**	**15,800,000**
	Buyers Costs		4.50%	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000	711,000
	Capital Value			**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**	**15,089,000**
Costs	Land Used		Coverage	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
			ha	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333	1.333
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**	**960,000**
	Stamp Duty (on VT)		4.00%	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400	38,400
	Acquisition		1.50%	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176
			£	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000	4,704,000
	Infrastructure		15.00%	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600	705,600
	Abnormals		5.00%	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200	235,200
	Fees		8.00%	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584	451,584
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	40,000	80,000	120,000	160,000	200,000	240,000	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000	640,000	680,000	720,000	760,000	800,000
	Contingency		5.00%	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240	282,240
	Finance Costs			200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
	Sales		2.50%	395,000	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500	197,500
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**0.00%**	**7,061,424**	**6,903,924**	**6,943,924**	**6,983,924**	**7,023,924**	**7,063,924**	**7,103,924**	**7,143,924**	**7,183,924**	**7,223,924**	**7,263,924**	**7,303,924**	**7,343,924**	**7,383,924**	**7,423,924**	**7,463,924**	**7,503,924**	**7,543,924**	**7,583,924**	**7,623,924**	**7,663,924**
	Interest		6.00%	211,843	207,118	208,318	209,518	210,718	211,918	213,118	214,318	215,518	216,718	217,918	219,118	220,318	221,518	222,718	223,918	225,118	226,318	227,518	228,718	229,918
	Profit % GDV		15.00%	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350	2,263,350
	COSTS			**9,536,617**	**9,374,392**	**9,415,592**	**9,456,792**	**9,497,992**	**9,539,192**	**9,580,392**	**9,621,592**	**9,662,792**	**9,703,992**	**9,745,192**	**9,786,392**	**9,827,592**	**9,868,792**	**9,909,992**	**9,951,192**	**9,992,392**	**10,033,592**	**10,074,792**	**10,115,992**	**10,157,192**
Residual Land Worth			**Site**	**5,552,383**	**5,714,608**	**5,673,408**	**5,632,208**	**5,591,008**	**5,549,808**	**5,508,608**	**5,467,408**	**5,426,208**	**5,385,008**	**5,343,808**	**5,302,608**	**5,261,408**	**5,220,208**	**5,179,008**	**5,137,808**	**5,096,608**	**5,055,408**	**5,014,208**	**4,973,008**	**4,931,808**
Existing Use Value			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold			£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value			£/ha	4,164,287	4,285,956	4,255,056	4,224,156	4,193,256	4,162,356	4,131,456	4,100,556	4,069,656	4,038,756	4,007,856	3,976,956	3,946,056	3,915,156	3,884,256	3,853,356	3,822,456	3,791,556	3,760,656	3,729,756	3,698,856

Supermarket

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**5,552,383**	**5,714,608**	**5,673,408**	**5,632,208**	**5,591,008**	**5,549,808**	**5,508,608**	**5,467,408**	**5,426,208**	**5,385,008**	**5,343,808**	**5,302,608**	**5,261,408**	**5,220,208**	**5,179,008**	**5,137,808**	**5,096,608**	**5,055,408**	**5,014,208**	**4,973,008**	**4,931,808**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	4,164,287	4,285,956	4,255,056	4,224,156	4,193,256	4,162,356	4,131,456	4,100,556	4,069,656	4,038,756	4,007,856	3,976,956	3,946,056	3,915,156	3,884,256	3,853,356	3,822,456	3,791,556	3,760,656	3,729,756	3,698,856
Additional Profit		4,592,383	4,754,608	4,713,408	4,672,208	4,631,008	4,589,808	4,548,608	4,507,408	4,466,208	4,425,008	4,383,808	4,342,608	4,301,408	4,260,208	4,219,008	4,177,808	4,136,608	4,095,408	4,054,208	4,013,008	3,971,808
		1,148	1,189	1,178	1,168	1,158	1,147	1,137	1,127	1,117	1,106	1,096	1,086	1,075	1,065	1,055	1,044	1,034	1,024	1,014	1,003	993
CIL as %	Residual Valu	0.0%	0.7%	1.4%	2.1%	2.9%	3.6%	4.4%	5.1%	5.9%	6.7%	7.5%	8.3%	9.1%	10.0%	10.8%	11.7%	12.6%	13.5%	14.4%	15.3%	16.2%
	GDV	0.0%	0.3%	0.5%	0.8%	1.0%	1.3%	1.5%	1.8%	2.0%	2.3%	2.5%	2.8%	3.0%	3.3%	3.5%	3.8%	4.1%	4.3%	4.6%	4.8%	5.1%

Smaller Supermarket

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200
	£/m2			4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385	4,385
	Capital Value		100.00%	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**	**5,262,000**
	Buyers Costs		4.50%	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790	236,790
	Capital Value			**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**	**5,025,210**
Costs	Land Used		Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300	0.300
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**	**216,000**
	Stamp Duty (on VT)		4.00%	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640
	Acquisition		1.50%	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240	3,240
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,176
			£	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200	1,411,200
	Infrastructure		15.00%	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680	211,680
	Abnormals		5.00%	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560	70,560
	Fees		8.00%	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475	135,475
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	12,000	24,000	36,000	48,000	60,000	72,000	84,000	96,000	108,000	120,000	132,000	144,000	156,000	168,000	180,000	192,000	204,000	216,000	228,000	240,000
	Contingency		5.00%	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672	84,672
	Finance Costs			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Sales		2.50%	131,550	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775	65,775
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**0.00%**	**2,117,017**	**2,063,242**	**2,075,242**	**2,087,242**	**2,099,242**	**2,111,242**	**2,123,242**	**2,135,242**	**2,147,242**	**2,159,242**	**2,171,242**	**2,183,242**	**2,195,242**	**2,207,242**	**2,219,242**	**2,231,242**	**2,243,242**	**2,255,242**	**2,267,242**	**2,279,242**	**2,291,242**
	Interest		6.00%	63,511	61,897	62,257	62,617	62,977	63,337	63,697	64,057	64,417	64,777	65,137	65,497	65,857	66,217	66,577	66,937	67,297	67,657	68,017	68,377	68,737
	Profit % GDV		15.00%	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782	753,782
	COSTS			**2,934,309**	**2,878,921**	**2,891,281**	**2,903,641**	**2,916,001**	**2,928,361**	**2,940,721**	**2,953,081**	**2,965,441**	**2,977,801**	**2,990,161**	**3,002,521**	**3,014,881**	**3,027,241**	**3,039,601**	**3,051,961**	**3,064,321**	**3,076,681**	**3,089,041**	**3,101,401**	**3,113,761**
Residual Land Worth			**Site**	**2,090,901**	**2,146,289**	**2,133,929**	**2,121,569**	**2,109,209**	**2,096,849**	**2,084,489**	**2,072,129**	**2,059,769**	**2,047,409**	**2,035,049**	**2,022,689**	**2,010,329**	**1,997,969**	**1,985,609**	**1,973,249**	**1,960,889**	**1,948,529**	**1,936,169**	**1,923,809**	**1,911,449**
Existing Use Value			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold			£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value			£/ha	6,969,669	7,154,297	7,113,097	7,071,897	7,030,697	6,989,497	6,948,297	6,907,097	6,865,897	6,824,697	6,783,497	6,742,297	6,701,097	6,659,897	6,618,697	6,577,497	6,536,297	6,495,097	6,453,897	6,412,697	6,371,497

Smaller Supermarket

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**2,090,901**	**2,146,289**	**2,133,929**	**2,121,569**	**2,109,209**	**2,096,849**	**2,084,489**	**2,072,129**	**2,059,769**	**2,047,409**	**2,035,049**	**2,022,689**	**2,010,329**	**1,997,969**	**1,985,609**	**1,973,249**	**1,960,889**	**1,948,529**	**1,936,169**	**1,923,809**	**1,911,449**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	6,969,669	7,154,297	7,113,097	7,071,897	7,030,697	6,989,497	6,948,297	6,907,097	6,865,897	6,824,697	6,783,497	6,742,297	6,701,097	6,659,897	6,618,697	6,577,497	6,536,297	6,495,097	6,453,897	6,412,697	6,371,497
Additional Profit		1,874,901	1,930,289	1,917,929	1,905,569	1,893,209	1,880,849	1,868,489	1,856,129	1,843,769	1,831,409	1,819,049	1,806,689	1,794,329	1,781,969	1,769,609	1,757,249	1,744,889	1,732,529	1,720,169	1,707,809	1,695,449
		1,562	1,609	1,598	1,588	1,578	1,567	1,557	1,547	1,536	1,526	1,516	1,506	1,495	1,485	1,475	1,464	1,454	1,444	1,433	1,423	1,413
CIL as %	Residual Valu	0.0%	0.6%	1.1%	1.7%	2.3%	2.9%	3.5%	4.1%	4.7%	5.3%	5.9%	6.5%	7.2%	7.8%	8.5%	9.1%	9.8%	10.5%	11.2%	11.9%	12.6%
	GDV	0.0%	0.2%	0.5%	0.7%	0.9%	1.1%	1.4%	1.6%	1.8%	2.1%	2.3%	2.5%	2.7%	3.0%	3.2%	3.4%	3.6%	3.9%	4.1%	4.3%	4.6%

Retail Warehouse

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			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	4,000	4,000	4,000	4,000	4,000
	£/m2			2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670	2,670
	Capital Value		100.00%	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**	**10,680,000**
	Buyers Costs		4.50%	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600	480,600
	Capital Value			**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**	**10,199,400**
Costs	Land Used		Coverage	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
			ha	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800	0.800
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**	**576,000**
	Stamp Duty (on VT)		4.00%	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040	23,040
	Acquisition		1.50%	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640	8,640
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743	743
			£	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000	2,972,000
	Infrastructure		15.00%	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800	445,800
	Abnormals		5.00%	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600	148,600
	Fees		8.00%	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312	285,312
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	40,000	80,000	120,000	160,000	200,000	240,000	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000	640,000	680,000	720,000	760,000	800,000
	Contingency		5.00%	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320	178,320
	Finance Costs			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Sales		2.50%	267,000	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500	133,500
	Misc. Financial		0.00%	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**0.00%**	**4,388,712**	**4,295,212**	**4,335,212**	**4,375,212**	**4,415,212**	**4,455,212**	**4,495,212**	**4,535,212**	**4,575,212**	**4,615,212**	**4,655,212**	**4,695,212**	**4,735,212**	**4,775,212**	**4,815,212**	**4,855,212**	**4,895,212**	**4,935,212**	**4,975,212**	**5,015,212**	**5,055,212**
	Interest		6.00%	131,661	128,856	130,056	131,256	132,456	133,656	134,856	136,056	137,256	138,456	139,656	140,856	142,056	143,256	144,456	145,656	146,856	148,056	149,256	150,456	151,656
	Profit % GDV		15.00%	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910	1,529,910
	COSTS			**6,050,283**	**5,953,978**	**5,995,178**	**6,036,378**	**6,077,578**	**6,118,778**	**6,159,978**	**6,201,178**	**6,242,378**	**6,283,578**	**6,324,778**	**6,365,978**	**6,407,178**	**6,448,378**	**6,489,578**	**6,530,778**	**6,571,978**	**6,613,178**	**6,654,378**	**6,695,578**	**6,736,778**
Residual Land Worth		**Site**		**4,149,117**	**4,245,422**	**4,204,222**	**4,163,022**	**4,121,822**	**4,080,622**	**4,039,422**	**3,998,222**	**3,957,022**	**3,915,822**	**3,874,622**	**3,833,422**	**3,792,222**	**3,751,022**	**3,709,822**	**3,668,622**	**3,627,422**	**3,586,222**	**3,545,022**	**3,503,822**	**3,462,622**
Existing Use Value		£/ha		600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold		£/ha		720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value		£/ha		5,186,396	5,306,777	5,255,277	5,203,777	5,152,277	5,100,777	5,049,277	4,997,777	4,946,277	4,894,777	4,843,277	4,791,777	4,740,277	4,688,777	4,637,277	4,585,777	4,534,277	4,482,777	4,431,277	4,379,777	4,328,277

Retail Warehouse

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**4,149,117**	**4,245,422**	**4,204,222**	**4,163,022**	**4,121,822**	**4,080,622**	**4,039,422**	**3,998,222**	**3,957,022**	**3,915,822**	**3,874,622**	**3,833,422**	**3,792,222**	**3,751,022**	**3,709,822**	**3,668,622**	**3,627,422**	**3,586,222**	**3,545,022**	**3,503,822**	**3,462,622**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	5,186,396	5,306,777	5,255,277	5,203,777	5,152,277	5,100,777	5,049,277	4,997,777	4,946,277	4,894,777	4,843,277	4,791,777	4,740,277	4,688,777	4,637,277	4,585,777	4,534,277	4,482,777	4,431,277	4,379,777	4,328,277
Additional Profit		3,573,117	3,669,422	3,628,222	3,587,022	3,545,822	3,504,622	3,463,422	3,422,222	3,381,022	3,339,822	3,298,622	3,257,422	3,216,222	3,175,022	3,133,822	3,092,622	3,051,422	3,010,222	2,969,022	2,927,822	2,886,622
		893	917	907	897	886	876	866	856	845	835	825	814	804	794	783	773	763	753	742	732	722
CIL as %	Residual Valu	0.0%	0.9%	1.9%	2.9%	3.9%	4.9%	5.9%	7.0%	8.1%	9.2%	10.3%	11.5%	12.7%	13.9%	15.1%	16.4%	17.6%	19.0%	20.3%	21.7%	23.1%
	GDV	0.0%	0.4%	0.7%	1.1%	1.5%	1.9%	2.2%	2.6%	3.0%	3.4%	3.7%	4.1%	4.5%	4.9%	5.2%	5.6%	6.0%	6.4%	6.7%	7.1%	7.5%

Hotel

		CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100	110	120	130	140	150	160	170	180	190	200
Income	m2			1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755
	£/m2			3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
	Capital Value			**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**	**5,265,000**
	Buyers Costs		4.50%	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925	236,925
	Capital Value			**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**	**5,028,075**
Costs	Land Used		Coverage	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
			ha	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439	0.439
			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			20.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
			Site Cost	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**	**315,900**
	Stamp Duty (on VT)		4.00%	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636	12,636
	Acquisition		1.50%	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739	4,739
	Strategic Promotion			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Pre Planning			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction		/m2	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373	1,373
			£	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615	2,409,615
	Infrastructure		15.00%	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442	361,442
	Abnormals		5.00%	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481	120,481
	Fees		8.00%	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323	231,323
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	CIL			0	17,550	35,100	52,650	70,200	87,750	105,300	122,850	140,400	157,950	175,500	193,050	210,600	228,150	245,700	263,250	280,800	298,350	315,900	333,450	351,000
	Contingency		5.00%	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577	144,577
	Finance Costs			100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
	Sales		2.50%	131,625	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813	65,813
	Misc. Financial		0.00%	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Subtotal		**0.00%**	**3,541,437**	**3,493,175**	**3,510,725**	**3,528,275**	**3,545,825**	**3,563,375**	**3,580,925**	**3,598,475**	**3,616,025**	**3,633,575**	**3,651,125**	**3,668,675**	**3,686,225**	**3,703,775**	**3,721,325**	**3,738,875**	**3,756,425**	**3,773,975**	**3,791,525**	**3,809,075**	**3,826,625**
	Interest		6.00%	106,243	104,795	105,322	105,848	106,375	106,901	107,428	107,954	108,481	109,007	109,534	110,060	110,587	111,113	111,640	112,166	112,693	113,219	113,746	114,272	114,799
	Profit % GDV		15.00%	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211	754,211
	COSTS			**4,401,892**	**4,352,181**	**4,370,258**	**4,388,334**	**4,406,411**	**4,424,487**	**4,442,564**	**4,460,640**	**4,478,717**	**4,496,793**	**4,514,870**	**4,532,946**	**4,551,023**	**4,569,099**	**4,587,176**	**4,605,252**	**4,623,329**	**4,641,405**	**4,659,482**	**4,677,558**	**4,695,635**
Residual Land Worth			**Site**	**626,183**	**675,894**	**657,817**	**639,741**	**621,664**	**603,588**	**585,511**	**567,435**	**549,358**	**531,282**	**513,205**	**495,129**	**477,052**	**458,976**	**440,899**	**422,823**	**404,746**	**386,670**	**368,593**	**350,517**	**332,440**
Existing Use Value			£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold			£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value			£/ha	1,427,198	1,540,498	1,499,298	1,458,098	1,416,898	1,375,698	1,334,498	1,293,298	1,252,098	1,210,898	1,169,698	1,128,498	1,087,298	1,046,098	1,004,898	963,698	922,498	881,298	840,098	798,898	757,698

Hotel

		0																				
CIL	£/m2	**0**	**10**	**20**	**30**	**40**	**50**	**60**	**70**	**80**	**90**	**100**	**110**	**120**	**130**	**140**	**150**	**160**	**170**	**180**	**190**	**200**
RESIDUAL VALUE	**Site**	**626,183**	**675,894**	**657,817**	**639,741**	**621,664**	**603,588**	**585,511**	**567,435**	**549,358**	**531,282**	**513,205**	**495,129**	**477,052**	**458,976**	**440,899**	**422,823**	**404,746**	**386,670**	**368,593**	**350,517**	**332,440**
Existing Use Value	£/ha	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Viability Threshold	£/ha	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Residual Value	£/ha	1,427,198	1,540,498	1,499,298	1,458,098	1,416,898	1,375,698	1,334,498	1,293,298	1,252,098	1,210,898	1,169,698	1,128,498	1,087,298	1,046,098	1,004,898	963,698	922,498	881,298	840,098	798,898	757,698
Additional Profit		310,283	359,994	341,917	323,841	305,764	287,688	269,611	251,535	233,458	215,382	197,305	179,229	161,152	143,076	124,999	106,923	88,846	70,770	52,693	34,617	16,540
		177	205	195	185	174	164	154	143	133	123	112	102	92	82	71	61	51	40	30	20	9
CIL as %	Residual Valu	0.0%	2.6%	5.3%	8.2%	11.3%	14.5%	18.0%	21.7%	25.6%	29.7%	34.2%	39.0%	44.1%	49.7%	55.7%	62.3%	69.4%	77.2%	85.7%	95.1%	105.6%
	GDV	0.0%	0.3%	0.7%	1.0%	1.3%	1.7%	2.0%	2.3%	2.7%	3.0%	3.3%	3.7%	4.0%	4.3%	4.7%	5.0%	5.3%	5.7%	6.0%	6.3%	6.7%

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.

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