



**Riverside, 4 Canning Road, Lowestoft, Suffolk,
NR33 0EQ**

Cabinet

Members:

Councillor Steve Gallant (Leader)
Councillor Craig Rivett (Deputy Leader and Economic Development)
Councillor Norman Brooks (Transport)
Councillor Stephen Burroughes (Customer Services, ICT and Commercial Partnerships)
Councillor Maurice Cook (Resources)
Councillor Richard Kerry (Housing)
Councillor James Mallinder (The Environment)
Councillor David Ritchie (Planning & Coastal Management)
Councillor Mary Rudd (Community Health)
Councillor Letitia Smith (Communities, Leisure and Tourism)

Members are invited to a **Meeting of the Cabinet**
to be held in the Conference Room, Riverside, Lowestoft
on **Tuesday, 2 November 2021 at 6.30pm**

In order to comply with East Suffolk Council's coronavirus arrangements and guidance, the number of people at this meeting will have to be restricted to only those whose attendance is reasonably necessary.

Ordinarily, East Suffolk Council encourages members of the public to attend its meetings but on this occasion would encourage the public to watch the livestream, via the East Suffolk Council YouTube channel instead at <https://youtu.be/rbdDm4phAuk>.

If you do believe it is necessary for you to be in attendance we encourage you to notify Democratic Services, by email to democraticservices@eastsoffolk.gov.uk, of your intention to do so no later than 12 noon on the working day before the meeting so that the meeting can be managed in a COVID secure way and the Team can endeavour to accommodate you and advise of the necessary health and safety precautions.

However, we are not able to guarantee you a space/seat and you are advised that it may be that, regrettably, we are not able to admit you to the meeting room.

An Agenda is set out below.

Part One – Open to the Public

	Pages
1 Apologies for Absence To receive apologies for absence, if any.	
2 Declarations of Interest Members and Officers are invited to make any declarations of Disclosable Pecuniary or Local Non-Pecuniary Interests that they may have in relation to items on the Agenda and are also reminded to make any declarations at any stage during the Meeting if it becomes apparent that this may be required when a particular item or issue is considered.	
3 Announcements To receive any announcements.	
4a Minutes - September 2021 To confirm as a correct record the Minutes of the Meeting held on 7 September 2021	1 - 16
4b Minutes - October 2021 To confirm as a correct record the Minutes of the Meeting held on 5 October 2021	17 - 23

KEY DECISIONS

5 East Suffolk Draft Community Infrastructure Levy Charging Schedule – Consultation Version ES/0935 Report of the Cabinet Member with responsibility for Planning and Coastal Management and the Cabinet Member with responsibility for Resources	24 - 673
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NON-KEY DECISIONS

		Pages
6	Half Year Financial Performance 2021/22 ES/0932 Report of the Cabinet Member with responsibility for Resources	674 - 700
7	Funding for Rural Youth Provision ES/0931 Report of the Cabinet Member with responsibility for Communities, Leisure and Tourism	701 - 709
8	Exempt/Confidential Items It is recommended that under Section 100A(4) of the Local Government Act 1972 (as amended) the public be excluded from the meeting for the following items of business on the grounds that they involve the likely disclosure of exempt information as defined in Paragraph 3 of Part 1 of Schedule 12A of the Act.	

Part Two – Exempt/Confidential

Pages

- 9a Exempt Minutes - September 2021**
- Information relating to the financial or business affairs of any particular person (including the authority holding that information).
 - Information relating to any consultations or negotiations, or contemplated consultations or negotiations, in connection with any labour relations matter arising between the authority or a Minister of the Crown and employees of, or office holders under, the authority.
- 9b Exempt Minutes - October 2021**
- Information relating to the financial or business affairs of any particular person (including the authority holding that information).

KEY DECISIONS

- 10 East Point Pavilion Construction Contract Update**
- Information relating to the financial or business affairs of any particular person (including the authority holding that information).

NON-KEY DECISIONS

- 11 Housing Development - Meadow Gardens, Beccles**
- Information relating to the financial or business affairs of any particular person (including the authority holding that information).

Close



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<p>Unconfirmed</p>



Minutes of a Meeting of the **Cabinet** held in the Conference Room, Riverside, on **Tuesday, 7 September 2021 at 6:30 pm.**

Members of the Cabinet present:

Councillor Norman Brooks, Councillor Stephen Burroughes, Councillor Maurice Cook, Councillor Steve Gallant, Councillor James Mallinder, Councillor David Ritchie, Councillor Craig Rivett, Councillor Letitia Smith

Other Members present:

Councillor Peter Byatt, Councillor Tony Cooper, Councillor Linda Coulam, Councillor Louise Gooch, Councillor Mark Jepson, Councillor Ed Thompson, Councillor Caroline Topping

Officers present: Stephen Baker (Chief Executive), Kerry Blair (Head of Operations), Sharon Bleese (Coastal Manager - South), Damilola Bastos (Finance Planning Manager), Simon Charlesworth (Sector Development and Trade Lead), Karen Cook (Democratic Services Manager), Michael Cousens (Freeport East Project Manager), Sarah Davis (Democratic Services Manager), Phil Harris (Communications Manager), Andy Jarvis (Strategic Director), Nick Khan (Strategic Director), Sue Meeken (Political Group Support Officer (Labour)), Adrian Mills (Benefits Manager), Agnes Ogundiran (Conservative Political Group Support Officer), Nicola Parrish (Infrastructure Delivery Manager), Nicole Rickard (Head of Communities), Desi Reed (Planning Policy and Delivery Manager), Lorraine Rogers (Deputy Chief Finance Officer), Anthony Taylor (Senior Planner (Policy and Delivery)), Paul Wood (Head of Economic Development & Regeneration), Ben Woolnough (Planning Development Manager), Ben Wright (Planner (Policy and Delivery))

1 Apologies for Absence

Apologies for absence were received from Councillor Rudd and Councillor Kerry.

2 Declarations of Interest

Councillor Rivett declared a local non pecuniary interest in respect of agenda item 10, Joint Coastal Projects Board, as the Suffolk County Council Councillor for which the area related, and having been involved in some of the project work to help protect the coast.

3 Announcements

The Leader stated that the distressing scenes in Afghanistan during recent weeks reflected a terrible humanitarian crisis, which no-one could ignore, and East Suffolk Council (ESC) was committed to helping where it could. With this in mind, he updated councillors in respect of the role ESC was playing, in partnership with others, to support displaced families and those fleeing persecution.

The Leader reported that councils across Suffolk were taking a county-wide approach and were determined to provide whatever support they could, with Districts and Borough in Suffolk having already welcomed individuals, both in Ipswich and Lowestoft, under the Afghan Relocations and Assistance Policy (ARAP) which was launched in April 2021. Under this scheme, any 'Locally Employed Staff' directly employed by Her Majesty's Government, and assessed to be at serious risk of threat to life, were eligible to apply for ARAP regardless of their employment status, rank or role, or length of time served. Through this scheme, councils across the UK had already offered support to 2000 individuals, with over 300 properties made available. People who were relocated under the scheme were supported for a 12-month period by a local authority offering accommodation, as well as a package of advice and assistance and cash support, all funded by the scheme. Those who qualified and chose to relocate to the UK with their families, the Leader reported, were not expected to return to Afghanistan. After completing five years limited leave, they could apply for permanent residence in the UK.

The Leader reported that ESC had already offered accommodation in Lowestoft and had so far welcomed three single males, as part of this scheme, to a property in the town. The new residents moved in on 17 August, following their statutory Covid quarantine and Anglia Care Trust (ACT) was delivering the package of support on ESC's behalf. ACT had been active in this area for the last six years as part of the Suffolk Refugee Resettlement Programme and had a wealth of experience working with people and families in great need. In addition, other registered housing providers were providing accommodation support. Newtide had offered three properties and other providers were assessing options. Given ESC's good relationships with Newtide, it would of course continue to provide a link and liaison with anyone offering this accommodation to support the overall process.

As could be seen, however, the Leader added, the situation had worsened considerably and on 18 August the Government launched the new Afghan Citizen Resettlement scheme, a further initiative designed to welcome Afghans to the UK.

The UK Government's ambition was for the new Afghanistan citizens' resettlement scheme to resettle 5,000 Afghan nationals who were at risk due to the current crisis, in its first year, and 20,000 over the coming years. Priority would be given to women and girls, plus religious and other minorities, who were most at risk of human rights abuses and dehumanising treatment by the Taliban.

Much would depend however, the Leader reported, on the ability of individuals to receive safe passage from Afghanistan and the complex picture on the ground meant there would be significant challenges delivering the scheme. Currently, the Suffolk councils were awaiting further information from the Government about the exact details of the scheme and how it would be managed and the Leader advised that he would provide an update as soon as he had further information.

The Leader referred to the kindness being shown by the people of East Suffolk and the support of varying kinds being offered by residents and communities who, like ESC, wanted to do something to help.

The Leader directed people to two online resources with further information. The reality, at this stage, was that ESC could not know exactly what support would be required but updates would be provided in due course at www.suffolkrefugee.org.uk and on a dedicated Suffolk County Council page which was at www.suffolk.gov.uk/howyoucanhelp.

4 Minutes

RESOLVED

That the Minutes of the Meeting held on 13 July 2021 be agreed as a correct record and signed by the Chairman.

5 East Suffolk and Great Yarmouth City of Culture 2025 Bid

Cabinet received report **ES/0864** by the Deputy Leader and Cabinet Member with responsibility for Economic Development, and the Cabinet Member with responsibility for Communities, Leisure and Tourism, the purpose of which was to update Cabinet in respect of ESC's joint bid with Great Yarmouth Borough Council (GYBC) for the City of Culture 2025 and secure a budget to support the bid to full submission should it be successful in being longlisted and shortlisted. The report set out the next steps following the submission of the expression of interest in July 2021 and the resources required to progress to the next stage should the bid be longlisted.

The Deputy Leader reported that the competition would be strong, and he referred to ESC and GYBC being one of 27 that had submitted an expression of interest, with the 27 reducing to six in September and to three in early 2022. A winner would be announced in May 2022 and the full application would need to be submitted by January. The Deputy Leader stated that a strong bid would be required and he referred to the excellent work undertaken thus far being a credit to the officer team. The Deputy Leader referred to the financial ask within the report, that being an allocation of £100k, which he said would be matched by GYBC. There would also be an application to New Anglia LEP for £80k to support the bid.

The Deputy Leader highlighted that the bid was not complete and should the councils progress to the next stage sub-groups would be set up to assist; another opportunity for further engagement and strengthening the bid. The Deputy Leader further highlighted that independent of City of Culture status a further outcome from the work would be a Cultural Strategy for the District.

The Leader referred to the importance of this sector and the opportunity to highlight the great things that were happening across the whole of the District, and to boost the local economy, and in particular the providers of culture and arts in the District.

Cabinet gave its full support for the bid, with the Cabinet Member with responsibility for the Environment commenting that East Suffolk was an amazing place to live, with the amazing landscapes, from the deep forests to the shingle beaches, and everything in between.

In response to a number of questions by Councillor Byatt, the following information was provided. Regarding engagement, as many partners as possible would be engaged and involved so that a strong bid could be submitted. Regarding the recruitment of an Artistic Director, it was confirmed that, at this point, no decision had been taken on the employment status of that person but, bearing in mind the two and a half year run-in until the actual City of Culture year itself, the importance of recruiting somebody for the long term was emphasised. Regarding fund raising, as referenced within the report, the amount of work to be undertaken related to the development of the bid was emphasised, along with the events that would take place, and that would involve a significant team of people, expertise from consultants from time to time, and fund raising would need to take place, along with external funding and sponsorship.

Councillor Byatt commented that it was pleasing to see that the Chair of the Board was local; he also commented on what he saw as an implication within the report that Lowestoft and Great Yarmouth were one and a half hours from London; he commented that this was not yet the case and he suggested that calls should be made for Greater Anglia to run once again the direct train from Liverpool Street to Lowestoft.

Councillor Gooch, after giving her support for the bid, suggested that more could be made of the high profile figures of British culture that had either lived or grown up locally, or had been inspired by the location. Councillor Gooch also referred to communication and languages and suggested that more could be done in respect of language and being more diverse in linguistic identity. Lastly, Councillor Gooch commented that she had recently visited Coventry, specifically because of the City of Culture, and she commented on the clear message that they had in respect of movement (the automobile trade, the bicycle trade, watchmaking and political movements like "Two Tone"). Councillor Gooch referred to the importance of having a Unique Selling Point. The Leader, in response, referred to reaching the long list stage, when ideas would be further developed.

Councillor Topping referred to the eight week engagement plan, as referenced within the report, and in particular the 120 cross sector organisations that had already provided letters of support. Councillor Topping referenced the importance of the councils being all-inclusive with people who had not forwarded a letter of congratulations. The Leader stated that many organisations would be involved in the working up of the bid and the Deputy Leader referred again to the sub-groups that would be set up to explore further the content of the bid.

Councillor Coulam, after referring to the large numbers of people who were currently visiting the area, gave her full support for the bid.

Councillor Byatt, after referencing the Heritage Open Days, stated that he hoped that part of the bid would be talking about those and how they had been taking place for some years. It was confirmed that they would.

On the proposition of Councillor Rivett, seconded by Councillor Smith, it was by unanimous vote

RESOLVED

1. That a budget of £100k to support the development of the City of Culture bid should it be longlisted be approved.
2. That the development of an East Suffolk Cultural Strategy regardless of the outcome of the City of Culture bid and the District seeks to deliver an ambitious cultural programme be approved.

6 East Suffolk Local Council Tax Reduction Scheme for 2022/23

Cabinet received report **ES/0862** by the Cabinet Member with responsibility for Resources, the purpose of which was to review the 2021/22 Local Council Tax Reduction Scheme (LCTRS) and consider options for the scheme for 2022/23. The LCTRS provided important support to people in East Suffolk, directly contributing to the key theme of Enabling Communities. The changes proposed for implementation in April 2022 would further reduce customer notifications and contact; further reduce continuous changes to benefits received; and contribute to overall improvement of the customer journey. It was recommended that the focus of consultation and implementation be on those options intended to improve the customer journey and reduce customer contact and the burden of evidence requirement, specifically the following: reducing the capital threshold to £10,000 and abolishing tariff income; introducing a fixed rate deduction of £7.40 for non-passported non-dependants; streamlining the claim process; increasing tolerance for Universal Credit data re-assessments.

In response to a question from Councillor Topping regarding anybody that defaulted on monthly payments, twice, and the entire bill then having to be paid in totality, and whether ESC had any discretion in that regard, it was confirmed that that was the case, it was enshrined within the Local Government Finance Act; however, there were more stages involved; officers advised that councils would look to secure the debt by advising customers that they had lost their right to instalments; however, in most cases, that would lead the customer to engage with the Council and then a repayment schedule could be entered into. Officers advised that they would also seek to do that because it was their wish to assist customers as much as possible. There was also the ability to award an exceptional hardship payment if that was relevant, and the Council would give as much support as possible. The final course of action would involve the Council looking to take any further enforcement action.

The Leader added the importance of customers engaging with ESC as soon as possible so that any difficulties, where possible, could be resolved.

In response to concerns expressed by Councillor Coulam regarding reducing the capital threshold reducing from £16k to £10k, and how that might impact on members of the public, officers referred to the detail within the report, and the number of customers that might potentially be impacted; they could of course claim again once their capital dropped below £10,000 and there was also the ability through the exceptional hardship scheme to help people who were in arrears with their council tax.

On the proposition of Councillor Cook, and seconded by Councillor Borroughes, it was by unanimous vote

RESOLVED

That a consultation be undertaken on the following proposed amendments to the East Suffolk Local Council Tax Reduction Scheme (LCTRS) for 2022/23:

- Reducing the capital threshold from £16,000 to £10,000 and abolishing tariff income.
- Introducing a fixed rate reduction of £7.40 for non-dependants.
- Further streamlining the claim process.
- Increasing the tolerance for Universal Credit data re-assessments from £65 per month to £100 per month.

7 Extension of East Suffolk Youth Employment Service

Cabinet received report **ES/0865** by the Deputy Leader and Cabinet Member with responsibility for Economic Development, and the Cabinet Member with responsibility for Communities, Leisure and Tourism.

Cabinet was advised that young people aged 16-24 had been affected by the Covid pandemic in ways that were not immediately clear, and the long-term effects on their 'life chances' through employment, education, and training remained largely unknown but were expected to be significant and detrimental.

At the start of the pandemic, young people saw their secondary education disrupted, and as time progressed, their transition into further and higher education was also being affected. For those in work, and at the start of their careers, young people were facing a lack of employment opportunities, redundancy, and furlough. These factors had rarely been seen in peacetime and had contributed to increased uncertainty for young people at a vulnerable period in their lives.

Whilst the economy was recovering following the easing of lockdown restrictions, it remained unbalanced and uncertain. GDP remained below pre-pandemic levels, and supply chains had been shown to be vulnerable to global factors. Labour and material costs had increased, compounding the challenges for businesses that were already vulnerable.

The report before Cabinet considered the issues facing young people in East Suffolk in terms of employment, education and training and proposed a two year extension to the current contract that built on existing work supported by ESC and partners, including Suffolk County Council, and provided a comprehensive framework to support young people into employment, education, or training, as well as providing important wellbeing services and support.

The Deputy Leader reported that ESC commissioned Inspire Suffolk to provide the Youth Employment Service to provide district-wide support to 16-24 year olds who were not in education, employment or training and, to date, the Deputy Leader advised, 909 young people had used the service, of which 406 had had a positive

outcome. At this point, the Cabinet Member with responsibility for Communities, Leisure and Tourism presented three case studies. The Deputy Leader, in conclusion, highlighted the reference within the report to the wellbeing pilot that included psychotherapy support and he reported that this would become part of the service offered. The Deputy Leader paid tribute to Inspire Suffolk for adapting so quickly, like many, to the restrictions that the pandemic had brought to business as normal.

The Leader stated that an extension to this vital service was crucial; he highlighted the work that ESC had carried out with its partners and referred to the fortunate position with everybody having the necessary resilience and flexibility to continue to deliver in what had been an exceptional period in the history of East Suffolk.

Councillor Byatt, after giving his support for the proposals and referencing Lowestoft that had 55% of young people claiming Universal Credit and searching for support, asked a number of questions; Councillor Byatt asked if it was known, how many young people, over time, dropped in and out of the programme, and he referred to those who had a positive outcome; he asked if they continued positively into adulthood and work. Councillor Byatt referred to work undertaken by Lowestoft Rising and a report that had been produced and he asked for their work, their input, and their success rates, to be considered. Councillor Byatt referred to Inspire Suffolk, who co-ordinated the programme, and asked if the young people were asked how it had affected them and whether they were satisfied with the outcomes.

The Deputy Leader referred to the work of other organisations and other activities that ESC was engaged in to ensure that young people were given every opportunity possible. Officers added that all participants in the Youth Employment Service were surveyed; unfortunately they did not have the response rates to hand, but confirmed that they would be forwarded to members. Officers, referring to the long term, ie beyond six months, one year, two years, after the Youth Employment Service had intervened, confirmed that this was something that they could look at as they potentially moved into years three and four.

Councillor Jepson commended the work, applauding the added value of the ongoing mentoring and support that would be given to the young people, which had not always been available.

The Leader, commenting on any young people who might drop out, referred to the ambition to re-engage and work, to keep making the offers, and work with young people.

Councillor Gooch asked if any young people might fall between the gaps if they were not registered for any benefits or were on a zero hours contract. The Leader confirmed that it was possible for people to fall between the gaps, as it was for homeless people, and ESC relied on a number of sources to offer support, guidance, and to reach out to young people. Officers added that there were employment coaches that were embedded within the community to assist.

Councillor Gooch asked if there would be any support for students who were multi lingual but not that confident in English. Officers reported that Inspire Suffolk had many years of experience working with a diverse population of young people and that

inclusivity was built into the way that it worked; officers, referring to young people that had been directly supported through the East Suffolk Youth Employment Service, advised that they did not have a breakdown of those for whom English was a second language but, again, that was something that could be captured going forward.

In response to a question from Councillor Topping regarding how many young people could be helped with the money that was being pledged, officers, in response, confirmed that 600 participants were being targeted for each year, for two years.

Councillor Topping, referring to Inspire Suffolk, and the Employment Coaches that were based in Lowestoft, Leiston and Felixstowe, suggested that perhaps more communication needed to take place in respect of reaching the market towns. The Leader, in this regard, suggested that ward members would be able to assist with this. Officers added that the pandemic had prevented the original aim from taking place, ie that market towns would be served by a peripatetic service where they would be based in Leiston, but they would go out and talk to individuals in local libraries, cafes, etc. Moving into years three and four, there would be drop in venues in Lowestoft, Felixstowe and Leiston and the market towns would continue to be served via the peripatetic service. There would be three Employment Coaches, with three zones, each with their own Employment Engagement Advisor, meaning that market towns and surrounding villages would have a dedicated Advisor.

On the proposition of Councillor Rivett, and seconded by Councillor Smith, it was by unanimous vote

RESOLVED

That funding for a further two-year extension to youth employment services in East Suffolk at a cost of £230,267 be approved. The first year of the extension will be an extension to the existing contract with Inspire Suffolk whilst the second year of the extension will need to go out to procurement.

8 Fleet De-Carbonisation - An Interim Solution

Cabinet received report **ES/0866** by the Cabinet Member with responsibility for the Environment who reported that in its Strategic Plan 2020/24 ESC pledged to put the Environment at the heart of everything it did and to become a carbon neutral council by 2030. In so doing, it committed to making radical changes to its operational assets, including its vehicle fleet.

In 2020/21 the Council's diesel fleet of some 246 vehicles, including its 48 heavy goods refuse lorries, accounted for approximately 44% of the Council's total carbon emissions. Encouraged by debate at the Environmental Task Group, several approaches to reducing these emissions had been investigated. Some were not yet possible as the technology was not sufficiently advanced, for example, electrification and hydrogen power. Others involved less developed supply chains and therefore posed a risk to service delivery and were particularly expensive to implement, for example, biogas.

The report before Cabinet proposed the replacement of diesel, the fuel currently used by the fleet, by Hydrotreated Vegetable Oil (HVO). This change could be implemented quickly, without the need for engine modifications and therefore at a reasonable cost. It would dramatically reduce the diesel fleet's carbon emissions.

The Cabinet Member with responsibility for the Environment stated that, right now, HVO was the perfect solution; vehicles would not need to be altered, although provision for replacement tanks had been made within the report, he had been reassured that no new tanks would be needed. Also, he advised, he would ensure that the oil was certified as palm free. Making this change, he reported, the carbon footprint for the entire fleet would be reduced by 91% and it would reduce ESC's total emissions by 32%. Councillor Mallinder reported that there would be an increased cost, however, he believed that it was a small price to pay to save the Planet. Councillor Mallinder gave thanks to officers for their work.

After giving his support for the proposal, the Cabinet Member with responsibility for Resources highlighted the significant investment required of £174,000; he also referred to this being an interim measure and the further larger amounts of money expected to fund movements, especially related to the development of hydrogen and waste collection in the future. Councillor Cook advised Cabinet that the budgetary processes would have to take account of the work that ESC would do in quite rightly supporting its environmental agenda.

The Leader echoed the words of the Cabinet Member with responsibility for Resources, stating that it was the right thing to do in support of ESC's ambitious environmental agenda.

Cabinet Members gave thanks to the Cabinet Member with responsibility for the Environment for his work, acknowledging that this was an interim solution, it would cost money, but Cabinet's view was that action needed to be taken now.

After noting that specialist tanks would not be required, it was confirmed that the recommendation within the report would be amended to take account of this.

The two Opposition Group Leaders, Councillor Topping and Councillor Byatt, gave thanks for the report.

Councillor Gooch asked if there was any potential for a "circular" economy in the future, suggesting that ESC might be able to "grow its own". It was confirmed that that was possibility.

On the proposition of Councillor Mallinder, and seconded by Councillor Burroughes, it was by unanimous vote

RESOLVED

1. That changing the fuel used by all the Euro 6 rated diesel-powered vehicles in the Council's vehicle fleet from diesel to certified palm oil free Hydrotreated Vegetable Oil fuel be approved;

2. That a procurement process in Autumn 2021 for the supply of certified palm oil free Hydrotreated Vegetable Oil fuel meeting the International Sustainability and Carbon Certification be approved;
3. That other than in the most exceptional circumstances any replacement or new fleet vehicles (whether leased or purchased) are Euro 6 compliant.

9 Infrastructure Funding Statement 2020/21 and CIL Funding Bids

Cabinet received report **ES/0867** by the Cabinet Member with responsibility for Planning and Coastal Management, which was introduced by the Assistant Cabinet Member for Planning and Coastal Management.

Cabinet was asked to receive and note the Infrastructure Funding Statement (IFS) 2020-21, which comprised of the Community Infrastructure Levy (CIL) Report, the Section 106 Report, and the Infrastructure List, and to approve this for publication. This was a statutory document, the content of which was prescribed under Regulation 121A and Schedule 2 of the CIL Regulations 2010 (as amended). This document was required to be published on the Council's CIL webpages by 31 December 2021.

The IFS 2021-21 was attached as Appendix A to the report and had been reviewed by the CIL spending Working Group, and was recommended for publication.

A detailed summary of the proposed CIL funding allocations to support the planned infrastructure projects was attached to the report as Appendix B. The CIL Spending Working Group had reviewed the proposed bids and made its recommendations within Appendix B. If planned infrastructure projects were not delivered in a timely manner this could make planned housing growth unsustainable.

Cabinet Members gave thanks for the report; the Cabinet Member with responsibility for Resources particularly referenced the investment made in early Early Years Education and the former Badingham Play School which had to find temporary accommodation to continue operating; Councillor Cook was delighted that ESC was able to contribute to the new building in Dennington which would serve the whole of the Framlingham ward and beyond. Councillor Cook referenced the other projects which he believed showed the commitment of ESC to provide the infrastructure that the Framlingham Ward required. The Cabinet Member with responsibility for Planning and Coastal Management referenced Bungay High School, which was much valued by the community; he was delighted that CIL money was being used to help to build these new facilities. The Cabinet Member with responsibility for Transport referred to the community facility in Worlingham, stating that he had very much been involved in this; he was delighted that the CIL funding had brought this project to fruition, subject to planning permission. The Cabinet Member with responsibility for the Environment, stating how waste was dealt with was very important, added that he was delighted to see that a new recycling centre was being partly funded. The Deputy Leader, after giving thanks for the report, highlighted the great impact, whether the funding be large or small, that the projects could have throughout the district.

The Assistant Cabinet Member with responsibility for Planning and Coastal Management gave his thanks to the officers for all of their hard work and the Cabinet

Member with responsibility for Planning and Coastal Management, in turn, gave his thanks to the Assistant Cabinet Member.

Following questions from Councillor Byatt, the following information was provided by officers: in respect of affordable housing contributions, over a number of years the Council had collected in place of on-site affordable housing provision on developments, commuted sums towards affordable housing and that required the Council to come forward with projects or work with housing providers to deliver projects in other areas. Also, in respect of the commuted sums that were allocated to budgets and not yet spent, that money was ring-fenced for projects that were still in progress.

Councillor Topping gave thanks for the report and added how pleased she was to be sitting on the CIL Spending Working Group.

On the proposition of Councillor Ritchie, and seconded by Councillor Cook, it was by unanimous vote

RESOLVED

1. That the Infrastructure Funding Statement 2020-21 be approved for publication by 31 December 2021, subject to further minor financial amendments confirmed through the Assistant Cabinet Member with responsibility for Planning and Coastal Management and the Cabinet Member with responsibility for Finance.
2. That the recommendations for allocating Community Infrastructure Levy funding towards the proposed infrastructure Projects as outlined in Appendix B be approved.

10 Joint Coastal Projects Board

Cabinet received report **ES/0869** by the Cabinet Member with responsibility for Planning and Coastal Management, who reported that over the last two years Corton and Gunton, Pakefield and Thorpeness had experienced increased rates of erosion. This rate of erosion was impacting upon homes, businesses and the communities in these areas. Three projects had been initiated to capture and review data and evidence around coastal processes and to assess options. In addition, Shoreline Management Plan policies were being examined.

Partial project governance had been established and a Project Team had been established for each project. For the Pakefield and Thorpeness projects there were established community steering groups. The Suffolk Coast Forum had provided overview of progress to date and would continue to do so to completion.

Establishing a full, clear open, honest and transparent governance structure was crucial to decision making. Best practice for other projects such as the Gorleston to Lowestoft Coastal Strategy had ensured that decisions made about future coastal management were open to scrutiny, giving confidence to communities and statutory partners such as the Environment Agency and Natural England.

The report before Cabinet set out the aims and objectives of a proposed joint coastal project board. It acknowledged that a project level board for each geographical area

was likely to require commitment of time and attendance from a similar pool of members, officers and partners. The report then sought to minimise that commitment whilst retaining a comprehensive route for decision making.

The commitment to attend a joint Board would be four meetings per year. Separate boards for each project would result, for some members, officers and partners, in a further eight meetings per year.

The Cabinet Member with responsibility for Planning and Coastal Management referred to the recommendation within his report, reporting that he would **be proposing one correction to that** to reflect that Lowestoft Town Council would have the opportunity to appoint to the Board, not ESC.

Cabinet Members gave thanks to the Cabinet Member with responsibility for Planning and Coastal Management, and officers, for their work, referring to the time that had been spent, and the officer expertise provided.

Councillor Topping, Councillor Gooch and Councillor Byatt all gave thanks for the report, and welcomed the cross-party engagement and communication. In response to a question by Councillor Byatt, who asked if ESC would be responsible for any erosion that might happen around the Sizewell C site, if built, and if so, should ESC be building in emergency funding in case required. Officers confirmed that this particular Project Board would be very specific and Sizewell C was a large issue on its own and other members of the team were addressing that through the various hearings etc.

On the proposition of Councillor Ritchie, and seconded by Councillor Brooks, it was by unanimous vote

RESOLVED

That the formation of a single Joint Coastal Project Board to provide scrutiny and guidance to the three on-going projects in Corton and Gunton, Pakefield and Thorpeness be approved. This will be an executive group with no financial/budgetary responsibilities but will provide recommendations to Cabinet at relevant stages in each project's progress. The Joint Coastal Project Board will comprise of Members covering the interests of the coastal communities involved. It is agreed that the following Members would constitute the Board's make-up, supported by senior officers: Cllr David Ritchie; Cllr Mary Rudd; Cllr Peter Byatt; Cllr Tony Cooper; Cllr Russ Rainger; Cllr Tom Daly.

11 Adoption of Residential Development Brief for WLP2.14 Land North of Union Lane, Oulton Supplementary Planning Document

Cabinet received report **ES/0868** by the Cabinet Member with responsibility for Planning and Coastal Management, who reported that the purpose of the report was to consider and adopt the Residential Development Brief for WLP2.14 Land North of Union Lane in the East Suffolk Council - Waveney Local Plan.

The Residential Development Brief was a Supplementary Planning Document (SPD) and once adopted, it would carry weight in the determination of any planning applications

for this site. It highlighted the considerations that any development on the site would need to respond to and outlined the Council's aims for the site whilst allowing for innovative design.

The Cabinet Member with responsibility for Planning and Coastal Management, after referencing the many sites that were allocated for residential development throughout the District within the two Local Plans, reported that it was good practice to give further guidance as to how a local authority would like development to proceed; it would, he said, hopefully improve the quality of future developments and it would give confidence to potential developers of sites. Councillor Ritchie added that his aim was to produce development briefs for all of the smaller sites across the district.

Councillor Ritchie referred to the six week consultation that had taken place and reported that many of the responses had been taken on board; he outlined many of them as referenced within the report.

Following Cabinet welcoming the Development Brief, Councillor Byatt referred to the reference within the report that "discussions must be held with Suffolk County Council to determine the appropriate form for the junction from Parkhill"; Councillor Byatt commented that he knew this location well, and while he welcomed another 150 homes, he expressed concern regarding the road and the amount of traffic.

Councillor Gooch, after echoing the words of Councillor Byatt, commented on the tone of the document and enquired about its weight and status. In response, it was confirmed that the purpose of the document was that it was guidance and the wish to demonstrate what was desirable; it was a Supplementary Planning Document and, as such, it could not add further Policy expectation as to what was already in the Local Plans.

On the proposition of Councillor Ritchie, and seconded by Councillor Brooks, it was by unanimous vote

RESOLVED

1. That the residential development brief for WLP2.14 Land North of Union Lane, Oulton (Appendix A) be adopted.
2. That the Head of Planning and Coastal Management, in consultation with the Cabinet Member with responsibility for Planning and Coastal Management, is authorised to make any presentational or typographical amendments to the residential development brief for WLP2.14 Land North of Union Lane, Oulton prior to it being published.

12 First Light Festival 2022

Cabinet received report **ES/0870** by the Deputy Leader and Cabinet Member with responsibility for Economic Development, and the Cabinet Member with responsibility for Communities, Leisure and Tourism, the purpose of which was to update Cabinet on the work and progress of the First Light Festival and request funding to support a full festival programme in 2022.

The Deputy Leader stated that the First Light Festival 2022 would be bigger and better than before, with a focus and clear message of leaving no trace. The Deputy Leader reminded members that the 2019 inaugural Festival saw 30,000 visitors, every hotel room was booked and hundreds of artists were involved. He said that a key impact for him was that 35% of those who attended had not visited Lowestoft before and 96% from those outside Lowestoft had said that they would visit again. The Deputy Leader referred to the 2020 event, with its extensive restrictions due to the virus, but none the less achieving a digital reach of 49,000. The Deputy Leader reported that the 2022 Festival would be part of the District's economic recovery from Covid; he also stated that the long term future of the Festival was also in planning and officers were seeking to achieve designation as National Portfolio Organisation and such a designation would secure Arts Council funding for four years. In conclusion, the Deputy Leader stated that the report requested an additional £85,000 to be allocated to the First Light Festival for 2022 to supplement the allocated underspend from this year's Festival.

The Cabinet Member with responsibility for Customers, Communities and Leisure echoed the words of the Deputy Leader, and spoke in full support of the proposals.

The Leader referred to the importance of ESC doing all that it could to support First Light into becoming sustainable going forward and he referenced the work of officers who were working towards this. He made it clear that the event should not be expensive for people to attend.

The Cabinet Member with responsibility for Planning and Coastal Management, who had attended the Festival in 2019, stated that it had exceeded all expectations, and he very much looked forward to the 2022 event.

The Cabinet Member with responsibility for Resources gave the recommendations his full support, stating that it was an excellent investment on the event's road to becoming an event of national significance.

The Cabinet Member with responsibility for the Environment stated that he was delighted to hear the references to the environment; he applauded the way that ESC incorporated the environment into its decision making process; he hoped that there would not be any litter on the beach after the event.

Councillor Byatt, after welcoming the report, asked if ESC would be engaging with Cefas in respect of opening its gardens at the front of the new building and possibly providing cafe facilities. The Deputy Leader confirmed that officers would be engaging with Cefas in this regard.

Councillor Byatt also referred to plans to put in a boardwalk on the beach, for disabled people to be able to get down onto the beach; he stated that it would be nice if that was in place for the 2022 Festival. The Deputy Leader responded that work was progressing and he referred to assessment works that needed to be undertaken to secure the potential boardwalk to a groyne; he hoped that the boardwalk installation would take place early in 2022.

Councillor Gooch referred to the wonderful event that had taken place in 2019. Councillor Gooch, referring to litter, and a festival that she had recently attended in Europe, where almost everybody moved their litter to the refuse areas, stated that ESC should be aiming for zero stray waste.

On the proposition of Councillor Rivett, and seconded by Councillor Smith, it was by unanimous vote

RESOLVED

1. That the significant positive impact of the First Light Festival to the local economy and communities and the positive response to the Longest Days of Summer 2021 be noted.
2. That the 2022 First Light Festival with a grant of £200,000 comprising the already allocated £114,277 from the Business Rate Pilot Reserve and a further £85,723 growth to the General Fund in 2022/23 be supported.

13 Exempt/Confidential Items

The Leader reported that in exceptional circumstances, the Council may, by law, exclude members of the public from all, or part of, an Executive decision-making meeting. The Council should, unless there were urgent circumstances, give notice of its intention to do so via the Forward Plan, which was updated and published on its website 28 clear days prior to the meeting.

There were various reasons that the Council, on occasions, had to do this and examples were because a report contained information relating to an individual, information relating to the financial or business affairs of a particular person, or information relating to any consultations or negotiations.

Tonight, the Leader stated, Cabinet would be considering two substantive exempt matters which were outlined in agenda items 7 and 8 on the published agenda. Firstly, Cultural Development Fund, asked Cabinet to consider giving approval to apply to the Cultural Development Fund for resources and if successful accept the funding. ESC had recently submitted a joint Expression of Interest with Great Yarmouth BC to become the UK City of Culture 2025. If successful, this would create a step change in investment in the local cultural and creative sector and put East Suffolk on the map at a national and international level. The Towns Fund cultural projects were expected to be completed by 2025 which aligned with the start of the City of Culture in 2025. Obtaining additional grant funding through the Cultural Development Fund would not only meet an existing funding gap but also scale up ambition, achieving more for the local creative sector, business more generally and the local community.

Secondly, Operating Agreement for East Point Pavilion, this report, the Leader stated, set out the recommendation for First Light Festival Community Interest Company to operate East Point Pavilion. The venture sought to create a new and exciting food hub and events space that aimed to attract food traders to occupy the kiosks within the Pavilion as well as artists, entertainers, comedians, DJs, and bands to feature as part of the events programme. The venture aimed to not only employ local people but also to attract visitors from a wide catchment. The regeneration of the seafront was a key

regeneration objective for Lowestoft and as outlined within the Town Investment Plan the Pavilion was central to the work to provide a tourist destination for all ages, 365 days of the year. The building formed part of the Seafront Vision, developed by Hemmingway Design, and was a key regeneration project for East Suffolk the Leader concluded.

RESOLVED

That, that under Section 100A(4) of the Local Government Act 1972 (as amended), the public be excluded from the meeting for the following items of business on the grounds that they involved the likely disclosure of exempt information as defined in Paragraphs 3 and 4 of Part 1 of Schedule 12A of the Act.

14 Exempt Minutes

- Information relating to any consultations or negotiations, or contemplated consultations or negotiations, in connection with any labour relations matter arising between the authority or a Minister of the Crown and employees of, or office holders under, the authority.
- Information relating to the financial or business affairs of any particular person (including the authority holding that information).

15 Freeport East Outline Business Case

- Information relating to the financial or business affairs of any particular person (including the authority holding that information).

The meeting concluded at 9.08 pm.

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Chairman

Unconfirmed



Minutes of a Meeting of the **Cabinet** held in the Deben Conference Room, East Suffolk House, on **Tuesday, 5 October 2021 at 6:30 pm**

Members of the Cabinet present:

Councillor Norman Brooks, Councillor Steve Gallant, Councillor Richard Kerry, Councillor James Mallinder, Councillor David Ritchie, Councillor Craig Rivett, Councillor Mary Rudd, Councillor Letitia Smith

Other Members present:

Councillor Edward Back, Councillor Peter Byatt, Councillor Alison Cackett, Councillor Louise Gooch, Councillor Tracey Green, Councillor Mark Jepson, Councillor Frank Mortimer, Councillor Trish Mortimer, Councillor Caroline Topping

Officers present: Stephen Baker (Chief Executive), Kerry Blair (Head of Operations), Karen Cook (Democratic Services Manager), Sarah Davis (Democratic Services Officer), Kathryn Hurlock (Asset and Investment Manager), Andrew Jarvis (Strategic Director), Helen Johnson (Culture and Heritage Programme Manager), Nick Khan (Strategic Director), Sue Meeken (Political Group Support Officer (Labour)), Brian Mew (Chief Finance Officer & Section 151 Officer), Agnes Ogundiran (Conservative Political Group Support Officer), Nicole Rickard (Head of Communities), Daniel Waring (Environmental Sustainability Officer), Nicola Wotton (Deputy Democratic Services Manager)

1 Apologies for Absence

Apologies for absence were received from Councillor Burroughes and from Councillor Cook.

2 Declarations of Interest

There were no declarations of interest.

3 Announcements

There were no announcements.

4 East Suffolk Council Funding for Disability Information, Advice and Support Services in East Suffolk

Cabinet received report **ES/0904** by the Cabinet Member with responsibility for Communities, Leisure and Tourism, the purpose of which was to seek growth funding to ensure equitable access to information, advice and support services for people with disabilities across East Suffolk. Councillor Smith reported that the proposal within the report would ensure that support could be provided to people with a wide range of disabilities across the whole of the District Council area. This would help provide greater certainty that the health, wellbeing and safety of those with disabilities was maximised. Funding to support two organisations covering the whole of the District would maximise the opportunity to enable/support people with disabilities to participate in the eight community partnerships and enable both organisations in the area to work with East Suffolk Council (ESC) to take positive action on the issues identified by the target group.

Councillor Smith highlighted, as referenced within the report that, currently, 20.4% of the East Suffolk population said that their lives were limited a little, or a lot, by a disability or long term health conditions, compared to nationally, which was 17.6%. Councillor Smith reiterated that ESC currently funded one disability information group for advice and support in the north of the district and the proposal was to fund a group in the south of the District so that the same independent advice could be provided.

Following a question from the Cabinet Member with responsibility for Housing in respect of the higher than national level percentage figures provided by Councillor Smith, it was confirmed that this was for a number of reasons, ie related to the demographics and the ageing population within East Suffolk, which was higher than the national average, and because in some parts of the District there were particular disabilities and long term health conditions that were linked to employment that people had held in the past. The Leader referred to the importance of ESC reaching out and doing all that it could in support.

Councillor Frank Mortimer, after giving his thanks to the Cabinet Member with responsibility for Communities, Leisure and Tourism, and officers, for their work, gave his support for the proposals within the report. Councillor Frank Mortimer felt that bringing both forums and both charities together was an important step. Councillor Frank Mortimer also applauded the work of Disability Advice North East Suffolk (DANES).

Councillor Green, after welcoming the proposals within the report, asked for clarification in respect of the Suffolk Coastal Disability Forum and any interaction between the Forum and the group that would be funded in the south of the District. Officers confirmed that there was a simple Service Level Agreement (SLA) in place with DANES and something similar would be developed with Disability Advice Suffolk (DAS); there was already a connection but it would be written in as part of the SLA that they would work with the Disability Forum that covered the Suffolk Coastal area.

Councillor Gooch, referring to the SLAs, and the activities that were currently supported by DANES, and the newly developed SLA for DAS, enquired in respect of standardising communications that would go out from both organisations, ie plain English etc. It was confirmed that one of the aims of the Disability Forums was to ensure that plain English and simple terminology were used and the forums were used

as a point of reference to assist ESC in those ambitions. Officers added that they were working with both Forums in respect of projects and activities where equality impact assessments had identified an impact on people with disabilities. Officers advised that the point raised by Councillor Gooch could be built into the review of the SLAs.

Speaking again, regarding the two Forums, Councillor Frank Mortimer reported that they worked closely together and they also held joint meetings; he applauded their excellent work. The Leader added his thanks to the two Forums, referring to the work that they did to help ESC to understand the issues and fund solutions for members of the community.

Following a question from Councillor Topping in respect of DAS and 85% of clients living in East Suffolk and the remainder being from Ipswich, and the need to avoid duplication, it was confirmed that the 15% balance of clients, generally, lived within the east side of Ipswich, close to Kesgrave / Martlesham. It was confirmed that there was not any duplication with other services in Ipswich.

Councillor Byatt felt that the number of those with disabilities, within the East Suffolk area, would increase over time; he asked if a yearly review of support would be put in place. The Leader, referring to budgets going forward, stated that he was reliant on the Cabinet Member with responsibility for Communities, Leisure and Tourism, and officers to provide him with information, to ensure that the service continued at the level that was suitable for ESC; if that required more money in the future, then that would be considered at the right time.

On the proposition of Smith, and seconded by Councillor Rudd, it was by unanimous vote

RESOLVED

That an additional £12,000 per annum to fund the Disability Advice Service to provide information, advice and support on all aspects of living with a disability to disabled people in the former Suffolk Coastal area, and a small increase in grant funding of £1,000 per year for Disability Advice North East Suffolk which provides services in the former Waveney area be approved.

5 Environment Task Group - Quarterly Update

Cabinet received report **ES/0905** by the Cabinet Member with responsibility for the Environment, the purpose of which was to advise Cabinet on the work of the Environment Task Group, since the last report on 1 June 2021. Confirmation was sought that the Task Group was continuing to deliver on the task it was set by Cabinet to investigate ways to cut ESC's carbon and other harmful emissions.

The Cabinet Member with responsibility for the Environment reminded members that the Environment was a key principle of the Council's Strategic Plan; also ESC had declared a Climate Emergency to reinforce that commitment. The Task Group, Councillor Mallinder reported, focussed on more than carbon neutrality by 2030 and it looked at all things environmental. There was a breakdown, Councillor Mallinder

advised, in society, where the Environment was considered in that reduction of carbon was important but so too was preserving the nature of biodiversity that removed the carbon from the Environment, ie planting more trees, and also protecting the trees in place. Referring to Waste, Councillor Mallinder stated that there needed to be more recycling, but also there needed to be better recycling and less waste produced and less consumption.

Councillor Mallinder highlighted a recent report considered by Cabinet, ie the move to Hydrotreated Vegetable Oil (HVO), which would reduce the carbon footprint for the fleet of ESC vehicles by 94% and for the Council as a whole by over 32%. Councillor Mallinder also highlighted the Pardon the Weeds campaign, which he said had been highly successful this year, with over 100 locations across East Suffolk; next year, Councillor Mallinder reported, the campaign would be bigger and better than before.

Councillor Mallinder thanked the Cabinet Member with responsibility for Housing for his work related to the housing stock, making sure that ESC's houses were run as efficiently as possible.

Councillor Mallinder also referred to a recent decision taken by the Council's Strategic Planning Committee, for a new Solar Farm, and he said that it would be one of the biggest in Suffolk, and the UK, contributing to the reduction in carbon.

Councillor Mallinder thanked Cabinet for its support, referring to Cabinet, in its decision making, considering the environmental impact of all decisions that were taken. Councillor Mallinder thanked all officers of ESC, referring to how engaged they were in the Environment, ensuring that ESC delivered environmentally sustainable communities. Councillor Mallinder gave thanks to Councillor Gooch and Councillor Smith-Lyte, referring to their work and enormous contributions in respect of the Environment Task Group.

In conclusion, Councillor Mallinder referred to COP26, stating that he hoped the national leaders would make some big changes as to how society functioned; however, he stated that small changes that everybody could make would make a big difference over time.

The Leader, after giving his thanks to all involved in ESC's environmental agenda, stated the importance of "actions and not words" and he stated that ESC would continue to deliver positive actions.

Cabinet gave its thanks to the Cabinet Member with responsibility for the Environment for his commitment, enthusiasm and hard work.

Councillor Byatt, Councillor Topping and Councillor Gooch all gave their thanks to Councillor Mallinder for his work, welcoming the cross-party Task Group, its productive work, and collaboration.

Councillor Gooch, referring to the HVO work that had taken place, and any transportation issues, asked if the current difficulties in respect of HGV drivers, could have any impact on the supply of this. The Leader stated that there were regular meetings between officers of all councils to consider the impact of the potential issues

around the supply of fuel across the whole of Suffolk; there were no issues at this time and no anticipated issues going forward he stated.

In response to a question from Councillor Topping regarding when the East Suffolk Climate Change Action Plan would be shared with members, Councillor Mallinder reported that it was being developed; work had been delayed due to the Covid pandemic with officers have to rightly work in other areas, but it would be presented to members shortly he advised.

In response to questions from Councillor Byatt in respect of how the Council was plotting its route to net zero and if it would be identified within the annual report if any targets were missed, and also if ESC possessed any figures in respect of its housing stock and insulation, the Leader highlighted that ESC's housing stock was where it ought to be in respect of insulation; more generally, and in respect of private houses, there were some really good charities across the District that did provide support for more vulnerable people in respect of loft insulation etc. The Cabinet Member with responsibility for Housing, referring to the refurbishment of ESC's housing stock, highlighted work that had been undertaken by ESC related to window insulation etc; most of the stock was, Councillor Kerry reported, in the C bracket. ESC would, Councillor Kerry advised, be driven by data and he stated that data described the fabric of a building and its components.

The Cabinet Member with responsibility for the Environment, referring to ESC's ambitions, stated that part of his role was to articulate to communities how they could make a difference; Councillor Mallinder encouraged all ward members to assist him with this, by highlighting campaigns and grants that were available, by encouraging people to think about their own carbon footprints and how they could make a difference.

Officers, referring to the questions posed by Councillor Byatt in respect of how ESC tracked and measured its carbon emissions, advised that they tracked continually the energy consumption figures from all of ESC's built assets, ie those that were under its direct control, but they did not measure the energy consumption for the general housing stock. All figures were analysed on an annual basis to generate ESC's own carbon emissions and they could be divided up by category of source of emissions.

The Leader, in conclusion, stated that ESC's environmental agenda would not necessary save money; potentially, it would cost money; the work that ESC was doing in respect of its environmental agenda had an impact on the finances of the Council but that did not mean that ESC should not do it; it was the right thing to do, the Leader and Cabinet believed; to save the planet and the future of East Suffolk for future generations.

On the proposition of Councillor Mallinder, and seconded by Councillor Kerry, it was by unanimous vote

RESOLVED

That an additional £12,000 per annum to fund the Disability Advice Service to provide information, advice and support on all aspects of living with a disability to disabled people in the former Suffolk Coastal area, and a small increase in grant funding of

£1,000 per year for Disability Advice North East Suffolk which provides services in the former Waveney area be approved.

6 Exempt/Confidential Items

The Leader reported that in exceptional circumstances, the Council may, by law, exclude members of the public from all, or part of, an Executive decision-making meeting. The Council should, unless there were urgent circumstances, give notice of its intention to do so via the Forward Plan, which was updated and published on its website 28 clear days prior to the meeting. There were various reasons that the Council, on occasions, had to do this and examples were because a report contained information relating to an individual, information relating to the financial or business affairs of a particular person, or information relating to any consultations or negotiations.

Tonight, the Leader reported, Cabinet would be considering two substantive exempt matters which were outlined in agenda items 7 and 8 on the published agenda; firstly, Cultural Development Fund, which asked Cabinet to consider giving approval to apply to the Cultural Development Fund for resources and if successful accept the funding. ESC had recently submitted a joint Expression of Interest with Great Yarmouth Borough Council to become the UK City of Culture 2025. If successful, this would create a step change in investment in the local cultural and creative sector and put East Suffolk on the map at a national and international level. The Towns Fund cultural projects were expected to be completed by 2025 which aligned with the start of the City of Culture in 2025. Obtaining additional grant funding through the Cultural Development Fund would not only meet an existing funding gap but would also scale up ambition, achieving more for the local creative sector, business more generally and the local community.

Secondly, Operating Agreement for East Point Pavilion (EPP), the Leader advised that this report set out the recommendation for First Light Festival Community Interest Company (CIC) to operate EPP. The venture sought to create a new and exciting food hub and events space that aimed to attract food traders to occupy the kiosks within the Pavilion as well as artists, entertainers, comedians, DJs, and bands to feature as part of the events programme. The venture aimed to not only employ local people but also to attract visitors from a wide catchment. The regeneration of the seafront was a key regeneration objective for Lowestoft and as outlined within the Town Investment Plan, the Pavilion was central to the work to provide a tourist destination for all ages, 365 days of the year. The building formed part of the Seafront Vision, developed by Hemmingway Design, and was a key regeneration project for East Suffolk.

On the proposition of Councillor Gallant, and seconded by Councillor Rivett, it was by unanimous vote

RESOLVED

That under Section 100A(4) of the Local Government Act 1972 (as amended) the public be excluded from the meeting for the following items of business on the grounds that they involved the likely disclosure of exempt information as defined in Paragraph 3 of Part 1 of Schedule 12A of the Act.

7 Cultural Development Fund

- Information relating to the financial or business affairs of any particular person (including the authority holding that information).

8 Operating Agreement for East Point Pavilion

- Information relating to the financial or business affairs of any particular person (including the authority holding that information).

The meeting concluded at 8:00 pm.

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Chairman



CABINET

Tuesday, 02 November 2021

Subject	East Suffolk Draft Community Infrastructure Levy Charging Schedule – Consultation Version
Report of	<p>CLlr David Ritchie, Cabinet Member with responsibility for Planning and Coastal Management</p> <p>CLlr Maurice Cook, Cabinet Member with responsibility for Resources</p>
Supporting Officer	<p>Adam Nicholls</p> <p>Principal Planner (Policy and Delivery)</p> <p>Adam.nicholls@eastsoffolk.gov.uk</p> <p>07881 005429</p>

Is the report Open or Exempt?	OPEN
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Category of Exempt Information and reason why it is NOT in the public interest to disclose the exempt information.	Not applicable.
Wards Affected:	All Wards

Purpose and high-level overview

Purpose of Report:

The purpose of this report is to seek authorisation to consult on the draft East Suffolk Community Infrastructure Levy (CIL) Charging Schedule, alongside the draft CIL Instalment Policy, and then (after having considered representations) to submit the Charging Schedule for independent examination. (After the examination, assuming that the Examiner recommends that the CIL Charging Schedule can be approved (with or without modifications) the Council hopes to be able to approve (or 'adopt') the Charging Schedule.)

CIL is a mechanism for securing funds from development which must then be spent on infrastructure to support/mitigate the effects of new development in East Suffolk. The CIL Charging Schedule will (when approved) cover the whole of the East Suffolk area, and replace the two existing CIL Charging Schedules, for Waveney (adopted in 2013) and Suffolk Coastal (adopted in 2015), which are now becoming somewhat aged and will benefit from being updated and amalgamated.

The East Suffolk CIL Charging Schedule will therefore help to deliver infrastructure to deliver the growth set out in the Waveney Local Plan (adopted in March 2019) and the Suffolk Coastal Local Plan (adopted in September 2020), as well as any growth set out in 'made' (adopted) Neighbourhood Plans.

Options:

Agreeing consultation on the proposed draft East Suffolk CIL Charging Schedule (including the supporting draft Instalment Policy), and also to submit the CIL Charging Schedule for independent examination, is the recommendation. This would (should the Charging Schedule, post-examination, be agreed/adopted by Council) ensure that there is a single CIL Charging Schedule covering the whole of the district, eliminating current discrepancies and simplifying understanding for developers and landowners. It would also ensure that the CIL rates are up-to-date with recent market evidence and the anticipated growth set out in the two recently-adopted Local Plans – there have obviously been a lot of recent changes in the residential and commercial markets. In addition, it would simplify the administration of CIL for Council officers, having to deal with only one Charging Schedule instead of the current two. (The Instalment Policy is not subject to examination, but will be included in the bundle of supporting documents sent to the Examiner.)

An alternative option is not to progress with the consultation and halt work on the CIL Charging Schedule but for the reasons outlined above, this option is not considered appropriate and is therefore not recommended.

Recommendation/s:

- i) That the Draft Community Infrastructure Levy (CIL) Charging Schedule, including the Draft East Suffolk CIL Instalment Policy, be approved for 6 weeks' consultation

- ii) That the Head of Planning and Coastal Management, in consultation with the Cabinet Member for Planning and Coastal Management, is authorised to make any presentational, typographical and/or other minor (non-material) amendments prior to consultation
- iii) That the Head of Planning and Coastal Management, in consultation with the Cabinet Member for Planning and Coastal Management, is authorised to consider the representations made to the consultation, to make any relevant modifications, and then submit the draft CIL Charging Schedule (and supporting documents) for examination by an independent Examiner
- iv) That the Head of Planning and Coastal Management, in consultation with the Cabinet Member for Planning and Coastal Management, is authorised to agree any further work and/or appropriate changes to the draft CIL Charging Schedule (and Instalment Policy) during the examination as the need may arise

Corporate Impact Assessment

Governance:

No impacts

ESC policies and strategies that directly apply to the proposal:

There are various policies within the two adopted Local Plans (the [Waveney Local Plan](#) and the [Suffolk Coastal Local Plan](#)) to which CIL is relevant, including, in particular, Policies WLP1.3 (Infrastructure) and SCLP2.2 (Strategic Infrastructure Priorities). Other key strategies include the Council's [CIL Spending Strategy](#) (approved in January 2020) and the first (2019/20) [Infrastructure Funding Statement](#) (published on 1st December 2020).

Environmental:

No direct implications. The draft CIL Charging Schedule will help support growth set out in the adopted Waveney and Suffolk Coastal Local Plans (which themselves were subject to Sustainability Appraisal and Habitats Regulations Assessment) but the CIL Charging Schedule does not itself make any land allocations or set any planning policy or environmental requirements directly.

The CIL Charging Schedule has been subject to Strategic Environmental Assessment screening (under the Environmental Assessment of Plans and Programmes Regulations 2004, as amended) and has been screened to ascertain whether there would be potential significant effects on European Habitats sites (under the Conservation of Habitats and Species Regulations 2017, as amended). The screening assessments are available at **Appendix A** and **Appendix B** (respectively) and were consulted on during the consultation on the CIL 'basics' in March and April 2021. No effects were identified, and no consultation responses on the documents asserted otherwise. It is therefore considered that the draft CIL Charging Schedule will have a neutral environmental impact.

Equalities and Diversity:

No impacts.

An Equality Impact Assessment Screening Opinion was produced to accompany the consultation on the CIL 'basics' in March 2021, **Appendix C**). The assessment concluded that there would be no differential negative impacts on those with protected characteristics and no representations were made on the EQIA Screening Opinion. It is

also worth mentioning that the Council has two Discretionary Social Housing Relief policies (one for the former Waveney area, and one for the former Suffolk Coastal area), which allows for 100% CIL relief for the development of social housing.

Financial:

The production and 'adoption' of the CIL Charging Schedule is covered by the existing budget of the Planning Policy and Delivery Team. As the money raised through CIL charges must be ringfenced for infrastructure spending, either by East Suffolk Council or parish/town councils (as relevant) – with the exception of 5% which can be retained by the Council to spend on the administration of CIL (raising charging notices etc) – the new CIL Charging Schedule will not directly affect the Council's financial position.

Human Resources:

No impacts

ICT:

No impacts

Legal:

The production, examination and agreeing (adoption) of a CIL Charging Schedule are governed by the CIL Regulations 2010 (as amended) and the Planning Act 2008. Legal advice has been sought and received on the production of the draft CIL Charging Schedule and taken into account (as appropriate).

Risk:

The main risks are detailed in the body of the report but there are three key risks:

- i) **the Examiner finds that the draft CIL Charging Schedule has not been prepared in line with the regulatory "drafting requirements" and that any non-compliance cannot be remedied through the making of modifications.** However, officers have paid, and will continue to pay, careful attention to the regulatory and other requirements in the preparation of draft CIL Charging Schedule and so this risk is considered low;
- ii) **that the Examiner makes significant reductions to the proposed CIL charges the Council makes, thus reducing the amount of money that can be raised through CIL and spent on infrastructure.** However, the Council has been advised, and will continue to be advised, by its viability consultants (Aspinall Verdi) as to appropriate levels of CIL to charge. An appropriate 'buffer' needs to be allowed for in setting CIL levels, to allow for risks that costs will rise and/or downturns in the market happen, which could otherwise threaten the viability of many schemes. In this context, recent national shortages of some building materials, with consequent price increases, are acknowledged and although the current situation is fluid, it is expected that prices will moderate in time as supply increases to better match demand.

It is believed that appropriate buffers have been set in the draft CIL Charging Schedule and, whilst it can be expected that some representors will seek to claim that at least some of the rates are too high (even with the buffer), the risk of the Examiner making significant reductions are thought to be low (but cannot be ruled out). In addition, the Council can always adjust the balance

between infrastructure delivery through CIL and S106 agreements through the annual Infrastructure Funding Statement to ensure that key infrastructure to support growth is still secured;

- iii) **that the Government's proposed abolition of the existing CIL and S106 legal agreement systems (which together deliver infrastructure and other matters to support growth), and their replacement with a new system called Infrastructure Levy, as set out in the Planning Bill announced in the Queen's Speech in May 2021, moves forward swiftly. This could mean that the new CIL Charging Schedule is either overtaken by events before it is agreed (adopted) or becomes rapidly superseded.** Whilst the Government's intention to bring in the Infrastructure Levy was clear, there are a very large number of uncertainties and complications associated with it. With the arrival in September 2021 of Michael Gove as the new Secretary of State, there will be a (further) delay in changes coming forward and there is perhaps an increased risk of the proposals being amended significantly. Even if it does come in, it is considered that it will take a long time to develop a system which works properly, and there would doubtless need to be a transition period even then. Officers therefore believe that the benefits of pressing on with the production of the East Suffolk CIL Charging Schedule outweigh this risk.

External Consultees:	<p>There has been a public consultation on the CIL viability 'basics' in spring 2021 (detailed in this report) and officers also presented the consultation material at a special meeting of the East Suffolk Developers' Forum on 15th April 2021.</p> <p>Officers also gave a brief overview at two East Suffolk Parish Council Forum meetings, on 4th and 25th March 2021, and held a special meeting with parish councils on 13th April 2021.</p> <p>The Council also holds monthly infrastructure/CIL meetings with Suffolk County Council and so SCC has been kept apprised of the production of the CIL Charging Schedule.</p> <p>Should Cabinet agree the recommendations in this paper, there will be a full public consultation on the draft CIL Charging Schedule and draft CIL Instalment Policy.</p>
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Strategic Plan Priorities

Select the priorities of the Strategic Plan which are supported by this proposal: <i>(Select only one primary and as many secondary as appropriate)</i>		Primary Priority	Secondary priorities
T01	Growing our Economy		
P01	Build the right environment for East Suffolk	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P02	Attract and stimulate inward investment	<input type="checkbox"/>	<input checked="" type="checkbox"/>

P03	Maximise and grow the unique selling points of East Suffolk	<input type="checkbox"/>	<input type="checkbox"/>
P04	Business partnerships	<input type="checkbox"/>	<input type="checkbox"/>
P05	Support and deliver infrastructure	<input checked="" type="checkbox"/>	<input type="checkbox"/>
T02	Enabling our Communities		
P06	Community Partnerships	<input type="checkbox"/>	<input type="checkbox"/>
P07	Taking positive action on what matters most	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P08	Maximising health, well-being and safety in our District	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P09	Community Pride	<input type="checkbox"/>	<input type="checkbox"/>
T03	Maintaining Financial Sustainability		
P10	Organisational design and streamlining services	<input type="checkbox"/>	<input type="checkbox"/>
P11	Making best use of and investing in our assets	<input type="checkbox"/>	<input type="checkbox"/>
P12	Being commercially astute	<input type="checkbox"/>	<input type="checkbox"/>
P13	Optimising our financial investments and grant opportunities	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P14	Review service delivery with partners	<input type="checkbox"/>	<input checked="" type="checkbox"/>
T04	Delivering Digital Transformation		
P15	Digital by default	<input type="checkbox"/>	<input type="checkbox"/>
P16	Lean and efficient streamlined services	<input type="checkbox"/>	<input type="checkbox"/>
P17	Effective use of data	<input type="checkbox"/>	<input type="checkbox"/>
P18	Skills and training	<input type="checkbox"/>	<input type="checkbox"/>
P19	District-wide digital infrastructure	<input type="checkbox"/>	<input type="checkbox"/>
T05	Caring for our Environment		
P20	Lead by example	<input type="checkbox"/>	<input type="checkbox"/>
P21	Minimise waste, reuse materials, increase recycling	<input type="checkbox"/>	<input type="checkbox"/>
P22	Renewable energy	<input type="checkbox"/>	<input type="checkbox"/>
P23	Protection, education and influence	<input type="checkbox"/>	<input type="checkbox"/>
XXX	Governance		
XXX	How ESC governs itself as an authority	<input type="checkbox"/>	<input type="checkbox"/>

How does this proposal support the priorities selected?

Preparing and (later bringing into effect) the CIL Charging Schedule will support the delivery of planned growth (set out in the two Local Plans) both through generating funding to be spent on infrastructure and, in so doing, to provide the appropriate financial 'environment' for development and investment decisions to be made (by, for example, developers, the Council and Suffolk County Council). Alongside the policies of the CIL Spending Strategy, this will help optimise the Council's own financial investments in development and infrastructure. In addition, it will assist parish/town councils by enabling them to receive their share of CIL income to spend on their locally-identified infrastructure priorities, as well as still enabling them to bid into the district CIL pot for infrastructure funds.

Background and Justification for Recommendation

1 Background facts	
	Community Infrastructure Levy Basics
1.1	Community Infrastructure Levy is a charge “which can be levied by local authorities on new development in their area. It is an important tool for local authorities to use to help them deliver the infrastructure needed to support development in their area”. It is not the only way of delivering infrastructure; planning obligations (also known as Section 106 Agreements) and various kinds of highways legal agreements (Section 38 and Section 278 Agreements) may also be available (as appropriate).
1.2	The legislative basis for CIL was introduced through the Planning Act 2008 and it came into force through the Community Infrastructure Levy Regulations 2010. Including coronavirus measures introduced in 2020, there have been 18 separate legislative alterations/amendments affecting CIL since the 2010 Regulations, so CIL remains a complicated area of planning and taxation.
1.3	The proposed rates of CIL – even if £0 (“zero-rated”) – for various development types must be set out in a Charging Schedule, which has to undergo an independent examination before being ‘adopted’. Amendments to an existing CIL Charging Schedule – effectively what is taking place now – must follow the same approach. For qualifying developments (there are various exemptions to CIL, such as self-build dwellings), CIL is charged on a £ per square metre (m ²) basis.
1.4	CIL was introduced in the former Waveney district in 2013 and in the former Suffolk Coastal district in 2015. In line with CIL regulations, CIL rates must be adjusted annually (on 1 st January), using the Royal Institution of Chartered Surveyors (RICS) CIL Index, “to keep the levy responsive to market conditions”. A comparison of the original CIL rates and the current CIL rates is available on the website (links above). As an example, the residential CIL rate for Inner Lowestoft has increased from the original £45 per m ² in 2013 to £66.90 per m ² in 2021 (a small reduction from the £67.10 it was in 2020).
1.5	In addition to the two separate CIL Charging Schedules, each former Council area has an Instalments Policy (Waveney and Suffolk Coastal). CIL must be paid in full within 60 days of the commencement date of each separate phase of development, and there is no possibility under the legislation to make a viability argument to try to reduce the CIL bill. This early bill (normally well before any houses or other development types have been sold) can have significant cashflow implications for developments. An Instalments Policy can therefore aid the cashflow of development by allowing the CIL bill for each development phase to be paid in separate instalments.
1.6	The two current Instalments Policies are identical, allowing three separate instalments, with the overall timescale varying depending on whether the CIL bill is above or below £80,000 (longer for those where the CIL chargeable amount is equal to or greater than £80,000).
1.7	The Council also has two separate (although essentially identical) Discretionary Social Housing Relief Policies (Waveney and Suffolk Coastal). These set out, in particular, the ‘local connections’ test for qualifying social housing dwellings to ensure that these dwellings go to people with appropriate local connections.

1.8	One of the main elements of CIL, as originally drafted in the legislation, was to prevent so-called ‘doubling-dipping’, whereby funding for the same piece of infrastructure could not be secured from both CIL and a Section 106 agreement for the same development. The division between what kinds of infrastructure was to be funded from CIL and which from S106 (or equivalent highways agreements) needed to be set out in the Regulation 123 list.
1.9	<p>The division between CIL and S106, and in particular the S106 ‘pooling’ restriction (which meant that no more than five separate contributions could be made to a single piece of infrastructure, such as a new junction or school) regularly caused practical difficulties and in 2019 Regulation 123 was replaced instead by the requirement for councils to publish annual Infrastructure Funding Statements (IFSs). The IFS must set out:</p> <ul style="list-style-type: none"> i) the how much money has been raised through developer contributions (CIL and S106); ii) how it has been spent; and iii) infrastructure projects or types of infrastructure that it is intended to be funded through CIL <p>The IFS therefore allows much greater flexibility in CIL funding – infrastructure types or projects can therefore be changed annually, as circumstances alter. The Council published its first (2019/20) IFS in December 2020. The 2020/21 IFS was agreed in principle by Cabinet on 7th September 2021 and will be published formally before the end of 2021.</p>
1.10	Related to the introduction of the IFS, the Council approved its CIL Spending Strategy in January 2020. The Spending Strategy sets out the principles of how the money in the CIL ‘pot’ will be spent/committed, with prioritisation for particular kinds of projects (“essential infrastructure”). It also has details of what bids to the Council for CIL money (to deliver infrastructure) should include by way of information.
	Rationale for preparation of the East Suffolk draft CIL Charging Schedule
1.11	Since CIL was introduced in the two districts of Waveney (2013) and Suffolk Coastal (2015), there have been two significant local changes. The first was the formal creation of East Suffolk Council, on 1 st April 2019, merging those two former district councils.
1.12	The second was the adoption of two new Local Plans, running to 2036, firstly for Waveney (adopted in March 2019) and then for Suffolk Coastal (adopted in September 2020) . The two Local Plans contain specific site allocations to help meet the identified needs for new housing and employment land (amongst other elements) as well as policies used in the determination of planning applications.
1.13	A key supporting document for the each Local Plan is the Whole Plan Viability Appraisal (Waveney VA and Suffolk Coastal VA), both prepared for the Council by viability and development consultancy Aspinall Verdi. The Whole Plan Viability Appraisals assessed the costs of the Local Plan policies, especially those requiring infrastructure to be provided (such as open space and new roads) and affordable housing requirements to ensure that the allocations and policies are viable and deliverable. The Viability Appraisals also took into account the CIL Charging Schedule levels (as they were at the time).
1.14	Given the two significant local changes, and the ages of the two existing CIL Charging Schedules, it is considered an appropriate time to (in effect) ‘merge’ and

	update these into a single CIL Charging Schedule, covering the whole of East Suffolk.
	Forthcoming national changes to the planning system and developer contributions
1.15	In August 2020, the Government published a White Paper called Planning for the Future , in which the Prime Minister said in the Foreword that the planning system is “ <i>outdated and ineffective</i> ”, that “ <i>radical reform</i> ” is necessary to “ <i>tear it down and start again</i> ”. Whilst short on detail, the White Paper sets out the intention to make significant changes to various parts of the planning system, including speeding up the production of Local Plans and making Local Plans much more digital in nature.
1.16	The fourth main proposal in the White Paper is to “ <i>reform [the] developer contributions [system]</i> ”, including reforming CIL and planning obligations (Section 106 legal agreements) as a “ <i>nationally-set value-based flat rate charge</i> ”, to be called the Infrastructure Levy. In other words, this change would – if implemented – see the end of the CIL system, as well as S106 agreements.
1.17	About 44,000 consultation responses to the Planning White Paper were submitted, an extremely high number. In relation to developer contributions, many in the planning and development sectors recognise that there are some flaws and weaknesses in the current approach. However, the proposed Infrastructure Levy and the proposed scrapping of the S106 system has drawn considerable criticism from right across the sectors, including councils, developers, agents, legal professionals and various representative bodies and groups.
1.18	The volume and depth of the criticism of the proposed changes to the planning system has led to the consideration of the responses taking much longer than originally planned. Further, it now appears that with the arrival of Michael Gove as the new Secretary of State in September 2021 and his announcement of a ‘pause’ to enable him to review the situation, some of the more radical changes originally floated are unlikely to be taken forward.
1.19	On the proposed reforms to developer contributions/CIL system, the situation is now less clear, as it too is likely to be affected by Mr Gove’s reconsideration. Officers consider it more likely than not that the Infrastructure Levy will still arrive in some form, replacing CIL, but if it does it may well be a less radical change than originally proposed, with locally-set levy rates rather than a single national rate.
1.20	Whilst it therefore appears that CIL and S106 may indeed be replaced by the Infrastructure Levy, i) the volume of the criticism of the proposed changes; ii) the considerable (inevitable) complexity of the current system; and iii) the need for extremely careful design of any new approach (to minimise the potential for unintended consequences and ‘gaming’ of the system) speaks to a very considerable amount of work being needed to design the details of the new system and test it with experts and users. Consultation on the details of proposed changes is considered inevitable and it is therefore likely that it will take several years at the very least before any new system of developer contributions is legislated for, in place and the ‘locally-set’ levy prepared, tested and introduced.
1.21	Doing nothing (in other words, continuing the status quo) is considered to be inappropriate. Bringing the CIL CS rates up-to-date is sensible and, in any case, if the Infrastructure Levy <i>is</i> introduced, the CIL viability work that has been undertaken would not be wasted. For this reason, it is considered that continuing the work to bring in an East Suffolk CIL Charging Schedule is the most appropriate course of action.

2 Current position	
	Infrastructure costs
2.1	The two adopted Local Plans (which run to 2036) set out the scale of the growth allocated and also include the estimated costs of infrastructure to support that growth (roads, schools, playing pitches, community facilities etc). These infrastructure costs are updated annually, in the IFS (as detailed in paragraph 1.9 above).
2.2	It is a requirement of the CIL Regulations that, in setting CIL rates, the Council must understand the estimated total infrastructure costs, taking into account actual and expected sources of funding – as well as CIL, this includes, principally planning obligations (S106 agreements) and various highways agreements (S38/S278 agreements). In setting CIL rates, the effect on economic viability of development in the administrative area must also be considered. In simple terms, there must be an infrastructure funding ‘gap’ that CIL will help to fill, but CIL rates cannot be set at rates that could threaten the economic viability of development proposals (considered as a whole).
2.3	The 202/21 IFS estimates that, taking into account other sources of infrastructure funding to support the growth set out in the two Local Plans (like S106 agreements), there is a likely funding gap of about £105m. It is impossible to predict precisely how much CIL will be generated over the period to 2036, as there are many variables and unknowns. However, applying some broad assumptions (on matters like dwelling sizes and mixes, development timescales and those developments which would be exempt from CIL), officers estimate that if CIL was applied at the proposed levels, it would raise about £55m. CIL would therefore contribute towards (but is unlikely to be anywhere close to) bridging the funding gap. Appendix D contains more information on this, alongside a broader review of the conformity with the legislative requirements and the Council’s Statement of Community Involvement .
	CIL Viability work
2.4	As noted in paragraph 1.13, consultancy Aspinall Verdi was commissioned to prepare the two Whole Plan Viability Studies to form key evidence base documents underpinning the viability of the two Local Plans. The consultancy was then further commissioned to, in effect, update and align those two pieces of work to help underpin the draft East Suffolk CIL Charging Schedule. This has been prepared in line with the National Planning Policy Framework (NPPF) with the Planning Practice Guidance (PPG) on CIL and Viability .
2.5	Work undertaken by Aspinall Verdi has included assessing, amongst other elements, sales prices, land values and building costs, as well as updating Local Plan and other policy costs, such as professional fees (e.g. for architects). The consultancy has also developed residential ‘typologies’ to test viability on; it is not necessary to test every single allocated site individually, and this approach is supported by the PPG on Viability.
2.6	Aspinall Verdi has also engaged individually with the promoters of eight “strategic” sites across the district (those of the most significant size and/or complexity) about their development costs and viability. Strategic sites often have significant on-site infrastructure requirements, which, in addition to normal elements like open space and play space and affordable housing, can include elements such as: new

	roads and junctions; enhanced drainage/sustainable drainage (SuDS) requirements; providing a site for a new primary school; and providing significant areas of Suitable Alternative Natural Greenspace (SANGs). Considering strategic sites' residential viability individually is a common approach across the country for CIL Charging Schedules and having lower rates than for standard residential development (even, in some cases, £0) is far from unknown.
2.7	The Council undertook a consultation on CIL viability 'basics' , including the proposed residential typologies, from March-April 2021 and a summary of the consultation comments and the Council's responses is available at Appendix E . These consultation responses have been taken into account, as appropriate, in the Aspinall Verdi CIL Review report (see Appendix F).
2.8	Aspinall Verdi has completed the CIL (Viability) Review Report (see Appendix F). In it are their recommendations for CIL rates and the different residential charging zones, alongside the background and supporting evidence. These are set out below and are recommended to be accepted and included in the draft CIL Charging Schedule (Appendix G).
2.9	It is common knowledge that there are significant variations in land and property values across the East Suffolk district, with the lowest values in parts of central Lowestoft (where viability is often challenging) and much higher values in areas like Southwold, Woodbridge and Aldeburgh. The considerable variation in land values – reflected in the two current CIL Charging Schedules and of greater magnitude than found in many other local authority areas – has been taken into account in the CIL Viability Report.
2.10	It is recognised, of course, that the costs of construction vary from site to site and developer to developer. The largest – 'volume' – housebuilders can use their size and bargaining power to achieve rates for labour and materials that are not available for smaller & medium (SME) developers and builders. That being said, some SME developers often build a higher specification product and so can regularly achieve higher selling prices (per m ²).
2.11	The Building Cost Information Service (BCIS) is run by the RICS. It produces (and updates regularly) construction cost estimates for every district, for various different development types. (For the time being, separate rates for Waveney and Suffolk Coastal are still produced.) These values are informed by information submitted on costs by builders and developers to RICS and are therefore only as comprehensive as the data submitted and accurate on the date they are produced – and as it is not mandatory, the dataset is therefore not all-encompassing.
2.12	BCIS Information is published in the form of mean (simple average); lowest amount; lower quartile; median (mid-point of all the values); upper quartile; and highest. Example BCIS reports are in Appendix 4 of the CIL Viability Report (Appendix E to this report). Almost by definition, therefore, an individual development's costs are unlikely to reflect exactly any of the BCIS cost points. BCIS values are clearly an imperfect measure, but in the absence of robust alternative information they are the best there is available, and their value is recognised in the PPG on CIL.
2.13	With the exception of strategic residential sites (see paragraph 2.22 below), median BCIS values have been used throughout the CIL Viability Report. Their use is considered to be appropriate, as it best reflects the range of different costs to different developers (and developments).
2.14	The decision as to the number of different CIL charging zones to be created is based on judgment. The PPG on CIL says that "undue complexity" should be

	avoided and so the key is to strike a balance between recognising the differences in values across a large district like East Suffolk but not having too large a number of different zones which would be add work to administer and add complexity for developers.
2.15	Another point to make is that there needs to be a “buffer” or “cushion” within CIL rates; the CIL PPG guards against setting a charge “ <i>right at the margins of viability</i> ”. In other words, whilst it is not a requirement of setting a CIL rate that every single development would be viable, it is important that a change in circumstances (an economic downturn, or a more significant increase in construction costs, for example) would not mean that more significant numbers of developments could become unviable. Again, the size of the buffer is a matter of judgement, and the Aspinall Verdi report (Appendix F) sets out the approach taken and their recommendations. The recommended CIL rates set out below include a relevant buffer.
	Residential sites (excluding Strategic Sites and Specialist Accommodation)
2.16	The Aspinall Verdi CIL Viability Report recommends five different residential zones to cover the district. With the exception of those parts of parishes which fall within the Broads Authority area (within which CIL is not in place), and in Lowestoft and Oulton Broad, the residential charging zones all follow parish boundaries (i.e. there are no parishes within two or more different zones).
2.17	Firstly, inner Lowestoft (excluding the Kirkley Waterfront strategic site) is classed as the Low Zone . This area – which covers part of Lowestoft parish and a small part of Oulton Broad parish and so is essentially all urban – has low land values and a residential CIL rate of £0 is recommended.
2.18	Land and property values are somewhat higher in the rest of Lowestoft and Oulton Broad but the recommendation is that this zone – the Mid Lower Zone – is also zero-rated for residential CIL, as viability is still typically low.
2.19	The next zone – the Mid Zone – covers (with the exception of Southwold and Reydon) the rest of the former Waveney area and it also includes the parishes of Leiston, Theberton and Knodishall (in the former Suffolk Coastal area). Values are higher here than in Lowestoft and there is concluded to be sufficient viability for a proposed CIL rate of £100 per m ² .
2.20	The fourth – Mid Higher – Zone covers most of the rest of the former Suffolk Coastal area, and viability here is higher than in the Mid Zone. The recommended rate is £200 per m ² .
2.21	The highest value areas are grouped together in the High Zone , with a proposed rate of £300 per m ² . There are three different parts of the district covered: i) the area of Southwold, Walberswick and the adjoining parishes; ii) an area based in and around Orford and Aldeburgh; and iii) a cluster of parishes broadly stretching north and west from Woodbridge to the district boundary with Mid Suffolk.
	‘Strategic’ Development Sites
2.22	Strategic residential-led sites tend to be built out by larger developers, who can (as highlighted in paragraph 2.10) benefit from lower costs from their economies of scale. It has therefore been concluded that the use of lower quartile BCIS values is appropriate in the case of the East Suffolk sites. A report by consultancy Lichfields in August 2021, which reviewed 93 recent Local Plan and/or CIL Viability Assessments, supports this, concluding (on page 17) that “ <i>use of the BCIS lower quartile [values] is a common approach for large schemes</i> ”.

2.23	Much of the infrastructure associated with strategic sites will be secured through S106 agreements (or equivalent highways agreements), rather than CIL. The estimated/likely S106 costs are set out in the CIL Viability Report (in Appendix 6) and are all specific to each individual site, depending on constraints, size, location, Local Plan policy requirements etc. The S106 costs (alongside other costs, such as for zero-carbon housing) obviously play a very significant part in determining the overall viability of the sites for CIL – all other things being equal, sites with proportionately more S106 costs have a proportionately lower ‘surplus’, leading to a reduced (or even zero) level of CIL.												
2.24	Of the eight strategic sites, two are in the existing CIL Charging Schedules, with both zero-rated. Due to the significant contamination costs and low land values, the Kirkley Waterfront and Sustainable Urban Neighbourhood site (Policy WLP2.4 in the Waveney Local Plan) is recommended to stay zero-rated for residential CIL.												
2.25	The Brightwell Lakes/Adastral Park site (Policy SCLP12.19 in the Suffolk Coastal Local Plan) received outline planning permission in 2018 and was purchased in 2021 by developer Taylor Wimpey; the first reserved matters housing applications were submitted in August 2021. It is zero-rated for residential CIL in the Suffolk Coastal CIL Charging Schedule, due to the significant up-front infrastructure costs, and the outline planning permission was therefore granted with no residential CIL liability. For this reason, it is sensible to continue with the site being zero-rated for residential CIL.												
2.26	<p>All the strategic sites have significant on-site infrastructure costs (S016) and the CIL Review Report recommends that their residential CIL rates are lower than the standard residential rates. In addition, a higher buffer is applied to the strategic sites than the standard residential zones to reflect the greater cost uncertainties.</p> <table><tr><th>Strategic Site</th><th>Proposed CIL rate (per m²)</th><th>Key reason(s)</th></tr><tr><td>Kirkley Waterfront and Strategic Urban Neighbourhood (WLP2.4)</td><td>£0 – not viable for CIL</td><td>Significant contamination, low land values, flood risk and other major infrastructure requirements, such as a primary school, early years’ education facilities, marina facilities, playing field and a community centre</td></tr><tr><td>North of Lowestoft Garden Village (WLP2.13)</td><td>£60</td><td>Significant infrastructure costs and other constraints, such as open/green space, primary school, cordon sanitaire to the sewage treatment works, community centre, new A47 junction etc</td></tr><tr><td>Land south of The Street, Carlton Colville/Gisleham (WLP2.16)</td><td>£70</td><td>Infrastructure costs including flood mitigation, Bloodmoor Road roundabout improvements, a new primary school and a country park. There are also relatively low land values – but the lower affordable housing requirement (20% instead of</td></tr></table>	Strategic Site	Proposed CIL rate (per m ²)	Key reason(s)	Kirkley Waterfront and Strategic Urban Neighbourhood (WLP2.4)	£0 – not viable for CIL	Significant contamination, low land values, flood risk and other major infrastructure requirements, such as a primary school, early years’ education facilities, marina facilities, playing field and a community centre	North of Lowestoft Garden Village (WLP2.13)	£60	Significant infrastructure costs and other constraints, such as open/green space, primary school, cordon sanitaire to the sewage treatment works, community centre, new A47 junction etc	Land south of The Street, Carlton Colville/Gisleham (WLP2.16)	£70	Infrastructure costs including flood mitigation, Bloodmoor Road roundabout improvements, a new primary school and a country park. There are also relatively low land values – but the lower affordable housing requirement (20% instead of
Strategic Site	Proposed CIL rate (per m ²)	Key reason(s)											
Kirkley Waterfront and Strategic Urban Neighbourhood (WLP2.4)	£0 – not viable for CIL	Significant contamination, low land values, flood risk and other major infrastructure requirements, such as a primary school, early years’ education facilities, marina facilities, playing field and a community centre											
North of Lowestoft Garden Village (WLP2.13)	£60	Significant infrastructure costs and other constraints, such as open/green space, primary school, cordon sanitaire to the sewage treatment works, community centre, new A47 junction etc											
Land south of The Street, Carlton Colville/Gisleham (WLP2.16)	£70	Infrastructure costs including flood mitigation, Bloodmoor Road roundabout improvements, a new primary school and a country park. There are also relatively low land values – but the lower affordable housing requirement (20% instead of											

			30%) means that the site can support a slightly higher CIL than Beccles & Worlingham and North of Lowestoft
	Beccles & Worlingham Garden Neighbourhood (WLP 3.1)	£40	Scale of infrastructure requirements, including a primary school, early years' education requirements, a country park and a community centre. Also allowing for a (relatively) lower density of development (compared to other strategic sites), the site is slightly less viable than other strategic sites (especially North of Lowestoft and Carlton Colville) and so the CIL rate is lower
	South Saxmundham Garden Neighbourhood (SCLP12.29) – 800 dwellings	£90	The scale of infrastructure requirements, including a primary school site, significant open space and green space requirements and a new A12 roundabout
	North Felixstowe Garden Neighbourhood (SCLP12.3) – 2,000 dwellings	£100	The scale of infrastructure requirements, including an on-site primary school, early years and new highways access points, and relatively lower net density than the Trimley site
	Land off Howlett Way, Trimley St Martin (SCLP12.64) – 360 dwellings	£160	The scale of infrastructure requirements is lower than the other strategic sites – no on-site primary school, for example – and the net density is higher as a result (in other words, more houses per net hectare) than other strategic sites
	Brightwell Lakes/ Adastral Park (SCLP12.9) – 2,000 dwellings	£0	The site already has outline planning permission with a £0 CIL rate
	Holiday accommodation		
2.27	Aspinall Verdi tested three different holiday accommodation scenarios: i) new build flats; ii) barn conversions; and iii) new build holiday lodges. The CIL Report concludes that new-build holiday flats and barn conversions are not viable at any level of CIL, but that holiday lodges in defined parts of the High residential zone – broadly much of the Suffolk Coast and Heaths Area of Outstanding Natural Beauty) can sustain a CIL charge of £210 per m ² (lodges elsewhere in the district are not viable for CIL).		
	Specialist residential accommodation		

2.28	Three types of specialist (retirement) residential accommodation have been viability-tested by Aspinall Verdi, as all have different characteristics. These are: sheltered housing; extra-care housing; and nursing/residential care homes.
2.29	Sheltered housing is typically has facilities such as an on-site warden during the day, emergency pull-cords in rooms and communal rooms. The conclusion of the Viability Report is that this accommodation is not viable for CIL anywhere in the district when an appropriate buffer is taken into account.
2.30	Residents of extra care/enhanced sheltered housing still have their own independence (with their own front door) but with typically a higher level of support for personal care and support services (often a 24-hour on-site support presence) than in sheltered housing. The conclusion of the Viability Report is that this accommodation is not viable for CIL.
2.31	Those living in nursing care/residential homes normally need a high level of support for day-to-day living, including washing, dressing and eating. Some care homes cater for residents with dementia. The conclusion of the Viability Report is that, when an appropriate buffer is taken into account, this accommodation is not viable for CIL in any part of the district.
	Retail
2.32	Aspinall Verdi has tested both convenience and comparison retail for viability. 'Convenience' retailers sell everyday essential items, such as food and drink, whereas 'comparison' retailers sell goods not typically purchased every day, such as clothes, books and furniture.
2.33	Smaller ('express') convenience retail stores (tested at 350 m ² in size) are typically a 'corner' shop or small town/village centre store. 'Budget' stores (tested as a 2,000m ² typology) are the kind of size of a normal Aldi or Lidl, and obviously carry a wider range of goods (typically also including some non-food lines).
2.34	With the difficulties comparison retailing has had in recent years (including the further move to online shopping and the effects of the Covid pandemic), it is no surprise that Aspinall Verdi's conclusion is that this form of retail development is not able to support a CIL charge.
2.35	Convenience retailing has also had its challenges in recent years, with increasing competition to the traditional supermarkets from Aldi and Lidl in particular and a squeeze on profit margins as a result. This is reflected in the CIL Review recommendation, which concludes that a CIL charge of £70 per m ² can be supported, somewhat less than the current 2021 rates in the Waveney (£193.26 per m ²) and Suffolk Coastal (£128.57 per m ²) CIL Charging Schedules.
	Employment development
2.36	Aspinall Verdi has separately assessed office and industrial development types. Neither is considered viable for CIL in any part of the district.
	Instalment Policy
2.37	Officers reviewed the two existing Instalment Policies and prepared an initial draft East Suffolk CIL Instalment Policy. Consultation comments received in spring 2021 on that initial draft have been reviewed (see Appendix G) and a small number of changes made.
2.38	The draft Instalment Policy (Appendix H) proposes that each separate CIL phase bill will (depending on the size of the bill), be able to be paid over two instalments (for amounts of less than £10,000, with the second 50% payable within 180 days of the construction commencement date). For the largest development (of separate phase of development) up to five instalments (for amounts over £1,000,000, with

	the last instalment payable 24 months after the commencement date) are available.
2.39	It is not mandatory to have a CIL Instalment Policy, and so such a Policy cannot be subject to formal examination – CIL Regulation 69B states that a new or altered Policy can be brought into effect at any time. Therefore, whilst the Council will consult at the same time as the Draft CIL Charging Schedule (and consider any representations made) and aims to bring the new Instalment Policy into effect at the same time in 2022, these remain decisions for the Council alone and so will not be a formal part of the examination. That being said, the document will clearly form part of the suite of background evidence documents that the Examiner will have before him.

3 How to address current situation

3.1	The next formal stage of the production process is to undertake the formal public consultation on the draft CIL Charging Schedule (alongside a non-formal consultation on the draft Instalment Policy). CIL Regulation 16 sets out the formal requirements at this stage, including publishing key information on the Council's website, and making key information available for inspection at the Council's principal office(s), as well as inviting representations from appropriate people and organisations. These requirements will be followed.
3.2	A six-week consultation is planned, currently proposed to run from Thursday 11 th November to Thursday 23 rd December 2021. Various evidence and supporting documents will also included in the consultation material, such as the Aspinall Verdi CIL Viability Report. Everyone on the Council's Planning Policy database will be written to, including parish councils and adjoining district and county councils, and a formal press notice will be published in local newspapers.
3.3	Anyone making a representation on the draft CIL Charging Schedule can request to be heard in person by the Examiner during the examination.
3.4	The Council must consider the comments received and decide whether to make any changes to the draft Charging Schedule. It would not be unusual for some changes to be made at this stage in response to representations and evidence submitted – the Council obviously needs to consider all representations carefully (working with adviser Aspinall Verdi). Most such changes – if indeed any are concluded to be appropriate to be made – would likely be more minor, but some might potentially be more significant (perhaps an adjustment to a proposed CIL rate).
3.5	The question of quite how 'significant' some potential modifications are is – obviously – a matter of fact and degree. The Local Plan Working Group (which is chaired by the Cabinet Member for Planning and Coastal Management) will be kept fully informed of any proposed modifications considered necessary/appropriate (as part of being kept up-to-date generally with the progress on the CIL Charging Schedule). Any issues that may require a more fundamental re-consideration of the CIL Charging Schedule – a major reduction in the proposed CIL rate for a site or area, for example – would need to be considered particularly carefully and <i>might</i> warrant a full revised Draft CIL Charging Schedule public consultation (needing to be approved by Cabinet). The professional opinion of the Head of Planning, in consultation with the Cabinet Member for Planning and Coastal Management, on these matters of judgment is considered wholly appropriate (as set out in Recommendation iii) and iv) above).

3.6	Where a 'Statement of Modifications' is set out, consultees must be informed of its publication. Anyone commenting on the modifications during the statutory four-week period can ask to be heard by the Examiner, whether or not they already had indicated their intent to attend through earlier formal representations.
3.7	The Council must formally submit the draft CIL Charging Schedule (and supporting evidence and information) for examination by an independent Examiner. The Council has appointed Mr Andrew Seaman FRTPI, of company Intelligent Plans and Examinations and who is an experienced former Planning Inspectorate inspector, as the Examiner. Mrs Annette Feeney will be the Examiner's Assistant (the 'link' between the Examiner and the Council) and she will organise and run the administration of the examination itself.
3.8	The Examiner runs the examination and has wide latitude in so doing – the legislation and guidance are not proscriptive about any particular approaches. Having considered the submitted CIL papers and material, though, it is almost certain that the Examiner will pose a series a questions to the Council to assist him in his deliberations.
3.9	At the end of the examination, the Examiner must recommend that the Charging Schedule be: i) approved; or ii) approved with specified modifications (for example, to adjust the CIL level for a particular type of development); or iii) rejected (because the authority has not complied with a regulatory requirement, which cannot be remedied during the Examination).
3.10	If the Examiner recommends approval (with or without modifications), then to bring it into effect, the CIL Charging Schedule must be approved by a resolution of Full Council, to come into effect at least one day after the CIL Charging Schedule has been published.
3.11	In order to effectively manage and progress the process from the end of the consultation on the draft CIL Charging Schedule to the end of the examination, it is requested that the Head of Planning and Coastal Management (in consultation with the Cabinet Member for Planning and Coastal Management) be given delegated powers to so do. This must include the ability to agree matters like undertaking any further background work and changes to proposed CIL rates (as appropriate). Members – and particularly the Local Plan Working Group – will be kept informed of the progress of the examination.
3.12	Whilst the timing of matters during the examination is down to the Examiner, the Council has a likely timetable on the CIL website , which is being kept up to date. It is hoped that the CIL Charging Schedule will be submitted in early 2022 and that the Examiner's report will be received in late spring 2022, with the Charging Schedule coming into effect in late summer 2022.
3.13	A short statement will be included in the consultation material to say that a Strategic Environmental Assessment, Habitats Regulations Assessment and Equalities Impact Assessment are not being prepared, in line with the outcome of the screening opinions and lack of opposing views to this in the spring 2021 consultation.
3.14	The Council's Statement of Community Involvement (SCI) , adopted in April 2021, reproduces what the CIL legislation requires to be done at the various stages, but also states additional steps that the Council will undertake. At the formal draft consultation stage (CIL Regs 16 and 17), the SCI says (page 30) that the Council will: i) notify consultation bodies, individuals and organisations on the Local Plan and related documents mailing list; ii) add consultation information on the Council's

	social media sites; and iii) make available copies of the Draft Charging Schedule and relevant evidence to local libraries. These steps will be followed (taking into account any Covid-related strictures that may be in place at libraries).
3.15	Given the significance of the move to a single new CIL Charging Schedule, there will be many questions for developers, landowners, residents, parish councils and other consultees/groups (how existing/proposed planning applications will be considered for CIL, for example). Officers have therefore prepared a Question & Answer document covering what are considered the most obvious areas. This Q&A will be published on the website and updated regularly.

4 Reason/s for recommendation	
4.1	The two existing CIL Charging Schedules are now somewhat dated and, allied to the creation of East Suffolk Council in 2019 and the adoption of the two Local Plans in 2019 and 2020, it is appropriate to prepare a single CIL Charging Schedule for East Suffolk, to replace the two current CIL Charging Schedules.
4.2	The viability evidence work undertaken by consultancy Aspinall Verdi, alongside consideration of an earlier consultation exercise, has led to the formulation of the draft East Suffolk CIL Charging Schedule. Officers have also prepared a draft Instalment Policy, to replace the two existing Instalment Policies.
4.3	The draft East Suffolk CIL Charging Schedule now needs to be subject to a formal period of public consultation, with the representations received considered prior to submitting the Charging Schedule for independent examination. Consultation will also take place on the draft Instalment Policy.
4.4	Delegated powers are sought to enable officers – in consultation with the Cabinet Member for Planning and Coastal Management – to advance the progress of the Charging Schedule through the formal public consultation to the end of the independent examination. As with the Local Plan examinations, this is necessary to enable officers to agree any relevant non-major changes in an expeditious and pragmatic manner.

Appendices

Appendices:	
Appendix A	Strategic Environmental Assessment Screening Opinion
Appendix B	Habitats Regulations Assessment Screening Opinion
Appendix C	Equalities Impact Assessment
Appendix D	Draft CIL Conformity Statement
Appendix E	Draft CIL Consultation Statement
Appendix F	CIL (Review) Viability Report (Aspinall Verdi)
Appendix G	Draft East Suffolk CIL Charging Schedule
Appendix H	Draft East Suffolk CIL Instalment Policy

Background reference papers:
None.



Draft Strategic Environmental Assessment Screening Opinion

East Suffolk Draft Community Infrastructure Levy Charging Schedule

July 2021

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1. Introduction

In some circumstances a document could have significant environmental effects and may fall within the scope of the Environmental Assessment of Plans and Programmes Regulations 2004 and so require Strategic Environmental Assessment.

This screening report is designed to test whether or not the East Suffolk Draft Community Infrastructure Levy (CIL) Charging Schedule requires a full Strategic Environmental Assessment (SEA). The legislative background below outlines the regulations that require the use of this screening exercise. Section 4 provides a screening assessment of the likely significant effects of the charging schedule and the need for a full SEA.

The CIL Charging Schedule will identify rates of CIL that will be payable to the Council to fund infrastructure. The Council has two adopted Local Plans (Waveney Local Plan 2019 and Suffolk Coastal Local Plan 2020) which set out the strategies, policies and site allocations to inform future development and these have been subject to full Strategic Environmental Assessment in their preparation.

2. Legislative Background

The basis for Strategic Environmental Assessment legislation is European Directive 2001/42/EC 'on the assessment of the effects of certain plans and programmes on the Environment'. This document is also known as the Strategic Environmental Assessment (or SEA) Directive. European Directive 2001/42/EC was transposed into English law by the Environmental Assessment of Plans and Programmes Regulations 2004, or SEA Regulations, (as amended, including through EU exit legislation).

The SEA Regulations include a definition of 'plans and programmes' to which the regulations apply. SEA requirements relate to plans or programmes which are subject to preparation or adoption by an authority at national, regional or local level, which includes those prepared for town and country planning and land use. SEA is required where the plan or programme is likely to have significant environmental effects. It is therefore necessary to screen the CIL

charging schedule to identify whether significant environmental effects are likely. Where screening identifies significant environmental effects, a full Strategic Environmental Assessment is required.

3. Criteria for determining the likely significance of effects referred to in Article 3(5) of Directive 2001/42/EC

The preparation of a plan or programme triggers a requirement to determine whether it is likely to have a significant environmental effect. This requirement is discharged by the 'responsible authority' being the authority by which or on whose behalf the plan or programme is prepared. Before making a determination, the responsible authority shall: -

- a) Take into account the criteria specified in Schedule 1 to the Regulations;
and
- b) Consult the consultation bodies.

The consultation bodies are defined in section 4 of the SEA Regulations. The opinions from the statutory consultation bodies: Historic England, the Environment Agency and Natural England, are therefore to be taken into account.

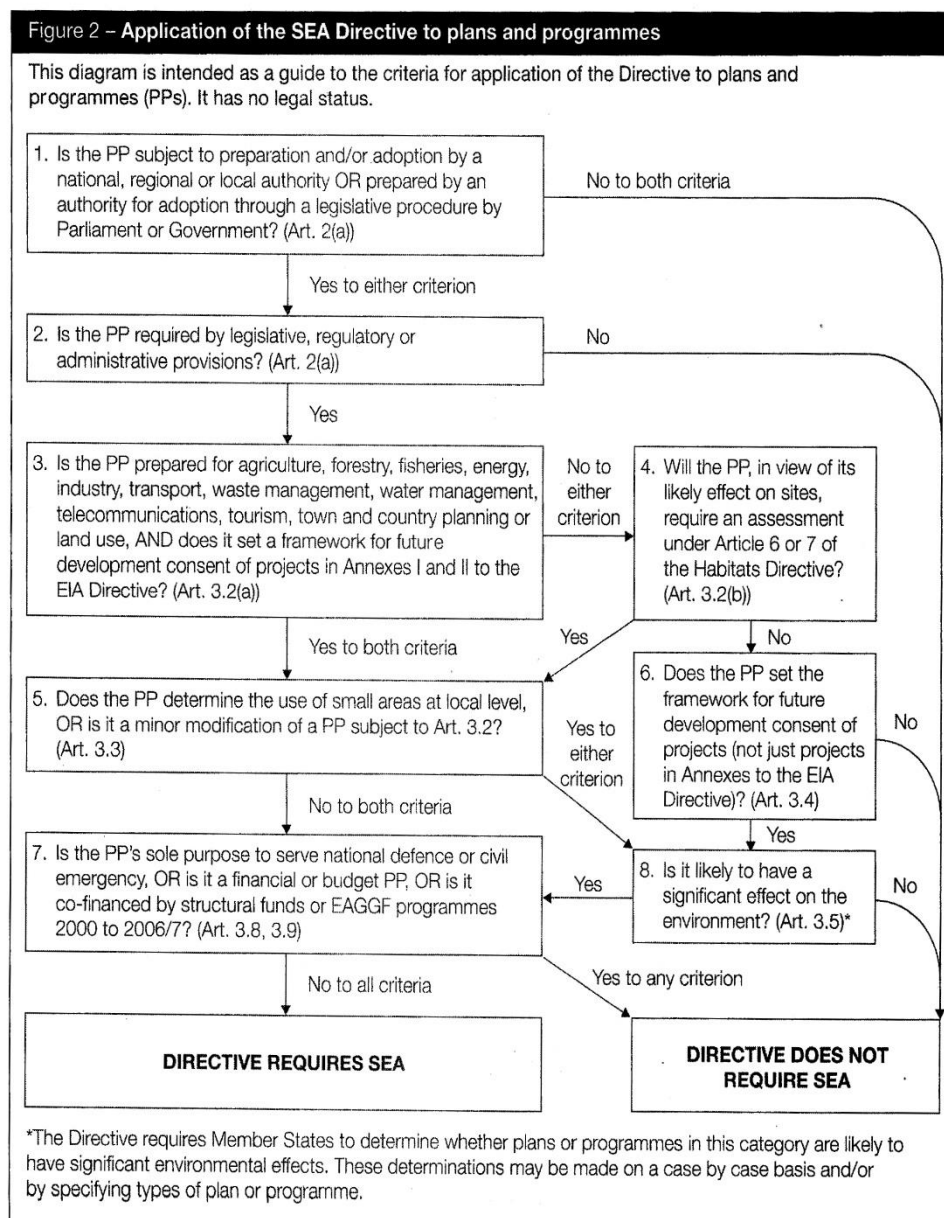
Schedule 1 of the SEA Regulations sets out the criteria for determining likely significant effects as follows:

1. The characteristics of plans and programmes, having regards, in particular to:
 - a. The degree to which the plan or programme sets a framework for projects and other activities, either with regard to the location, nature, size and operating conditions or by allocating resources.
 - b. The degree to which the plan or programme influences other plans and programmes including those in a hierarchy.
 - c. The relevance of the plan or programme for the integration of environmental considerations in particular with a view to promoting sustainable development.

- d. Environmental problems relevant to the plan or programme.
 - e. The relevance of the plan or programme for the implementation of community legislation on the environment (e.g. plans and programmes linked to waste-management or water protection).
2. Characteristics of the effects and of the area likely to be affected, having regard, in particular, to:
- a. The probability, duration, frequency and reversibility of the effects.
 - b. The cumulative nature of the effects.
 - c. The trans boundary nature of the effects.
 - d. The risks to human health or the environment (e.g. due to accidents).
 - e. The magnitude and spatial extent of the effects (geographical area and size of the population likely to be affected),
 - f. the value and vulnerability of the area likely to be affected due to:
 - i. special natural characteristics or cultural heritage;
 - ii. exceeded environmental quality standards or limit values;
 - iii. intensive land-use; and
 - g. the effects on areas or landscapes which have a recognised national, community or international protection status.

4. Assessment

The diagram below illustrates the process for screening a planning document to ascertain whether a full SEA is required.



Source: A Practical Guide to the Strategic Environmental Assessment Directive (2005)

The following assessment applies the questions from the preceding diagram. The answers determine whether the Neighbourhood Plan will require a full Strategic Environmental Assessment.

1. Is the PP subject to preparation and/or adoption by a national, regional or local authority OR prepared by an authority for adoption through a legislative procedure by Parliament or Government? (Art. 2(a))

Yes. The preparation and adoption of the Draft East Suffolk Community Infrastructure Levy Charging Schedule is being carried out by East Suffolk Council. It is being produced in accordance with the Community Infrastructure Levy Regulations 2010 (as amended).

2. Is the PP required by legislative, regulatory or administrative provisions? (Art. 2(a))

No. The CIL is not a legislative requirement. However, where an authority has made the decision to implement CIL, then this can only be done where a local authority has consulted on, and approved, a Charging Schedule which sets out its levy rates and has published the Charging Schedule on its website. The production of the CIL Charging Schedule is governed by Community Infrastructure Levy Regulations 2010 (as amended) and relates to the administration of the Council's planning service.

3. Is the PP prepared for agriculture, forestry, fisheries, energy, industry, transport, waste management, water management, telecommunications, tourism, town and country planning or land use, AND does it set a framework for future development consent of projects in Annexes I and II to the EIA Directive? (Art 3.2(a))

The CIL charging schedule is prepared in support of the delivery of town and country planning and infrastructure. The CIL Charging Schedule will not allocate any land for development and will not set a framework for the future consent of projects listed in Annexes I and II of the EIA Directive.

4. Will the PP, in view of its likely effect on sites, require an assessment for future development under Article 6 or 7 of the Habitats Directive? (Art. 3.2 (b))

A separate screening exercise has been carried out under the Habitats Directive (92/43/EEC) and Conservation of Habitats and Species Regulations (2017) (as amended). This has determined that a full Appropriate Assessment is not required.

5. Does the PP determine the use of small areas at local level, OR is it a minor modification of a PP subject to Art. 3.2? (Art. 3.3)

Not applicable (based on the responses to questions 3 and 4 above).

6. Does the PP set the framework for future development consent of projects (not just projects in annexes to the EIA Directive)? (Art 3(4))

No. The Draft East Suffolk Community Infrastructure Levy Charging Schedule will not allocate any land or sites for new dwellings or other types of development and so therefore it will not give rise to likely significant effects on protected European Sites.

The CIL Charging Schedule is a levy payable by (qualifying) development to support infrastructure delivery.

7. Is the PP's sole purpose to serve the national defence or civil emergency, OR is it a financial or budget PP, OR is it co-financed by structural funds or EAGGF programmes 2000 to 2006/7? (Art 3.8, 3.9)

No. Not applicable.

8. Is it likely to have a significant effect on the environment? (Art. 3(5))

No. The East Suffolk Community Draft Infrastructure Levy Charging Schedule will not allocate any land or sites for new dwellings or other types of development that could give rise to significant effects on environment.

The CIL Charging Schedule is a levy payable by (qualifying) development to support infrastructure delivery.

5. Conclusion

The East Suffolk Draft Community Infrastructure Levy Charging Schedule will not allocate any land or sites for new dwellings or other types of development that could give rise to likely significant environmental effects.

The CIL Charging Schedule is a levy payable by (qualifying) development to support infrastructure delivery.

It is considered by East Suffolk Council that it is not necessary for a Strategic Environmental Assessment to be undertaken of the East Suffolk Draft Community Infrastructure Levy Charging Schedule to ensure compliance with SEA legislation.

Signed:

Dated: 05/08/2021

A handwritten signature in black ink, appearing to read 'D. Reed'.

Desi Reed
Planning Policy and Delivery Manager
East Suffolk Council

Appendix 1: Responses from Statutory Consultees

East Suffolk Council carried out a public consultation during the initial stages of preparing a new Community Infrastructure Levy (CIL) Charging Schedule for the District. The public consultation was carried out from Monday 15th March to 5pm on Monday 26th April 2021.

Consultation documents included:

- East Suffolk CIL Charging Schedule Preparation
- East Suffolk CIL Equality Impact Assessment Screening Opinion
- East Suffolk CIL Instalment Policy
- Habitats Regulations Assessment of the Draft East Suffolk Community Infrastructure Levy Charging Schedule
- Strategic Environmental Assessment Screening Opinion for the East Suffolk CIL Charging Schedule Preparation

Consultees included East Suffolk Town and Parish Councils, neighbouring Town and Parish Councils, developers, landowners, agents, architects and individuals who have requested to be consulted on planning consultations. Natural England, Historic England and the Environment Agency were all consulted as statutory consultees.

Date: 26 April 2021
Our ref: 346651
Your ref:

planningpolicy@eastsuffolk.gov.uk

BY EMAIL ONLY



Customer Services
Hornbeam House
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CW1 6GJ

T 0300 060 3900

Dear Adam Nicholls,

Planning consultation: East Suffolk Sustainable Construction Supplementary Planning Document and baseline evidence for the East Suffolk Community Infrastructure Levy Charging Schedule – Initial Consultations

Thank you for your consultation on the above dated 15 March 2021 which was received by Natural England on the same date.

Natural England is a non-departmental public body. Our statutory purpose is to ensure that the natural environment is conserved, enhanced, and managed for the benefit of present and future generations, thereby contributing to sustainable development.

NATURAL ENGLAND'S ADVICE

Sustainable Construction Supplementary Planning Document (SPD)

Natural England does not have any comments to make on the Sustainable Construction SPD.

East Suffolk Community Infrastructure Levy (CIL) Charging Schedule

Natural England does not have any comments to make on the East Suffolk CIL Charging Schedule.

Habitats Regulations Screening Assessment of the Draft CIL Charging Schedule

Natural England notes that your authority, as competent authority under the provisions of the Habitats Regulations, has screened the proposal to check for the likelihood of significant effects.

Your assessment concludes that the proposal can be screened out from further stages of assessment because significant effects are unlikely to occur, either alone or in combination. On the basis of the information provided, Natural England concurs with this view.

Strategic Environmental Assessment of the Draft CIL Charging Schedule

Your assessment concludes that it is not necessary for a Strategic Environmental Assessment to be undertaken of the East Suffolk Community Infrastructure Levy Charging Schedule to ensure compliance with SEA legislation. On the basis of the information provided, Natural England concurs with this view.

Should the proposal change, please consult us again.

If you have any queries relating to the advice in this letter please contact me on 07768 237040.

Yours sincerely

Sam Kench
Norfolk and Suffolk Team

Page 1 of 1

From: Marsh, Andrew <[REDACTED]>
Sent: 30 June 2021 14:55
To: Ruth Bishop <Ruth.Bishop@eastsuffolk.gov.uk>
Cc: Marsh, Andrew <[REDACTED]>
Subject: East Suffolk Council - SEA Screening Opinion for East Suffolk Community Infrastructure Levy

Dear Ruth

Re: SEA Screening Opinion for East Suffolk Community Infrastructure Levy

Thank you for inviting Historic England to comment on the SEA Screening Opinion of East Suffolk's Community Infrastructure Levy. Having reviewed the report I can confirm that we agree that no further SEA work is required. We have no further comments to make. I would be grateful if you would confirm receipt of this email.

Kind regards,

Andrew Marsh BSc MA MRTPI
Historic Environment Planning Adviser
Development Advice | East of England
Historic England
Mobile: [REDACTED]
Direct line: [REDACTED]

Historic England
Brooklands | 24 Brooklands Avenue | Cambridge | CB2 8BU
www.historicengland.org.uk

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Dear Sir / Madam

East Suffolk Council – initial consultation to inform the Sustainable Construction Supplementary Planning Document, and initial work on development costs to inform the CIL charging schedule

Thank you for inviting Historic England to comment on both the initial consultation to inform the Sustainable Construction Supplementary Planning Document and the CIL charging schedule. As the Government's adviser on the historic environment Historic England is keen to ensure that the protection of the historic environment is fully taken into account at all stages and levels of the local planning process.

We have reviewed both consultations and very much welcome the preparation of these documents which will support policy in East Suffolk Local Plan, provide guidance to developers and help guide the preparation and assessment of future planning applications.

While we don't have any specific comments to make at this stage regarding the initial CIL work, we particularly welcome the proposed inclusion of a section on the historic environment within the Sustainable Construction DPD. Listed buildings, buildings in conservation areas and scheduled monuments are exempted from the need to comply with energy efficiency requirements of the Building Regulations where compliance would unacceptably alter their character and appearance. Special considerations under Part L are also given to locally listed buildings, buildings of architectural and historic interest within registered parks and gardens and the curtilages of scheduled monuments, and buildings of traditional construction with permeable fabric that both absorbs and readily allows the evaporation of moisture.

In developing policy covering this area you may find the Historic England guidance *Energy Efficiency and Historic Buildings – Application of Part L of the Building Regulations to historically and traditionally constructed buildings* <https://historicengland.org.uk/images-books/publications/energy-efficiency-historic-buildings-ptl/> to be helpful in understanding these special considerations.

Finally, we should like to stress that this opinion is based on the information provided by the Council in its consultation. To avoid any doubt, this does not affect our obligation to provide further advice and, potentially, object to specific proposals, which may subsequently arise where we consider that these would have an adverse effect upon the historic environment.

If you have any questions with regards to the comments made then please do get back to me. In the meantime we look forward to continuing to work with you and your colleagues. I would be grateful if you would confirm receipt of this email.

Kind regards

Andrew Marsh BSc MA MRTPI
Historic Environment Planning Adviser
Development Advice | East of England
Historic England
Mobile: [REDACTED]
Direct line: [REDACTED]



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From: Ipswich, Planning <[REDACTED]>
Sent: 25 June 2021 13:05
To: Ruth Bishop <Ruth.Bishop@eastsuffolk.gov.uk>
Subject: RE: SEA Screening Opinion for East Suffolk Community Infrastructure Levy

Good Afternoon Ruth

Thank you for your consultation.

The Environment Agency have no comments to make.

Kind Regards

Liam

Liam Robson

Sustainable Places Planning Advisor – East Anglia Area (East)

Environment Agency | ~~Iceni House, Cobham Road, Ipswich, Suffolk, IP3 9JD~~

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Draft Habitats Regulations Screening Assessment of the East Suffolk Draft Community Infrastructure Levy Charging Schedule

July 2021

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1. Introduction

1.1 The European Habitats Directive¹ and Wild Birds Directive² provide protection for sites that are of exceptional importance in respect of rare, endangered or vulnerable natural habitats and species. The network consists of Special Areas of Conservation (SACs) and Special Protection Areas (SPAs). Both types can also be referred to as European Sites. The National Planning Policy Framework (NPPF) also states that Ramsar sites should be afforded the same level of protection as the European sites.

1.2 The requirement to undertake Habitats Regulation Assessment (HRA) of plans and projects is set out in the Conservation of Habitats and Species Regulations (2017) (as amended, including through EU exit legislation).

1.3 Regulation 105 of the Conservation of Habitats and Species Regulations (2017) (as amended, including through EU exit legislation) states:

‘Where a land use plan:

(a) Is likely to have a significant effect on a European sites or a European offshore marine site (either alone or in combination with other plans or projects), and

(b) Is not directly connected with or necessary to the management of the site, The plan-making authority for that plan must, before the plan is given effect, make an appropriate assessment of the implications for the site in view of that site’s conservation objectives.’

1.4 The HRA is therefore undertaken in stages and should conclude whether or not a proposal or policy would adversely affect the integrity of any sites.

Stage 1: Determining whether a plan is likely to have a significant effect on a European site. This needs to take account of the likely impacts in combination with other relevant plans and projects. This assessment should be made using the precautionary principle. The screening assessment must reflect the outcomes of the 2018 judgement of the Court of Justice of the European

¹ 92/43/EEC

² 2009/147/EEC

Union³, which has ruled that where mitigation is necessary this must be identified through an Appropriate Assessment.

Stage 2: Carrying out Appropriate Assessment and ascertaining the effect on site integrity. The effects of the plan on the conservation objectives of sites should be assessed, to ascertain whether the plan has an adverse effect on the integrity of a European site.

Stage 3: Identifying mitigation measures and alternative solutions. The aim of this stage is to find ways of avoiding or significantly reducing adverse impacts, so that site integrity is no longer at risk. If there are still likely to be negative impacts, the option should be dropped, unless exceptionally it can be justified by imperative reasons of overriding public interest.

- 1.5 The East Suffolk Draft Community Infrastructure Levy Charging Schedule is being produced by East Suffolk Council. The Charging Schedule will apply to the whole of the East Suffolk. This report considers whether there are likely to be significant effects on protected European sites and whether a full Appropriate Assessment may be required.
- 1.6 East Suffolk Council is covered by two Local Plans, the Suffolk Coastal Local Plan (adopted in September 2020) and the Waveney Local Plan (adopted in March 2019).
- 1.7 Both Local Plans were subject to Habitats Regulations Assessment as part of their production. Where screening identified a likely significant effect, Appropriate Assessment was undertaken and the mitigation measures identified were incorporated within the Plans, resulting in conclusions that the plans will not lead to any adverse effects on European wildlife sites within and in the vicinity of the (then) Suffolk Coastal and Waveney Districts. Both Appropriate Assessments identified recreational disturbance particularly from dog walkers as a significant effect. The Council has subsequently produced a Recreational Disturbance Avoidance and Mitigation Strategy (RAMS) and

³ C-323/17 – People over Wind, Peter Sweetman v Coillte Teoranta

requires payment towards mitigation from residential developments within 13km of the protected European sites.

2. Protected sites covered by this report

- 2.1 Sites included in this assessment are listed in Table 1. This includes all sites that are within 20km of East Suffolk Council. The locations of the sites are shown on maps in Appendix 2 and the Qualifying Features and Conservation Objectives of the sites are contained in Appendix 3, along with a summary of the pressures and threats as documented in the Appropriate Assessments for the Local Plans.

Table 1: Relevant European protected sites

Name
Alde-Ore and Butley Estuaries SAC,
Alde-Ore Estuary SPA, Ramsar
Benacre to Easton Bavents SPA
Benacre to Easton Bavents Lagoons SAC
Breydon Water SPA, Ramsar
Broadland SPA, Ramsar
Deben Estuary SPA, Ramsar
Dew's Ponds SAC
Great Yarmouth North Denes SPA
Haisborough, Hammond and Winterton SAC
Minsmere to Walberswick Heaths & Marshes SAC
Minsmere – Walberswick SPA, Ramsar
Norfolk Valley Fens SAC
Outer Thames Estuary SPA
Orfordness – Shingle Street SAC
Sandlings SPA
Southern North Sea SAC
Staverton Park and The Thicks, Wantisden SAC
Stour and Orwell Estuaries SPA, Ramsar
The Broads SAC
Winterton-Horsey Dunes SAC

3. East Suffolk Draft Community Infrastructure Levy Charging Schedule

- 3.1 The Community infrastructure Levy (CIL) is a levy which local authorities across the country can choose to charge on new developments within their area. Funds collected through the CIL can be used to support the delivery of infrastructure which the local authority, local communities and stakeholders consider necessary to support the future growth of an area.
- 3.2 If a council wishes to secure developer contributions through the application of Community Infrastructure Levy (CIL), it must set out the delineation between the infrastructure types that will be sought through a S106 agreement and those through CIL. The CIL Charging Schedule sets out the amount of CIL liable for different development types, varied by zone (for residential uses).
- 3.3 At present, there are two separate CIL Charging Schedules operating in East Suffolk, firstly in the former Waveney District Council area (which was adopted in 2013) and secondly, in the former Suffolk Coastal District Council area (which was adopted in 2015). The age of the two CIL Charging Schedules and the fact that there are some differences between them, allied to the formal establishment of East Suffolk Council on 1st April 2019, means that the time is right for the Council to prepare a single CIL Charging Schedule for the whole of the East Suffolk district.
- 3.4 The Council plans to undertake a formal consultation on a new draft CIL Charging Schedule for the whole of East Suffolk in late summer 2021.

4. Other Plans and Projects

- 4.1 Regulation 105 of the 2017 Regulations (as amended, including through EU exit legislation) requires consideration to be given to whether a Plan will have an effect either alone or in combination with other plans or projects.
- 4.2 As noted in the introduction, the other key plans are the Local Plans. The Local Plans set out the broad scale and distribution of development across the area

of East Suffolk formerly covered by Suffolk Coastal District and Waveney District.

- 4.3 A screening process considered each policy in the Suffolk Coastal and Waveney Local Plans and concluded whether significant effects were likely and if Appropriate Assessment was therefore needed. The Appropriate Assessments of the Suffolk Coastal and Waveney Local Plans considered the following themes:

- a. Recreation pressure,
- b. Air quality and traffic emissions,
- c. Biodiversity net gain,
- d. Urbanisation,
- e. Water quality, resources and treatment, and
- f. Flood risk and coastal erosion.

- 4.4 Mitigation measures were identified within the Appropriate Assessments and incorporated within both Local Plans, resulting in a conclusion that neither plan would lead to any adverse effects on European wildlife sites within and in the vicinity of the (then) Suffolk Coastal and Waveney Districts.

5. Assessment of likely effects of the East Suffolk Draft Community Infrastructure Levy Charging Schedule on European protected sites

- 5.1 The East Suffolk Draft Community Infrastructure Levy Charging Schedule will not allocate any land or sites for new dwellings or other types of development that could give rise to likely significant effects on protected European Sites.
- 5.2 The CIL Charging Schedule is a financial tool to raise funding from development to support infrastructure delivery.
- 5.3 The CIL charge will not be used to fund the mitigation of recreational impacts arising from new residential development, this is being secured separately through the Council's Recreational disturbance Avoidance and Mitigation

Strategy (RAMS) and this approach will continue after the adoption of any new CIL charging Schedule.

6. Summary and conclusions

- 6.1 Community Infrastructure Levy (CIL) is a levy which local authorities across the country can choose to charge on new developments within their area. Funds collected through the CIL can be used to support the delivery of infrastructure which the local authority, local communities and stakeholders consider necessary to support the future growth of an area. The CIL Charging Schedule sets out the amount of CIL liable for different development types, varied by zone (for residential uses).
- 6.2 The Charging Schedule is a financial tool to raise funding from development to support infrastructure delivery; it does not allocate any land or sites for new dwellings or other types of development.
- 6.3 On that basis, it is considered, that the East Suffolk Community Infrastructure Levy Charging Schedule will not lead to likely significant effects on protected European sites.

Signed:

Dated: 05/08/2021

A handwritten signature in black ink that reads "Desi Reed". The signature is written in a cursive style with a large, stylized 'D'.

Desi Reed
Planning Policy and Delivery Manager
East Suffolk Council

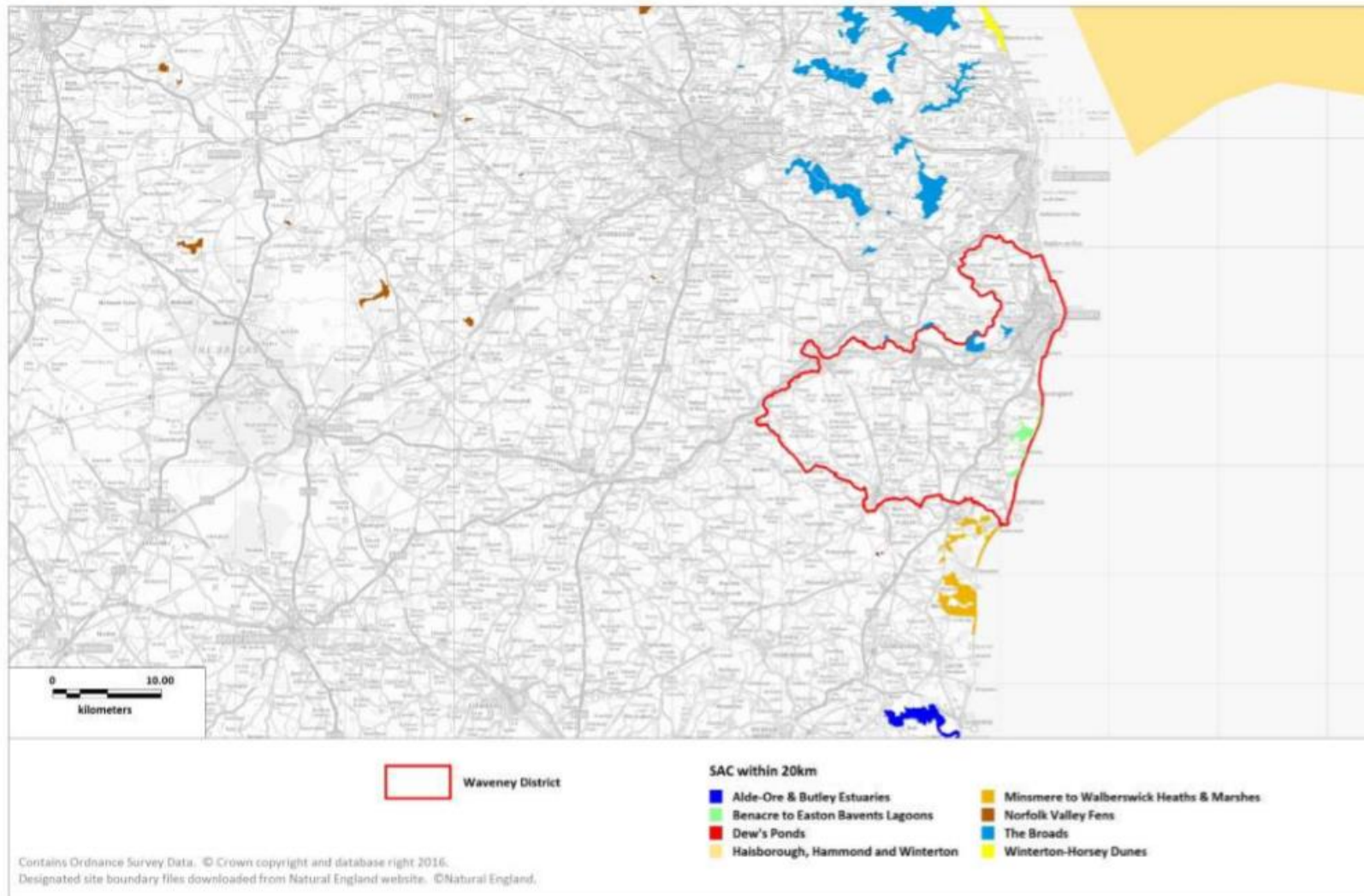
Appendix 1: Sources of background information

- East Suffolk Council – Suffolk Coastal Local Plan (September 2020)
- East Suffolk Council – Waveney Local Plan (March 2019)
- Habitats Regulations Assessment for the Suffolk Coastal Local Plan at Final Draft Plan stage (incorporating Main Modifications) (May 2020)
- The Habitats Regulations Assessment of the Waveney Local Plan (December 2018)

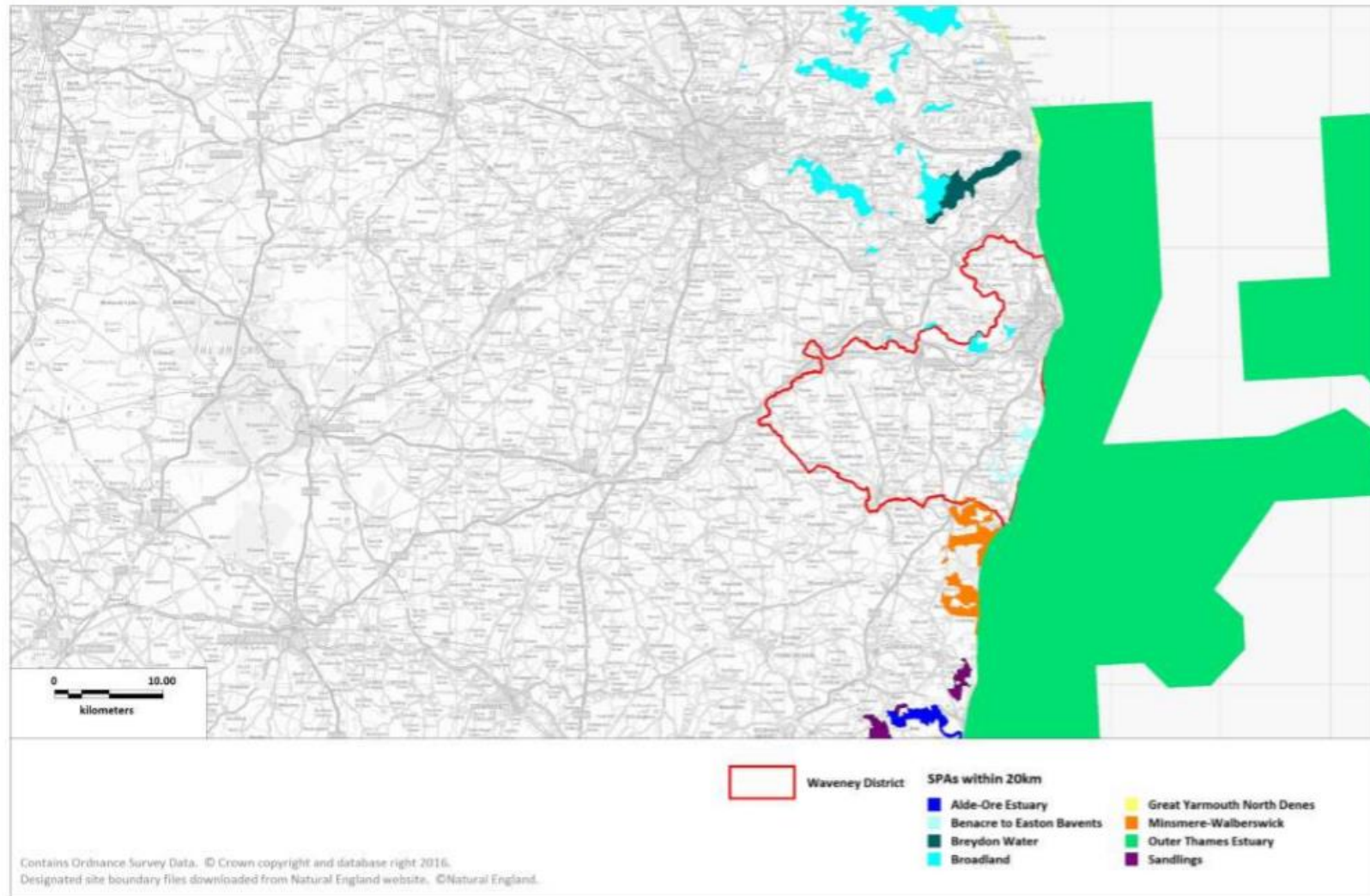
Appendix 2: Locations of European protected sites

European protected sites within 20km of the East
Suffolk Council- Waveney Local Plan Area

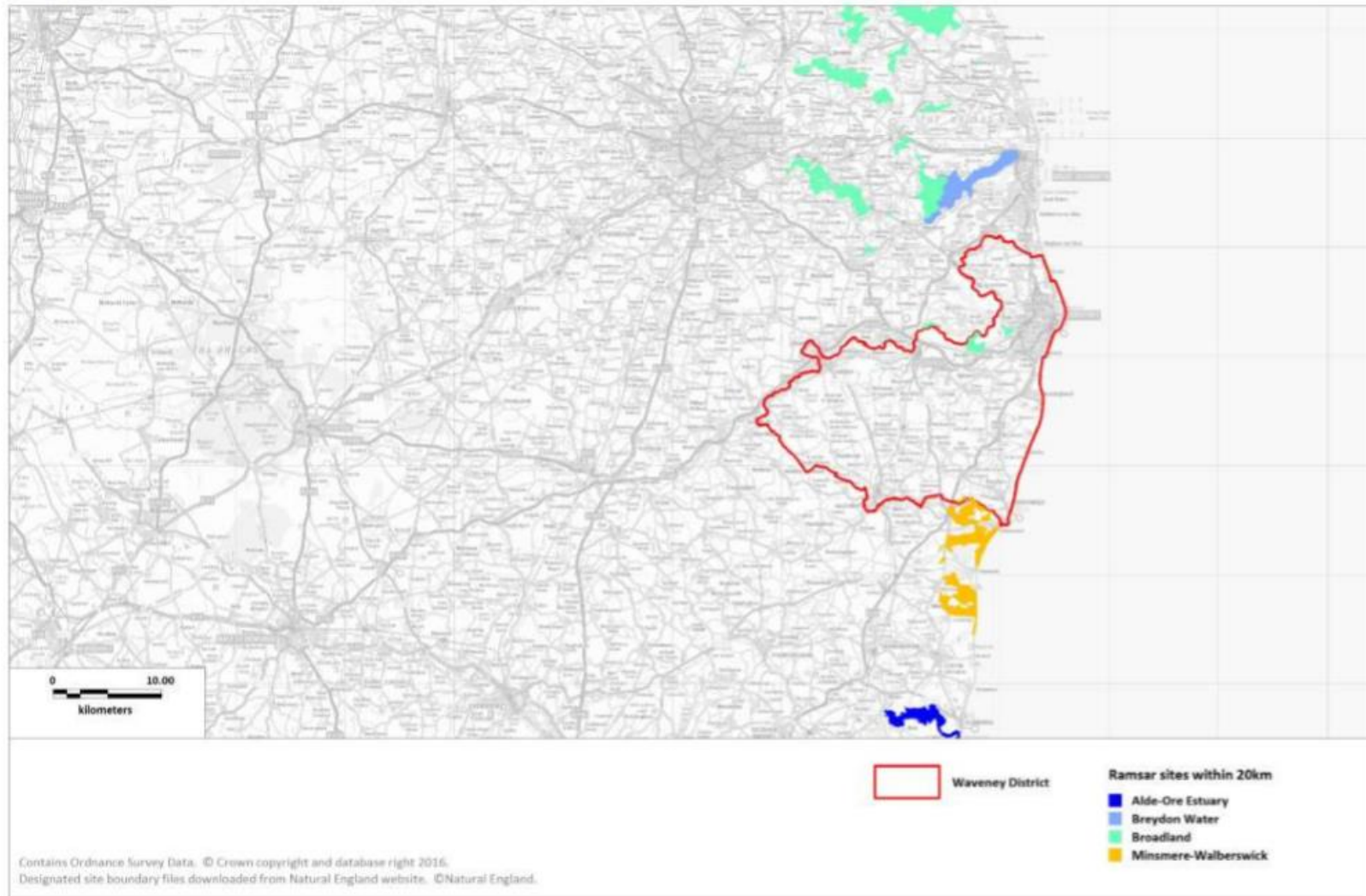
Map 1: SACs



Map 2: SPAs

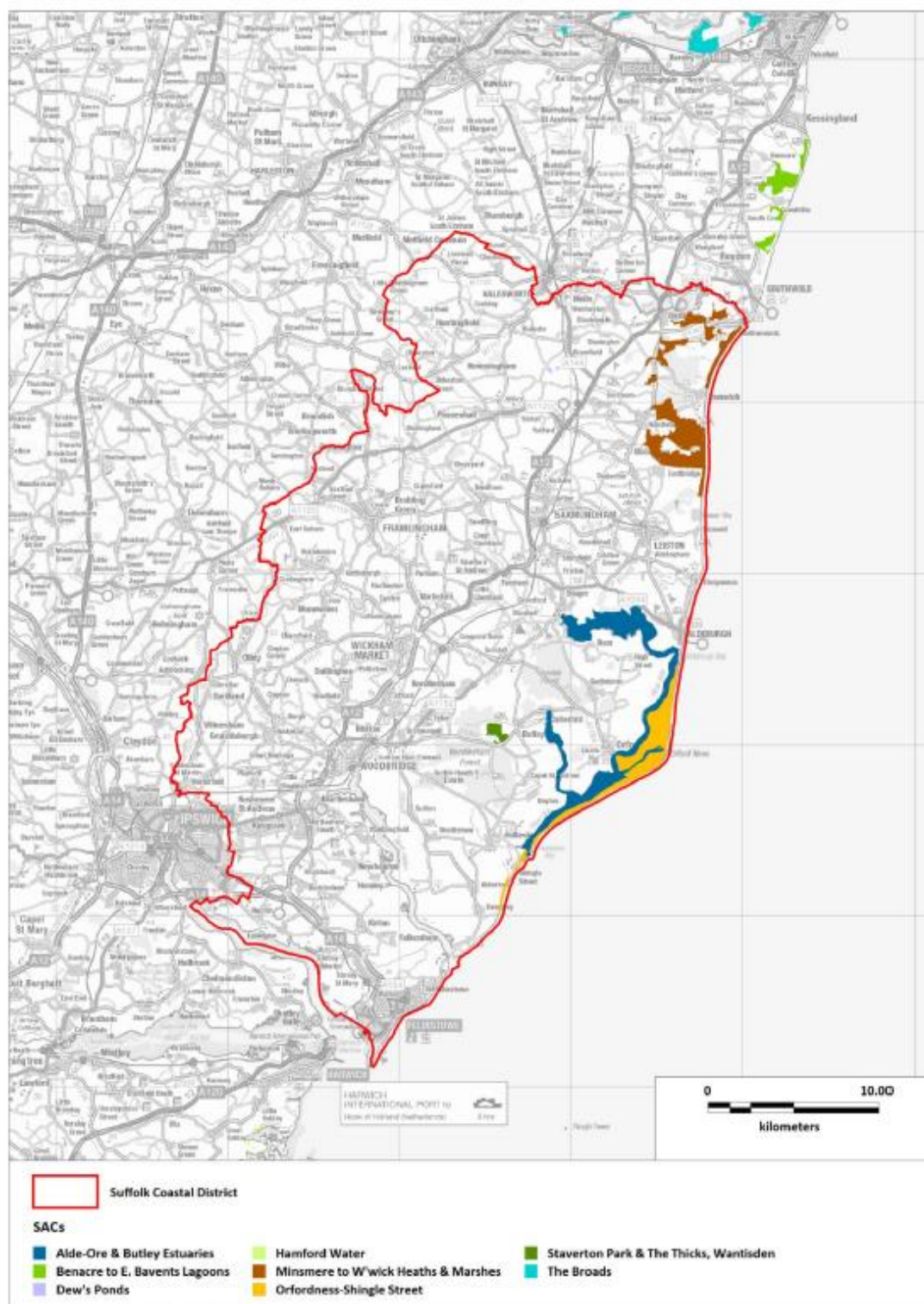


Map 3: Ramsar Sites



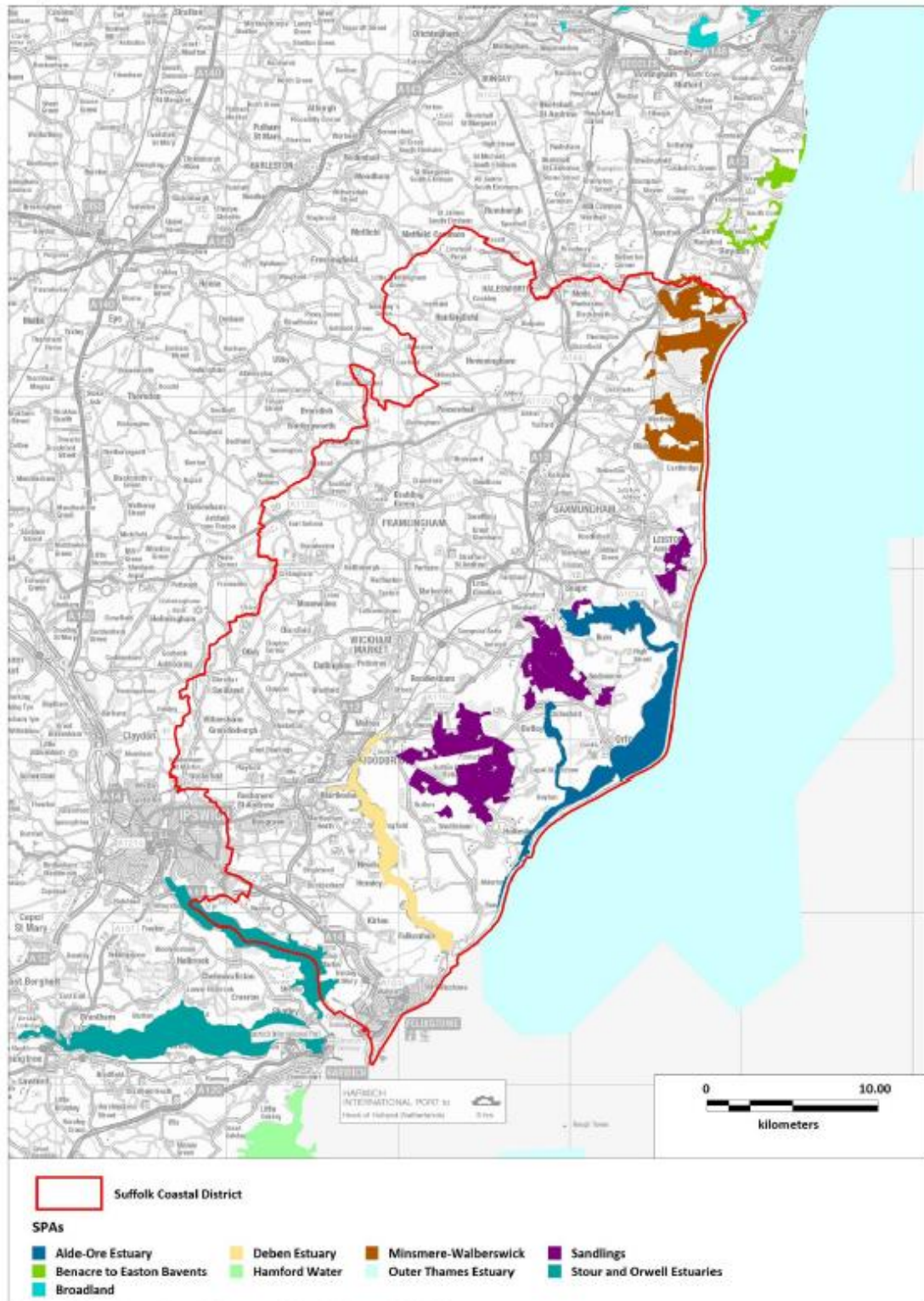
European protected sites within 20km of the East Suffolk Council- Suffolk Coastal Local Plan Area

Map 1: SAC sites where boundary within 20km of Suffolk Coastal District

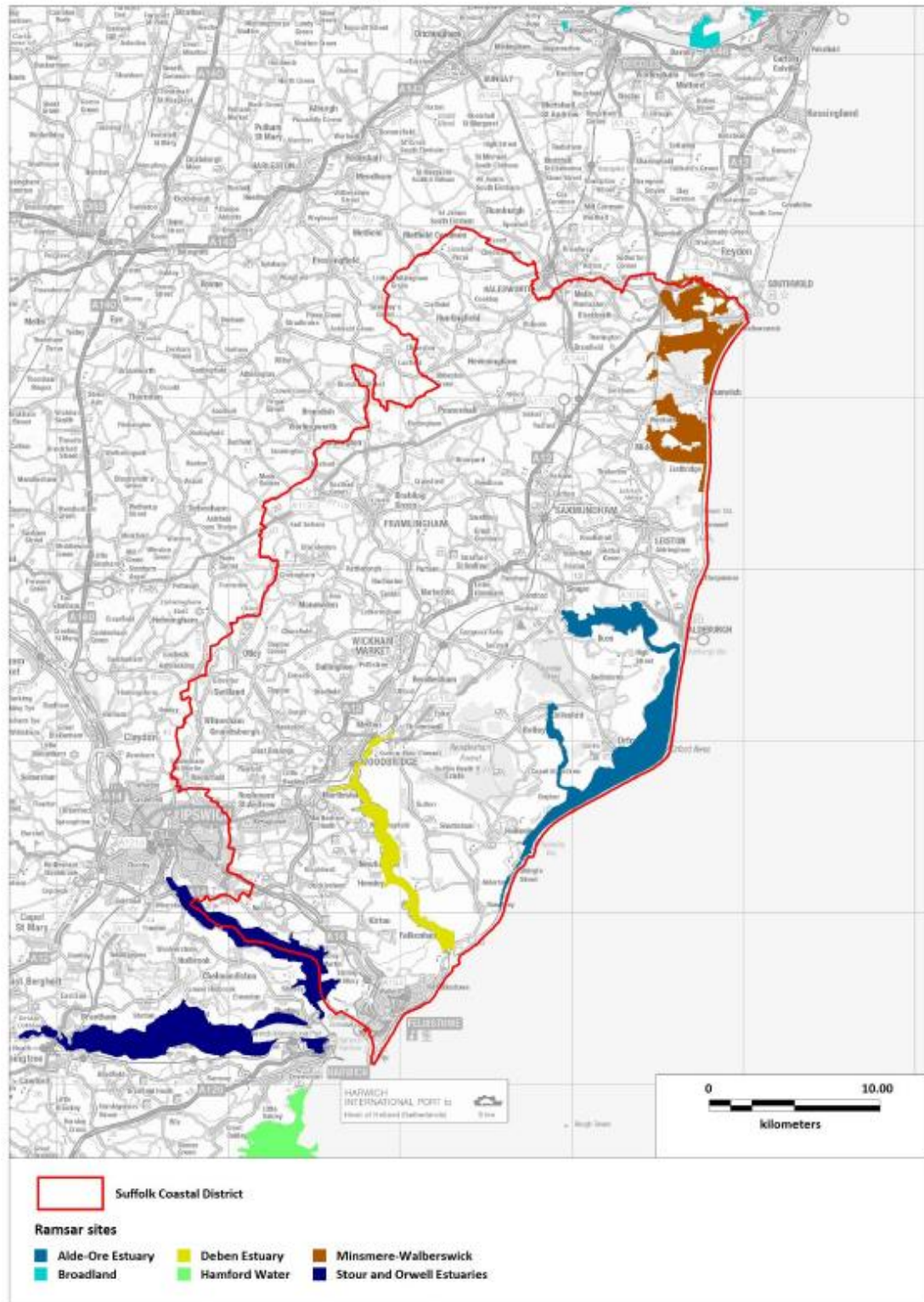


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Map 2: SPA sites where boundary within 20km of Suffolk Coastal District



Map 3: Ramsar sites where boundary within 20km of Suffolk Coastal District



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Appendix 3: Relevant European protected sites

Name	Qualifying features	Conservation Objectives	Pressure and threats (as summarised in the Habitats Regulations Assessment for the Suffolk Coastal Local Plan at Final Draft Plan Stage (December 2018))
Special Areas of Conservation			
Alde-Ore and Butley Estuaries	H1130: Estuaries H1140: Mudflats and sandflats not covered by seawater at low tide; Intertidal mudflats and sandflats H1330: Atlantic salt meadows	Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the Favourable Conservation Status of its Qualifying Features by maintaining or restoring: The extent and distribution of qualifying natural habitats; The structure and function (including typical species) of qualifying natural habitats; The supporting processes on which qualifying natural habitats rely.	Hydrological changes, public access/disturbance, inappropriate coastal management, coastal squeeze, inappropriate pest control, changes in species distributions, invasive species, air pollution, fisheries (commercial marine and estuarine) (Alde-Ore and Butley Estuaries SAC and Alde-Ore SPA)
Benacre to Easton Bavents Lagoons	H1150# Coastal lagoons, A195(B) <i>Sterna albifrons</i> : Little tern A021(B) <i>Botaurus stellaris</i> : Great bittern A081(B) <i>Circus aeruginosus</i> : Eurasian marsh harrier	Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the Favourable Conservation Status of its Qualifying Features, by	Public access/disturbance, water pollution, physical modification, changes in species distributions, fisheries (marine and estuarine).

		<p>maintaining or restoring;</p> <p>The extent and distribution of qualifying natural habitats,</p> <p>The structure and function (including typical species) of qualifying natural habitats, and,</p> <p>The supporting processes on which qualifying natural habitats rely.</p>	
Dew's Ponds	S1166 Triturus cristatus: Great crested newt	<p>Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the Favourable Conservation Status of its Qualifying Features, by maintaining or restoring;</p> <p>The extent and distribution of the habitats of qualifying species,</p> <p>The structure and function of the habitats of qualifying species,</p> <p>The supporting processes on which the habitats of qualifying species rely,</p> <p>The populations of qualifying species, and,</p> <p>The distribution of qualifying species within the site.</p>	None identified
Minsmere to Walberswick	H4030 European dry heaths	<p>Ensure that the integrity of the site is maintained or</p>	Coastal squeeze, public access/disturbance, changes in species

Heaths and Marshes	<p>H1210 Annual vegetation of drift lines</p> <p>H1220 Perennial vegetation of stony banks</p> <p>A052(B) <i>Anas crecca</i>: Eurasian teal</p> <p>A021(B) <i>Botaurus stellaris</i>: Great bittern</p> <p>A081(B) <i>Circus aeruginosus</i>: Eurasian marsh harrier</p> <p>A082(NB) <i>Circus cyaneus</i>: Hen harrier</p> <p>A224(B) <i>Caprimulgus europaeus</i>: European nightjar</p> <p>A056(B) <i>Anas clypeata</i>: Northern shoveler</p> <p>A056(NB) <i>Anas clypeata</i>: Northern shoveler</p> <p>A051(B) <i>Anas strepera</i>: Gadwall</p> <p>A051(NB) <i>Anas strepera</i>: Gadwall</p> <p>A132(B) <i>Recurvirostra avosetta</i>: Pied avocet</p> <p>A195(B) <i>Sterna albifrons</i>: Little tern</p> <p>A394(NB) <i>Anser albifrons</i>: Greater white-fronted goose</p>	<p>restored as appropriate, and ensure that the site contributes to achieving the Favourable Conservation Status of its Qualifying Features, by maintaining or restoring;</p> <p>The extent and distribution of qualifying natural habitats and habitats,</p> <p>The structure and function (including typical species) of qualifying natural habitats, and,</p> <p>The supporting processes on which qualifying natural habitats rely.</p>	<p>distributions, invasive species, inappropriate pest control, air pollution, water pollution, deer, fisheries (commercial marine and estuarine)</p>
Orfordness – Shingle Street	<p>H1150: Coastal Lagoons</p> <p>H1210: Annual vegetation of drift lines</p> <p>H1220: Perennial vegetation of stony banks; Coastal shingle vegetation outside the reach of waves</p>	<p>Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the Favourable Conservation Status of its Qualifying</p>	<p>Not identified in Suffolk Coastal Final Draft Local Plan HRA.</p>

		<p>Features by maintaining or restoring: The extent and distribution of qualifying natural habitats; The structure and function (including typical species) of qualifying natural habitats; and The supporting processes on which qualifying natural habitats rely.</p>	
Staverton Park and The Thicks, Wantisden	H9190: Old acidophilous oak woods with <i>Quercus robur</i> on sandy plains; Dry oak-dominated woodland.	<p>Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the Favourable Conservation Status of its Qualifying Features by maintaining or restoring: The extent and distribution of qualifying natural habitats; The structure and function (including typical species) of qualifying natural habitats; and The supporting processes on which qualifying natural habitats rely.</p>	Woodland management, disease, atmospheric pollution.
The Broads	H7210# Calcareous fens with <i>Cladium mariscus</i> and species of the <i>Caricion davallianae</i> S1016 <i>Vertigo moulinsiana</i> :	<p>Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the</p>	Water pollution, climate change, invasive species, siltation, inappropriate water levels, hydrological changes, water abstraction, change in land management,

	<p>Desmoulin's whorl snail H7230 Alkaline fens H6410 Molinia meadows on calcareous, peaty or clayey-silt-laden soils (Molinion caeruleae) H91E0# Alluvial forests with Alnus glutinosa and Fraxinus excelsior (Alno-Padion, Alnion incanae, Salicion albae) H7140 Transition mires and quaking bogs H3140 Hard oligo-mesotrophic waters with benthic vegetation of Chara spp H3150 Natural eutrophic lakes with Magnopotamion or Hydrocharition-type vegetation S1355 Lutra lutra: Otter S1903 Liparis loeselii: Fen orchid S4056 Anisus vorticulus: Little ramshorn whirlpool snail</p>	<p>Favourable Conservation Status of its Qualifying Features, by maintaining or restoring; The extent and distribution of qualifying natural habitats and habitats of qualifying species, The structure and function (including typical species) of qualifying natural habitats, The structure and function of the habitats of qualifying species, The supporting processes on which qualifying natural habitats and the habitats of qualifying species rely, The populations of qualifying species, and, The distribution of qualifying species within the site.</p>	<p>inappropriate ditch management, inappropriate scrub control, changes in species distributions, public access/disturbance, undergrazing, drainage, direct impact from 3rd party</p>
Special Protection Areas			
<p>Alde-Ore Estuary (also Ramsar site)</p>	<p>A081: Eurasian marsh harrier (breeding) A132: Pied avocet (non-breeding) A132: Pied avocet (breeding) A151: Ruff (non-breeding) A162: Common redshank (non-breeding)</p>	<p>Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the aims of the Wild Birds Directive, by maintaining or restoring:</p>	<p>Hydrological changes, public access/disturbance, inappropriate coastal management, coastal squeeze, inappropriate pest control, changes in species distributions, invasive species, air pollution, fisheries (commercial marine and estuarine)</p>

	<p>A183: Lesser black-backed gull (breeding)</p> <p>A191: Sandwich tern (breeding)</p> <p>A195: Little tern (breeding)</p>	<p>The extent and distribution of the habitats of the qualifying features;</p> <p>The structure and function of the habitats of the qualifying features;</p> <p>The supporting processes on which the habitats of the qualifying features rely;</p> <p>The population of each of the qualifying features;</p> <p>and</p> <p>The distribution of the qualifying features within the site.</p>	<p>(Alde-Ore and Butley Estuaries SAC and Alde-Ore SPA)</p>
Benacre to Easton Bavents	<p>H1150# Coastal lagoons,</p> <p>A195(B) <i>Sterna albifrons</i>: Little tern</p> <p>A021(B) <i>Botaurus stellaris</i>: Great bittern</p> <p>A081(B) <i>Circus aeruginosus</i>: Eurasian marsh harrier</p>	<p>Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the aims of the Wild Birds Directive, by maintaining or restoring;</p> <p>The extent and distribution of the habitats of the qualifying features,</p> <p>The structure and function of the habitats of the qualifying features,</p> <p>The supporting processes on which the habitats of the qualifying features rely,</p> <p>The population of each of the qualifying features,</p> <p>and,</p>	<p>Public access/disturbance, water pollution, physical modification, changes in species distributions, fisheries (marine and estuarine).</p>

		The distribution of the qualifying features within the site.	
Broadlands (also Ramsar site)	<p>H7210# Calcareous fens with <i>Cladium mariscus</i> and species of the Caricion <i>davalliana</i></p> <p>S1016 <i>Vertigo moulinsiana</i>: Desmoulin's whorl snail</p> <p>H7230 Alkaline fens</p> <p>H6410 <i>Molinia</i> meadows on calcareous, peaty or clayey-silt-laden soils (<i>Molinia caerulea</i>)</p> <p>H91E0# Alluvial forests with <i>Alnus glutinosa</i> and <i>Fraxinus excelsior</i> (Alno-Padion, Alnion incanae, Salicion albae)</p> <p>H7140 Transition mires and quaking bogs</p> <p>H3140 Hard oligo-mesotrophic waters with benthic vegetation of <i>Chara</i> spp</p> <p>H3150 Natural eutrophic lakes with <i>Magnopotamion</i> or <i>Hydrocharition</i>-type vegetation</p> <p>S1355 <i>Lutra lutra</i>: Otter</p> <p>S1903 <i>Liparis loeselii</i>: Fen orchid</p> <p>S4056 <i>Anisus vorticulus</i>: Little ramshorn whirlpool snail</p>	<p>Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the Favourable Conservation Status of its Qualifying Features, by maintaining or restoring;</p> <p>The extent and distribution of qualifying natural habitats and habitats of qualifying species,</p> <p>The structure and function (including typical species) of qualifying natural habitats,</p> <p>The structure and function of the habitats of qualifying species,</p> <p>The supporting processes on which qualifying natural habitats and the habitats of qualifying species rely,</p> <p>The populations of qualifying species, and,</p> <p>The distribution of qualifying species within the site.</p>	<p>Water pollution, climate change, invasive species, siltation, inappropriate water levels, hydrological changes, water abstraction, change in land management, inappropriate ditch management, inappropriate scrub control, changes in species distributions, public access/disturbance, undergrazing, drainage, direct impact from 3rd party</p>

Deben Estuary (also Ramsar site)	A046a: Dark bellied brent goose (non-breeding) A132: Pied avocet (non-breeding)	Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the aims of the Wild Birds Directive, by maintaining or restoring: The extent and distribution of the habitats of the qualifying features; The structure and function of the habitats of the qualifying features; The supporting processes on which the habitats of the qualifying features rely; The population of each of the qualifying features; and The distribution of the qualifying features within the site.	Coastal squeeze, disturbance to birds, water and air pollution.
Outer Thames Estuary	A001: Red-throated Diver (Non-breeding) A195: Common Tern (Breeding) A193: Little Tern (Breeding)	Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the aims of the Wild Birds Directive, by maintaining or restoring: The extent and distribution of the habitats of the qualifying features; The structure and function of the	Not identified in Suffolk Coastal Final Draft Local Plan HRA. SIP identifies fisheries.

		habitats of the qualifying features; The supporting processes on which the habitats of the qualifying features rely; The population of each of the qualifying features; and The distribution of the qualifying features within the site.	
Minsmere to Walberswick (also Ramsar site)	H4030 European dry heaths H1210 Annual vegetation of drift lines H1220 Perennial vegetation of stony banks A052(B) <i>Anas crecca</i> : Eurasian teal A021(B) <i>Botaurus stellaris</i> : Great bittern A081(B) <i>Circus aeruginosus</i> : Eurasian marsh harrier A082(NB) <i>Circus cyaneus</i> : Hen harrier A224(B) <i>Caprimulgus europaeus</i> : European nightjar A056(B) <i>Anas clypeata</i> : Northern shoveler A056(NB) <i>Anas clypeata</i> : Northern shoveler A051(B) <i>Anas strepera</i> : Gadwall A051(NB) <i>Anas strepera</i> : Gadwall A132(B) <i>Recurvirostra avosetta</i> : Pied avocet	Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the aims of the Wild Birds Directive, by maintaining or restoring; The extent and distribution of the habitats of the qualifying features, The structure and function of the habitats of the qualifying features, The supporting processes on which the habitats of the qualifying features rely, The population of each of the qualifying features, and, The distribution of the qualifying features within the site.	Coastal squeeze, public access/disturbance, changes in species distributions, invasive species, inappropriate pest control, air pollution, water pollution, deer, fisheries (commercial marine and estuarine)

	A195(B) Sterna albifrons: Little tern A394(NB) Anser albifrons albifrons: Greater white-fronted goose		
Outer Thames Estuary	A001 (W) Gavia stellate Red-throated Diver A195 (B) Sterna hirundo Common Tern A193 (B) Sternula albifrons Little Tern	Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the aims of the Wild Birds Directive, by maintaining or restoring; The extent and distribution of the habitats of the qualifying features, The structure and function of the habitats of the qualifying features, The supporting processes on which the habitats of the qualifying features rely, The population of each of the qualifying features, and, The distribution of the qualifying features within the site.	Not identified in Suffolk Coastal Final Draft Local Plan HRA. SIP identifies fisheries.
Sandlings	A224: European nightjar (breeding) A246: Woodlark (breeding)	Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the aims of the Wild Birds Directive, by maintaining or restoring:	Changes in species distributions, inappropriate scrub control, deer, air pollution, public access/disturbance.

		<p>The extent and distribution of the habitats of the qualifying features; The structure and function of the habitats of the qualifying features; The supporting processes on which the habitats of the qualifying features rely; The population of each of the qualifying features; and The distribution of the qualifying features within the site.</p>	
<p>Stour and Orwell Estuaries (also Ramsar site)</p>	<p>A046a: Dark bellied brent goose (non-breeding) A054: Northern pintail (non-breeding) A132: Pied avocet (non-breeding) A141: Grey plover (non-breeding) A143: Red knot (non-breeding) A149: Dunlin (non-breeding) A156: Black-tailed godwit (non-breeding) A162: Common redshank (non-breeding) Waterbird assemblage</p>	<p>Ensure that the integrity of the site is maintained or restored as appropriate, and ensure that the site contributes to achieving the aims of the Wild Birds Directive, by maintaining or restoring: The extent and distribution of the habitats of the qualifying features; The structure and function of the habitats of the qualifying features; The supporting processes on which the habitats of the qualifying features rely; The population of each of the qualifying features; and</p>	<p>Coastal squeeze, disturbance to birds, air pollution and new development.</p>

East Suffolk Draft Community Infrastructure Levy Charging Schedule
Draft Habitats Regulations Screening Assessment – July 2021

		The distribution of the qualifying features within the site.	
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Appendix 4: Natural England Consultation Response

Date: 26 April 2021
Our ref: 346651
Your ref:

planningpolicy@eastsuffolk.gov.uk

BY EMAIL ONLY



Customer Services
Hornbeam House
Crewe Business Park
Electra Way
Crewe
Cheshire
CW1 6GJ
T 0300 060 3900

Dear Adam Nicholls,

Planning consultation: East Suffolk Sustainable Construction Supplementary Planning Document and baseline evidence for the East Suffolk Community Infrastructure Levy Charging Schedule – Initial Consultations

Thank you for your consultation on the above dated 15 March 2021 which was received by Natural England on the same date.

Natural England is a non-departmental public body. Our statutory purpose is to ensure that the natural environment is conserved, enhanced, and managed for the benefit of present and future generations, thereby contributing to sustainable development.

NATURAL ENGLAND'S ADVICE

Sustainable Construction Supplementary Planning Document (SPD)

Natural England does not have any comments to make on the Sustainable Construction SPD.

East Suffolk Community Infrastructure Levy (CIL) Charging Schedule

Natural England does not have any comments to make on the East Suffolk CIL Charging Schedule.

Habitat Regulations Screening Assessment of the Draft CIL Charging Schedule

Natural England notes that your authority, as competent authority under the provisions of the Habitats Regulations, has screened the proposal to check for the likelihood of significant effects.

Your assessment concludes that the proposal can be screened out from further stages of assessment because significant effects are unlikely to occur, either alone or in combination. On the basis of the information provided, Natural England concurs with this view.

Strategic Environmental Assessment of the Draft CIL Charging Schedule

Your assessment concludes that it is not necessary for a Strategic Environmental Assessment to be undertaken of the East Suffolk Community Infrastructure Levy Charging Schedule to ensure compliance with SEA legislation. On the basis of the information provided, Natural England concurs with this view.

Should the proposal change, please consult us again.

If you have any queries relating to the advice in this letter please contact me on 07768 237040.

Yours sincerely

Sam Kench
Norfolk and Suffolk Team

Page 1 of 1

.69 in

Equality Impact Assessment Screening Opinion

East Suffolk Community Infrastructure Levy
(CIL) Draft Charging Schedule

October 2021



Introduction

1. It is the Council's duty under the Equality Act 2010 to undertake an Equality Impact Analysis at the time of formulating a decision, drafting a report, designing or amending a policy. This will ensure that the Council is considering and taking positive action where possible to promote access to services for all their communities, including their wider communities. The Equality Impact Assessment Screening Assessment will assess whether there is any impact upon any of the groups with protected characteristics under the Equalities Act, which are listed in the table below. If an adverse impact upon any of these groups is identified, then a full Equalities Impact Assessment will be required.
2. The East Suffolk Community Infrastructure Levy Draft Charging Schedule (CIL Charging Schedule) is a charge on development that pays for the cost of infrastructure to support development throughout the District. There are different rates of CIL charge for different types of development. The CIL is a Council programme and so has the potential to impact upon groups that are protected under the Equality Act. Therefore, an Equalities Impact Assessment Screening Opinion is needed. This will enable the Council to ascertain whether there are any negative impacts upon these groups, in which case a full Equality Impact Assessment will be needed.
3. There are currently two separate CIL Charging Schedule operating in East Suffolk, firstly in the former Waveney District Council area (which was adopted in 2013) and secondly, in the former Suffolk Coastal District Council area (which was adopted in 2015). A CIL Charging Schedule sets out the levy costs which are required to be made by developers to support the delivery of infrastructure in a specified area, which can be varied by development type and size. It has now been decided to prepare a single CIL Charging Schedule for East Suffolk.
4. Viability work has been undertaken to ensure that the East Suffolk Community Infrastructure Levy charging schedule will not impact upon development viability. It also ensures that development will continue to be able to meet policy requirements detailed in the Suffolk Coastal Local Plan and Waveney Local Plan in terms of the delivery of housing for those of different age groups, as well as those with a health problem or disability. The CIL charging schedule also covers issues such as housing size and different types of tenure.
5. The adopted Waveney (2019) and Suffolk Coastal (2020) Local Plan set out various housing and other development allocations and requirements, including for (amongst others) i) affordable housing requirements and ii) specialist housing requirements (such as retirement accommodation and care homes). Equalities Impact Assessments were prepared to

accompany both Local Plan documents. Key Local Plan elements such as affordable housing amounts cannot be re-considered during the CIL Charging Schedule preparation process.

6. The Equality Act 2010 lists nine protected characteristics: age; disability; gender reassignment; marriage and civil partnership; pregnancy and maternity; race; religion or belief; sex; sexual orientation. East Suffolk Council has added a tenth characteristic, socio-economic deprivation, in addition to the nine protected characteristics listed in the legislation. This reflects that pockets of deprivation that exist across East Suffolk.

Screening of impact on different groups

	Groups	Likely Impact (positive/negative/no impact)	Reason for your decision
a	Age (includes safeguarding issues)	Positive impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. Funding raised by CIL is partly used to provide housing for the elderly. It will therefore benefit this group. Consultation documents will be available online and can be provided in hard copy on request. The consultation materials will be available to people of all ages and therefore will not discriminate in terms of age.
b	Disability	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. The consultation will therefore not

			discriminate against those with a disability.
C	Gender reassignment	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. This consultation will therefore not discriminate against those who have undergone gender reassignment.
D	Marriage and Civil Partnership	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. This consultation will therefore not discriminate against those who are married or in a civil partnership.
E	Pregnancy and maternity	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. This consultation will therefore not discriminate against those who are pregnant or on maternity leave.

F	Race	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. The consultation will therefore not discriminate against those from any racial background.
G	Religion or Belief	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. The consultation will therefore not discriminate against those of different religious beliefs.
H	Sex	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. The consultation will therefore not discriminate against those of different sexual identities.
I	Sexual orientation	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon

			this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. The consultation will therefore not discriminate against those of different sexual orientations.
J	Socio-economic deprivation	No impact	The draft CIL Charging Schedule details the amount of CIL payable for different types of development. It will therefore not impact upon this group. Consultation documents will be available online and can be provided in hard copy on request so that they can be viewed by all. The consultation will therefore not discriminate against those who are experiencing socio-economic deprivation.

Consultation and Engagement

7. During the preparation of the CIL Charging Schedule there have been regular steering group meetings with colleagues in East Suffolk Council including Planning Policy, Infrastructure Delivery, and Major Sites and Infrastructure Officers. There have also been regular meetings with consultants from Aspinall Verdi.
8. There has been consultation during the preparation of the CIL Charging Schedule. An initial informal consultation took place between 15th March 2021 and 26th April 2021, on the basic assumptions for the draft CIL Charging Schedule. Members of the Town and Parish Councils, Suffolk County Council, East Suffolk Councillors, neighbouring district Councils including the Broads Authority, developers, agents, landowners, business associations, civic societies, infrastructure providers), and public were consulted.
9. The initial consultation was presented at East Suffolk Council's Developer Forum meeting on 15th April 2021. The presentation included information on the preparation of the CIL Charging Schedule, details of the key assumptions for the CIL Charging Schedule, links to

the consultation documents and an opportunity for questions and discussion. In addition, Council officers gave presentations to two East Suffolk Council Parish Council Forums in April 2021.

10. In total of 10 individuals and organisations responded to the consultation on the CIL Charging Schedule and 3 responded to the CIL Instalment Policy. The Council's response and how the comments informed the preparation of the CIL Charging Schedule is detailed in the Consultation Statement.
11. A second public consultation will take place from 11th November to 23rd December 2021 on the Draft CIL Charging Schedule. Consultation letters and emails will be sent to consultees. Publication online, in posters, newsletters and press releases will take place. The consultations will contact members of the Town and Parish Councils, Suffolk County Council, East Suffolk Councillors, neighbouring district Councils including the Broads Authority, developers, agents, landowners, business associations, civic societies, infrastructure providers), and members of the public.
12. In view of the current Covid-19 social distancing measures, the Council has set out measures to enable safe participation in the consultation and to ensure that those who wish to engage in the consultation are not disadvantaged. For those unable to view the consultation documents online, hard copies will be made available on request (free of charge) by post. For those who cannot view the consultation documents online or receive them by post, the Council will make hard copies available to view in libraries that are open and willing to host documents and in the Council's customer service centres by appointment. In view of these measures the Council does not consider that this consultation will disadvantage any of the groups covered by this EQIA screening exercise.

Presentation in Different Languages

13. As part of a six-week period of formal consultation, the document will be published on the Council's website, with hard copies available on request for those unable to access it online. The document may be requested in a different language. When such requests are received the Customer Services Team will be involved with ensuring this request is actioned.

Proposed Changes

14. The Council will analyse responses received during the public consultation and will make any necessary changes as a result of comments received.

Conclusion

15. No negative impact upon any group with protected characteristics or experiencing socio-economic deprivation was identified and therefore a full Equality Impact Assessment is not required.

Draft East Suffolk Community Infrastructure Levy Charging Schedule – Legislation and Policy Conformity Statement

November 2021

Introduction

1. Community Infrastructure Levy (CIL) is a charge on new development in a local authority's area, which is a tool to help deliver necessary infrastructure. The Council has two existing CIL Charging Schedules, one for the former Waveney area and one for the former Suffolk Coastal area.
2. The preparation, examination and 'adoption' (bringing into effect) of a CIL Charging Schedule is governed by Part 3 of the Community Infrastructure Regulations 2010 (as amended), as allowed for under Part 11 of the Planning Act 2008 (as amended). The Planning Practice Guidance sections on [CIL](https://www.gov.uk/guidance/community-infrastructure-levy) (<https://www.gov.uk/guidance/community-infrastructure-levy>) and [Viability](https://www.gov.uk/guidance/viability) (<https://www.gov.uk/guidance/viability>) provides more detailed advice and guidance.
3. Although not a legal requirement, the preparation of a CIL Charging Schedule is also covered in the Council's [Statement of Community Involvement \(SCI\)](#), which was adopted in April 2021. Prior to that, there were separate SCIs for the (former) districts of [Waveney](#) (2014) and [Suffolk Coastal](#) (2014), which both included sections on the production of a CIL Charging Schedule.
4. This document provides details of how the CIL Regulations ('the Regulations') and the Planning Act ('the Act') and the provisions of the SCI have been complied with so far. It will be updated following the formal consultation on the draft CIL Charging Schedule and included in the bundle of examination documents.

Preparing a CIL Charging Schedule

Format and content of a CIL Charging Schedule

5. Regulation 12 set out the basics that need to be complied with:

- 12.(1) Subject to the provisions of this Part a charging authority may determine the format and content of a charging schedule.*
- (2) A draft charging schedule submitted for examination in accordance with section 212 of PA 2008 must contain—*
- (a) the name of the charging authority;*
 - (b) the rates (set at pounds per square metre) at which CIL is to be chargeable in the authority's area;*
 - (c) where a charging authority sets differential rates in accordance*

with regulation 13(1)(a), a map which—

- (i) identifies the location and boundaries of the zones,*
 - (ii) is reproduced from, or based on, an Ordnance Survey map,*
 - (iii) shows National Grid lines and reference numbers, and*
 - (iv) includes an explanation of any symbol or notation which it uses;*
- and*

d) an explanation of how the chargeable amount will be calculated.

(3) A charging schedule approved by a charging authority must, in addition to the contents mentioned in paragraph (2), contain—

- (a) the date on which the charging schedule was approved;*
- (b) the date on which the charging schedule takes effect; and*
- (c) a statement that it has been issued, approved and published in accordance with these Regulations and Part 11 of PA 2008.*

(4) In paragraph (2)(c)(ii) “Ordnance Survey map” means a map produced by Ordnance Survey or a map on a similar base at a registered scale.

6. The Council’s [Statement of Community Involvement](#) (SCI, 2021) says that at the evidence base stage, the Council may make use of workshops with parish and town councils and the Developers’ Forum if it is considered there are clear benefits to do so. The Planning Practice Guidance on CIL (<https://www.gov.uk/guidance/community-infrastructure-levy>) advises that the CIL evidence base should be developed in collaboration with neighbouring/overlapping authorities and other stakeholders.

Comment and discussion

7. Working with the Council’s CIL viability consultants, Aspinall Verdi, the Council prepared a consultation document covering many of the CIL viability basic assumptions and allowances proposed to be applied (see <https://eastsuffolk.inconsult.uk/CILCS21/consultationHome>). Elements included: proposed developers’ profit margins (20% on market housing and 6% on affordable housing); selling agents’ costs (1.5% of the gross development value of the development); and professional fee costs (for e.g. architects, highways consultants etc). The consultation document also contained details of the proposed residential ‘typologies’ (representative site-types).
8. The Council meets monthly with Suffolk County Council, to discuss infrastructure and CIL matters.
9. The consultation ran from 12th March to 26th April 2021. Various consultees were contacted specifically, including Suffolk County Council, neighbouring authorities, parish councils, developers and agents. The Council gave presentations at two East Suffolk Parish and Town Council Forums on 4th March and 25th March and also

discussed the consultation material at a special East Suffolk Developers' Forum meeting on 15th April (see the draft CIL Consultation Statement, for more details).

10. The consultation comments received have been assessed (see the Draft CIL Consultation Statement) and, where judged appropriate, some amendments made by Aspinall Verdi to the key assumptions and allowances in the now-completed CIL Viability Report. Some other changes have been made to key assumptions and allowances by Aspinall Verdi, due to more recent evidence and analysis.
11. The Draft CIL Charging Schedule proposes to have differential residential rates (which are allowable under Regulation 13; see below), so a map is included. It also includes the authority's name and the proposed CIL rates. Indicative dates for the approval of the Charging Schedule and when it will take effect are included, as the statement required under Reg 3(c), although they will obviously need to be confirmed at a later stage.

Differential rates

12. Regulation 13 specifies the various parameters by which differential rates can be charged:

13.(1) A charging authority may set differential rates—

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

(2) In setting differential rates, a charging authority may set supplementary charges, nil rates, increased rates or reductions.

Comment and discussion

13. East Suffolk is the largest district in the country (in population terms) and land and property prices vary significantly. Values in the parts of Lowestoft (especially central Lowestoft) are low, and viability can sometimes be a barrier to development and re-development. However, some other areas of the district, such as Southwold, Aldeburgh and Woodbridge, have very high property prices.
14. Given the different characteristics of different development types, the Aspinall Verdi CIL Viability Report has undertaken a comprehensive review of viability for CIL (taking into account appropriate 'buffers') for:
 - i) residential development;

- ii) holiday accommodation;
 - iii) specialist (retirement/care) accommodation;
 - iv) retail uses; and
 - v) office and industrial/commercial uses.
 - vi) In addition, eight 'strategic' sites (generally the largest and/or most significant) allocated in the two Local Plans (the Waveney Local Plan (2019) and the Suffolk Coastal Local Plan (2020)) have been considered separately for residential CIL viability.
15. Given the differences in residential viability across the district identified in the Viability Assessment, five different residential zones have been concluded to be appropriate (excluding the 'strategic' sites), with varying CIL rates. Each strategic site has its own bespoke residential CIL rate (one is zero-rated), and the Brightwell Lakes/Adastral Park strategic site will also be zero-rated, as the outline planning permission was granted on a zero-rate basis in 2018 (as per the existing Suffolk Coastal CIL Charging Schedule), with the first reserved matters applications submitted in August 2021.
16. Only one type of holiday accommodation (holiday lodge development) is concluded to be viable for CIL, and this is only viable in part of the district (broadly, most of the coastal area, apart from Lowestoft, Felixstowe and the Sizewell/Leiston area).
17. Specialist residential accommodation (principally for elderly people) is concluded to be non-viable for CIL throughout the district, whether for care homes, extra-care accommodation or sheltered accommodation.
18. Convenience retail is concluded to be viable for CIL, but comparison retail is not viable.
19. Other forms of development – including office and industrial/commercial uses – are also concluded to be unviable for CIL.
20. The CIL PPG (Paragraph: 020 Reference ID: 25-020-20190901) advises that it is normally appropriate to allow for a buffer in setting CIL rates, so that development (generally) remains viable if there are changes in the economy (such as a slowdown in the housing market).
21. The CIL Viability Report has taken a generally conservative approach to some of the values and inputs, especially for residential uses. A report published by consultancy Lichfields in August 2021 ([fine-margins viability-assessments-in-planning-and-plan-making.pdf \(lichfields.uk\)](https://www.lichfields.co.uk/media/1234567/fine-margins-viability-assessments-in-planning-and-plan-making.pdf)) reviewed 93 recent Local Plan and CIL viability reports and highlighted the typical range of values and approaches applied. Some specific examples of the conservative approach taken in the Aspinall Verdi CIL Viability

Report for standard residential uses are as follows, with cross-references to the Lichfields report (as relevant):

- i) Where different construction costs (BCIS) are published for Waveney and Suffolk Coastal (BCIS values for the single East Suffolk area are not yet published), the higher of the two values has generally been assumed (which is normally Suffolk Coastal);
- ii) The costs of “externals” (e.g. garages, internal roads, sewers, landscaping etc) are given as 15% (for ‘normal’ residential) or 20% (for strategic sites, to reflect the relatively greater costs that often apply for such sites); the Lichfields report gives a normal range of 10-20%;
- iii) For residential developments in the Suffolk Coastal area, contributions towards the Ipswich Strategic Policy Area Transport mitigation measures are required as part of the Suffolk Coastal Local Plan. An indicative cost of £943 per dwelling is allowed for (for CIL testing purposes) and this has been allowed for in standard residential testing. As this CIL viability testing has been done on a pan-authority basis (i.e. ignoring the former Suffolk Coastal/Waveney district boundary) this has the effect of providing extra ‘buffering’ in the former Waveney area (excluding strategic sites);
- iv) Affordable housing has been tested at 40% in the (residential) Higher Zone, even though only two parishes requiring 40% are in it (Reydon & Southwold, in the former Waveney area) – everywhere else (in the former Suffolk Coastal area) is 33%. This has the effect of increasing the effective “buffering” for residential viability in those parts of Suffolk Coastal within the Higher Zone;
- v) Some of the assumptions for the size of 4-bed+ dwellings are conservative, especially in the Mid Higher and Higher zone. No 5-bed dwellings are assumed in any of the dwellings mixes, even though in reality a small number will be likely on some sites, so this will likely underplay slightly the viability of such sites and typologies;
- vi) A 5% contingency rate is applied which, whilst the most common value reported in the Lichfields 2021 report, is still at the upper end of the typical range of 3-5%, and is generous for smaller greenfield sites in particular, which are unlikely to have too many ‘unknowns’ potentially adding to the cost; and
- vii) The value of self-build and custom-build serviced plots is treated the same as normal market dwellings, although they are unlikely to ever be worth less and there is some evidence that their values may actually be higher.

Setting rates

14.(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 in a charging schedule, a charging authority may also have regard to actual and expected administrative expenses in connection with CIL to the extent that those expenses can be funded from CIL in accordance with regulation 61.

(3) In having regard to the potential effects of the imposition of CIL on the economic viability of development (in accordance with paragraph (1)(b)), a London borough Council or MDC must take into account the rates set by the Mayor.

(4) For the purposes of paragraph (3), the rates set by the Mayor are the rates in the most recent charging schedule approved by the Mayor before the London borough Council or MDC begins consultation on its Draft charging schedule in accordance with regulation 16.

(5) For the purposes of section 211(7A) of PA 2008, a charging authority's Draft infrastructure list is appropriate evidence to inform the preparation of their charging schedule.

Comment and discussion

22. The Council has prepared and published the first Infrastructure Funding Study (IFS) – for [2019/20](#) and the [2020/21 IFS](#) was agreed in principle by Cabinet in September 2020. They include details of the infrastructure identified to support the growth set out in the two Local Plans and ‘made’ (adopted) Neighbourhood Plans and (where known) what the costs of the pieces of infrastructure are.

23. The 2020/21 IFS highlights that the total (known) infrastructure costs are roughly £207m. Total non-CIL contributions (from S106 developer contributions, S278 highways developer contributions and other sources) are expected to be about £103m, leaving a funding ‘gap’ of about £104m (see Table 1 below).

Table 1: Estimated non-CIL infrastructure funding sources (all figures rounded)

Total estimated infrastructure costs	£207m
Total estimated S106 contributions	£93m
Non-developer contributions	£5m
S278 (highways) contributions	£5m
Total non-CIL contributions	£103m
Infrastructure funding gap (without CIL)	£104m

24. It is clearly impossible to predict CIL income to 2036 (the end date of the Local Plans) with any degree of accuracy, as there are many variables (the precise size of buildings, possible changes to CIL exemptions, windfall developments, when particular allocations will come forward, what the annual RICS CIL price index for future years will be etc etc). Based on the proposed CIL rates, however, a sum of (very) roughly £55m is projected to be raised from CIL (see Table 2 below), which would leave a 'gap' of about £49m.

Table 2: Estimated projected CIL income to 2036 (all figures rounded)

Residential total (excluding affordable housing)	£65m
Self-build (which is exempt)	-£7m
Rural affordable housing (on 'exception' or 'First Homes' sites)	-£3m
Convenience retail	£200,000
Total estimated CIL	£55m
Infrastructure funding gap including CIL (£104m-£55m)	£49m

25. The Council obviously has costs in managing the administration of the CIL process (such as sending out liability notices) and intends to use up to 5% of CIL income to cover administrative costs (in line with Regulation 61).
26. In setting the proposed CIL rates, appropriate buffers have been applied. The buffer rates, and the reasoning for these, are detailed in Chapter 10 of the (Aspinall Verdi) CIL Viability Report.

Publication of a Draft Charging Schedule

16.(1) *Before submitting a Draft charging schedule for examination in accordance with section 212 of PA 2008, the charging authority must—*

(a) make a copy of the Draft charging schedule, the relevant evidence and a statement of the representations procedure available for inspection—

(i) at its principal office, and

(ii) at such other places within its area as it considers appropriate;

(b) publish on its website—

(i) the Draft charging schedule,

(ii) the relevant evidence (to the extent that it is practicable to do so),

(iii) a statement of the representations procedure, and

(iv) a statement of the fact that the Draft charging schedule and relevant evidence are available for inspection and of the places at which they can

- be inspected;*
- (c) send to each of the consultation bodies—*
 - (i) a copy of the Draft charging schedule, and*
 - (ii) a statement of the representations procedure;*
- (1A) The charging authority must invite representations on the Draft charging schedule from such of the following as the authority considers appropriate—*
 - (a) persons who are resident or carrying on business in its area;*
 - (b) voluntary bodies some or all of whose activities benefit the charging authority's area; and*
 - (c) bodies which represent the interests of persons carrying on business in the charging authority's area.*

Comment and discussion

27. Whilst this stage has not yet been reached, the forthcoming consultation will address all these matters. The website and letters/emails to consultees will include all relevant information.

Representations relating to a Draft Charging Schedule

- 17.(1) Any person may make representations about a Draft charging schedule which a charging authority proposes to submit to the examiner.*
- (2) Any such representations must be—*
 - (a) made within the period which the charging authority specifies for the purposes of this paragraph; and*
 - (b) sent to the address, and if the charging authority think it appropriate to specify a person, the person, which the charging authority specifies for the purposes of this paragraph.*
- (4) A person who has made representations about a Draft charging schedule may withdraw those representations at any time by giving notice in writing to the charging authority.*
- (5) The charging authority must take into account any representations made to it under this regulation before submitting a Draft charging schedule for examination in accordance with section 212 of PA 2008.*

Comment and discussion

28. The representations procedure will be set out clearly in the consultation material and on the Council's website.

Draft Consultation Statement

Agenda Item 5

ES/0935

Draft East Suffolk CIL Charging Schedule

November 2021



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1 Introduction

The Draft East Suffolk Charging Schedule sets out East Suffolk Council's rates of Community Infrastructure Levy (CIL) that are proposed to be charged on most types of new development in the area, replacing the two current Charging Schedules for Waveney and Suffolk Coastal. The Council is the Charging Authority for the entire District, excluding the area covered by the Broads Authority. The money raised from the charge will be used to pay for infrastructure to support development in the District.

This Draft Consultation Statement has been produced under Part 11 of the Planning Act 2008 and the Community Infrastructure Levy Regulation 2010 (as amended). The Council's approach to engagement in the preparation of the Draft East Suffolk CIL Charging Schedule is set out in the adopted Statement of Community Involvement¹.

This document will be updated following the formal consultation on the draft CIL Charging Schedule in late 2021 to reflect the representations made (and the Council's responses to those representations).

2. Initial consultation on basic assumptions

A (non-formal) consultation on basic assumptions for the Draft East Suffolk CIL Charging Schedule was held between 15th March and 26th April 2021. Consultation on the Council's draft Instalment Policy also took place at the same time.

Details of this consultation process are set out below.

3. Who was consulted?

The following organisations and groups were consulted during the preparation of the Draft CIL Charging Schedule:

- East Suffolk Councillors
- Norfolk and Suffolk County Councils
- The Broads Authority
- Suffolk District and Borough Councils, Great Yarmouth Borough Council, South Norfolk District Council and the Greater Norwich Local Plan Team

¹ [How to get Involved in Local Planning – Statement of Community Involvement \(April 2021\)](#)

- Town and Parish Councils
- Town and Parish Councils adjacent to East Suffolk
- Neighbourhood Planning Groups
- Housing Groups, Societies and Associations
- Business Associations and Chambers of Commerce
- Civic societies
- Historical and preservation societies
- Ipswich and East Suffolk CCG and West Suffolk CCG
- Norfolk and Suffolk Constabularies
- Energy companies (EDF, N Power and UK Power Networks)
- Water companies (Anglian Water and Essex and Suffolk Water)
- Natural England
- Environment Agency
- Historic England
- Architects, Design Practices, Planning Consultancies, estate agents, developers, landowners, and businesses who have requested to be on the planning consultation mailing list
- Members of the public who have requested to be on the planning consultation mailing list

(Further details in Appendix 2.)

4. How were they contacted?

The initial consultation ran from 15th March and 26th April 2021 and the consultation documents were made available on the East Suffolk Council website via the page below:

<https://eastsuffolk.inconsult.uk/CILCS21/consultationHome>

The consultation was advertised on the Council's website and social media. A questionnaire providing some background to the consultation and asking a series of questions, was published on the Council's website. Elected members, Council Councils, District and Borough Councils, Town and Parish, and interested groups and individuals referred to above were notified by emails or post.

Hard copies of the document were also made available free of charge by post for those unable to access them online by contacting the Planning Policy and Delivery team as the usual locations for viewing documents were closed to the public, due to the pandemic

The East Suffolk CIL Charging Schedule consultation was presented at East Suffolk Council's Developer Forum meeting on 15th April 2021. The presentation included information on the preparation of the CIL Charging Schedule, details of the key assumptions for the CIL Charging Schedule, links to the consultation documents and an opportunity for questions and discussion. In addition, Council officers gave presentations to two East Suffolk Council Parish Council Forums in April 2021.

5. Who responded and what did they say?

In total 10 individuals and organisations responded to the consultation on the CIL Charging Schedule and 3 responded to the CIL Instalment Policy. The individual responses are summarised in Appendix 1, along with a description of how the comments have been addressed. The full responses can be viewed online via the link below:

<https://eastsuffolk.inconsult.uk/CILCS21/listRespondents>

In addition, Council officers later held a meeting (in two parts) with Park Properties and Artisan PPS (agent for Landex) to better understand the contents of their representations.

Appendix 1 – Initial Consultation

The table below lists the main issues raised in the consultation responses, the Council's response and how they informed the preparation of the draft CIL Charging Schedule (and draft CIL Instalment Policy)

Respondent	Summary of representation	Officer comment and any actions arising
Bidwells (Darren Cogman) on behalf of Trinity College, Cambridge	Questions why a typology approach has been applied to sites under 360 units (non-strategic) as they believe that, in accordance with paragraph 1.14 of the consultation document, every site has different infrastructure requirements including non-strategic sites. Furthermore, they question why 360 is considered the threshold figure	<p>It is acknowledged that every site will have specific, individual, infrastructure requirements but it is unnecessarily involved to undertake a site-specific assessment of all non-strategic sites. The use of typologies for smaller (non-strategic) sites in Local Plan and CIL viability work is extremely common and supported by the PPG on CIL and Viability</p> <p>There is inevitably an element of judgement involved in where the "strategic/non-strategic" boundary is, and the Council has concluded that the Trimley (Howlett Way) site is strategic, due to its location on the A14 corridor and proximity to the North Felixstowe Garden Neighbourhood. Other than that, no sites below 800 dwellings are considered to have any particularly unusual infrastructure needs or otherwise be of particular strategic significance. Allocation WLP5.2 (Land west of St John's Road, Bungay) for 400 dwellings already had outline planning permission for 150 dwellings (granted in 2016 and now under construction)</p>

	Later recognises that CIL rates for strategic sites may be rated low or zero, but believes an increase in CIL costs could render sites unviable	The draft Charging Schedule is believed to set appropriate rates for each of the strategic sites, taking into account evidence in the CIL Viability Study. CIL is also only a small proportion of the total development costs of a site
	Asks why the Felixstowe and Trimley villages are rated medium zones in accordance with the consultation document when they are currently rated low under the existing CIL schedule, particularly when paragraph states there is not likely to changes in relative values	The consultation map shows the zones set out in the two Plan-wide viability studies, not the proposed zones for the CIL Charging Schedule. Felixstowe and Trimley are concluded to be in the Mid Higher Zone of the Draft CIL Charging Schedule, based on the evidence set out in the CIL Viability Study; the values of new housing coming forward is now (relatively) higher than it was at the time of the current Suffolk Coastal Charging Schedule
	Believes that a 75% gross to net ratio for sites between 140-255 could be unrealistic with some sites actually having lower gross to net ratios	The comment has been noted and it is acknowledged that drainage requirements (as one example) are becoming increasingly stringent. So some of the gross to net ratios in the CIL Viability Report have been adjusted downwards – the ratio for sites/typologies of 140-255 is now 70% rather than 75%, for example
	Believe the precise measure of the RICS BCIS cost indices in relation to build costs should be stated	These are stated in the Aspinall Verdi CIL Viability Report
	Notes that paragraph 2.11 states external works costs are based on industry norms rather than site specific costs and highlights paragraphs 1.13 and 1.14	It would be impractical to undertake site specific studies for every site for this variable so using industry norms is considered appropriate – again, this is a common approach for CIL Viability studies
	Believes it is impractical to apply a uniform rate for abnormal costs due to their inherent variation. They believe it unreasonable to assume that if abnormal costs exceed the flat rate it should be reflected in lower land value as this may discourage landowners	It would be impractical to undertake site specific studies for abnormal costs, particularly as some costs may not be known with any certainty (or indeed, at all). It is acknowledged that the costs will be inherently variable, but they are only applied to brownfield sites and a

		reduction in the land value would inevitably be the result if abnormal costs are on the higher side
	Believes the 3% cost allowance on build costs to be low to achieve the 20% CO ₂ reduction required under building regulations	This has been adjusted upwards in the CIL Viability Report to £4,847 per dwelling (£2,256 per flat), the values used in the Government's Future Homes Standard consultation summary (January 2021) and is considered a conservative assumption. By comparison, 3% of the BCIS build cost for a 100m ² dwelling (£1,155 per m ²) equates to £3,465
	Believes that the 20% profit margin on GDV may be acceptable for low risk sites, but a 25% profit would be sought on higher risk brownfield sites	<p>The Council has utilised the high-end figure quoted within the Planning Practice Guidance (which says that 15-20% of GDV in relation to plan-wide viability is a "suitable return" to developers). Assumptions of additional costs of developing brownfield sites ('abnormals') are already allowed for in the CIL viability report</p> <p>Para 4.2.27 of the RICS Guidance Note on Viability under the 2019 NPPF (2021) draws broadly similar conclusions about profit and as a general approach it therefore remains sound</p>
	Notes that land values and sales revenue have not been inputted at this stage and further states these are critical to the consultation	Land values and projected sales revenues are included in the CIL Viability Report to be consulted upon
Bungay Town Council	Asked whether allocation WLP5.2 (Lane west of St Johns Road, Bungay) is a strategic site	This site is not considered a strategic site as it is not of particularly large size and/or of more than immediate local significance and/or close to (another) large site. In addition, 150 dwellings of the allocation of 400 dwellings

		was granted reserved matters permission in 2020 and are under construction
	Asks how CIL cross-boundary issues are dealt with (in terms of e.g. school pupils crossing the county boundary)?	This question has been answered separately as it doesn't directly relate to the consultation. In general, though, the council (plus Suffolk County Council) engages regularly with adjoining local authorities on such issues (such as to do with high schools)
	Believes that smaller villages receive less affordable housing as they do not attract large-scale development partly due to the CIL costs	This question has been answered separately as it doesn't directly relate to the consultation; obviously any developments of 10 or fewer houses does not require any affordable housing
Churchmanor Estates PLC (Martin Robeson Planning Practice)	<p>The comments state that East Suffolk Council are not intending to undertake the same approach to large scale commercial sites as they are for strategic residential sites. They further state that the success of the Local Plan policies are dependent upon creating the conditions that encourage employment developments</p> <p>Relating these points to their own site at Land off Felixstowe Road they believe that a high level of abnormal costs is required. They conclude that the CIL rates must balance and account for the large commercial sites which by their nature contribute significant employment benefits</p> <p>They further highlight that the existing CIL rates in both CIL Charging Schedules for commercial land is £0</p> <p>They state that commercial development should not be undermined by CIL and East Suffolk Council could consider different rates for the larger-scale commercial sites</p>	<p>The sites selected as strategic sites were those considered strategically important to the Local Plans and are larger-scale residential or residential-led mixed-use sites</p> <p>The viability and deliverability of this site was assessed as part of the Suffolk Coastal Local Plan work. Whilst this site is a large one, with particular mitigation requirements, these are set out in Policy SCLP12.20 (and supporting text). No evidence has been provided that these policy requirements risk the site being made unviable. Irrespective, the recommendation in the draft CIL Charging Schedule is that all commercial sites are zero-rated rate for CIL</p>

Saxmundham Town Council (Jennifer Morcom)	Raised concerns that the strategic sites would be rated as zero and that this would fail to provide the required community infrastructure	This question doesn't directly relate to the consultation which is concerned with the variables used in the viability calculations. However, key infrastructure will still need to be delivered on all strategic sites and most/all of this is secured through a S106 agreement (or equivalent for highways works). The proposed CIL rate for South Saxmundham Garden Neighbourhood is £90 per m ²
Gladman	Notes it is important flexibility is included by way of a phasing condition associated with a planning application to ensure this provides sufficient cashflow for developers to avoid the risk of financial contributions affecting development viability	Where appropriate, planning permissions can be phased, with CIL payable separately for each phase
	Gladman believes that it is inappropriate to set the levy and associated instalment policy based on a partial understanding of infrastructure costs. The Council must demonstrate the need for infrastructure and the funding gap, ensure that the level of CIL receipts truly reflects these needs and proposals in the local plan, and have a full understanding of the potential costs of infrastructure projects	The Aspinall Verdi CIL Viability Study has considered fully the likely infrastructure costs of development in the district in reaching the recommended CIL rates
	Gladman believes the setting of different rates for different geographical areas should be based on up-to-date housing market information	The Aspinall Verdi CIL Viability Study has considered up-to-date housing market information
	Discretionary relief should also be factored into the CIL charging schedule, to avoid rendering sites with specific cost burdens unviable in exceptional circumstances	CIL Regulations allow various reliefs and grants exemptions from the levy. There is minor development and residential annexes or extensions relief, charitable relief, social housing relief and self-build relief. Strategic sites are considered individually and rated lower than standard residential sites (some are zero-rated) with on-site infrastructure to be delivered through S106 agreements

		If there are truly any viability concerns about an allocated site, then an individual viability appraisal must be submitted alongside a planning application. If the evidence clearly shows that the full policy 'costs' cannot be met, demonstrating clearly what has changed since the Local Plan was adopted, then this will be considered
	The Council will need to have a clear understanding of the level of residential development to be brought forward in the plan period when preparing the charging schedule	The Suffolk Coastal and Waveney Local Plans provide a clear plan for the number and location of residential developments during the plan period. A small windfall allowance is also allowed for
Natural England (Sam Kench, Norfolk and Suffolk Team)	Natural England does not have any comments to make on the East Suffolk CIL Charging Schedule	Comment noted
Pigeon Investment Management (Savills)	Incorrect Assumptions – A number of the key assumptions proposed for the viability study are not reflective of the industry standards, which will result in an over-estimation of viable CIL levels across the District	Little hard evidence of this has been provided. The public consultation on the draft CIL Charging Schedule will allow evidence to be submitted
	Strategic Sites – Pigeon support the Council's proposal for their strategic sites to be zero-rated for CIL (£0) and agree that planning obligations are delivered through Section 106 agreements and are supportive of the principle that new homes help to deliver infrastructure	The consultation did not say that all strategic sites would be zero-rated, only that it was expected that they would be low or zero-rated. The proposed rates in the draft CIL Charging Schedule vary from zero to £160 per m ²
	Pigeon has land interests across East Suffolk, including land at South of Saxmundham allocated for 800 dwellings and commercial uses and land in Trimley St Martin for 150 dwellings. They therefore don't want CIL costs to put at risk the delivery of new homes	Noted. The proposed CIL rates in the draft CIL Charging Schedule are considered to strike an appropriate balance between generating CIL to support infrastructure delivery across the district whilst not being set at too high a level to threaten viability
	National Planning Reform – The Government have recently undertaken consultation on the reform of the planning system within the Planning White Paper ¹ with a proposal to abolish Section 106 and CIL. In light of this uncertainty, it is not clear whether CIL will remain applicable	The uncertainty is acknowledged, but a potential move to Infrastructure Levy has, at best, been significantly delayed by the national picture. East Suffolk Council will therefore continue preparing the East Suffolk CIL Charging Schedule

	<p>COVID-19 and Brexit – Pigeon have concerns regarding the proposed build costs which have not been updated to current BCIS levels. Pigeon note that costs have increased significantly in the last year due to the pandemic and BREXIT will likely exacerbate issues causing costs to rise</p>	<p>The Draft CIL Charging Schedule is based on June 2021 BCIS prices. Recent price increases due to Covid are recognised and higher-than-normal buffer levels have been allowed for to reflect the uncertainty</p>
	<p>Risk to Housing Supply –Waveney has not achieved housing requirement and there is a shortfall in supply of 969 dwellings from 2014 to 2020. Waveney has failed to deliver policy compliant affordable housing levels in recent years. If housing needs are to be met there needs to be a significant uplift in affordable housing delivery and increasing the rate of CIL is unlikely to enable that to be achieved</p>	<p>The Suffolk Coastal and Waveney Local Plans provide a clear plan for the number and location of residential developments during the plan period, both affordable and market housing. CIL is a relatively small component of overall development costs but in any case the proposed rates in most of Lowestoft are £0, with the rest of the district (except Southwold and Reydon, which is £300 per m²) being £100 per m². The rates for strategic sites in Waveney are £70, £60, £40 and £0</p> <p>The rates in Waveney are therefore considered to be realistic and appropriate, reflecting the relatively lower viability in most of this area compared to the former Suffolk Coastal area</p>
	<p>Pigeon has requested that additional typologies are tested for scenarios with 300, 400 and 500 units on greenfield land</p>	<p>East Suffolk Council does not have sufficient allocated sites in the Local Plan with 300, 400 and 500 units to warrant the additional typologies being tested as suggested. The 255-dwelling typology is considered to be appropriate for sites within the approximate range 200-400 and larger (strategic) sites have been considered individually</p>
	<p>The gross to net densities and dwellings per hectare should be reviewed as typologies reflecting 75-90% net developable areas are very optimistic. Suffolk County Council's guidance on Sustainable Drainage Systems refers to 12-15% of a site for above ground and</p>	<p>The comment has been noted and it is acknowledged that drainage requirements (as one example) are becoming increasingly stringent. Biodiversity net gain does not necessarily all need to be provided on-site, and has a significant qualitative element too, so may not actually</p>

	<p>open SuDs. Due to the Environmental Bill, sites will shortly have to deliver 10% biodiversity net gain</p> <p>Pigeon also recommends assumptions regarding site coverage are reviewed and proposed at more realistic levels which taken site specific considerations into account</p>	<p>end up with much more land-take. However, a greater allowance is now made for this: £1,018 for greenfield dwellings and £243 for brownfield dwellings</p> <p>Some of the gross:net ratios for larger typologies have been adjusted downwards (as detailed in the Aspinall Verdi CIL Viability Report) – the ratio for sites/typologies of 140-255 is now 70% rather than 75%, for example. Each strategic site is considered individually</p>
	<p>Pigeon has serious concerns regarding profit margins and claim that lending institutions require a minimum blended 20% profit on Gross Development Value (GDV) for residential developments. Pigeon request the blended GDV is increased from 15.8% to at least 20%</p>	<p>The CIL PPG says that 15-20% “<i>may be considered a suitable return to developers</i>”. Affordable housing is lower risk and a 6% return is typically allowed for (see, for example, the Lichfields report (August 2021)). No clear evidence has been provided and there is not considered to be a credible case for a blended GDV rate of 20%+</p>
	<p>Pigeon has supplied site specific cost and value evidence to inform the viability appraisal for South Saxmundham Garden Neighbourhood. The provision of affordable housing and site-specific mitigation is entirely more appropriate for the delivery of planning obligations for South Saxmundham Garden Neighbourhood. They recommend that this strategic site is zero-rated for CIL</p>	<p>The Aspinall Verdi CIL Viability Report concludes that a rate of £90 per m² for South Saxmundham is appropriate, after taking all evidence into account</p>
	<p>Pigeon welcomes the inclusion of 3% of the BCIS costs within viability testing for zero carbon standards, but recommend further evidence is need to justify the uplift is sufficient. Pigeon note the Government have advised that an allowance of £4,850 per plot should be made over the next year and this allowance should doubled by 2025 to cover changes to Building Regulations Part L and F. Pigeon recommends these additional costs are included within viability testing</p>	<p>This has been adjusted upwards in the CIL Viability Report to £4,847 per dwelling (£2,256 per flat), the values used in the Government’s Future Homes Standard consultation summary (January 2021). This is considered a conservative assumption</p>
	<p>Pigeon doesn’t consider the allowance for Section 106 agreements to be treated as a viability output alongside CIL to be a standard approach. Pigeon consider Section 106 provisions to be</p>	<p>S106 costs have been considered for each typology and strategic site</p>

	development costs and should be modelled within the appraisal to allow for an accurate cashflow	
	Pigeon is concerned there is the potential for double-dipping from CIL and Section 106 agreement to fund infrastructure. Pigeon request further clarification for the requirement of future development to provide financial contributions via CIL alongside Section 106. Pigeon recommend realistic financial assumptions per dwelling for Section 106 agreements are included in viability appraisals	S106 costs have been considered for each typology and strategic site in determining what is appropriate for CIL rates
	Pigeon suggests an appropriate allowance is made for site abnormalities as either a combined cost per dwelling for infrastructure or as a standalone development cost	This is included as a standalone development cost for brownfield sites, and any additional cost will need to be reflected in a reduced land value. In addition, there is a 15% externals allowance (20% for strategic sites) to help allow for some unexpected costs
	They recommend the inclusion of a viability buffer when interpreting the viability evidence and proposing rates. Pigeon recommend a minimum viability cushion of 40%	Viability buffers vary across the area (and strategic sites) but are typically at least 40%, although higher in many cases
	They consider it important to consider site specific factors when proposing fixed, flat rates across diverse areas	The CIL rate for a particular area has to include a balance varying costs across that area, so with the exception of 'strategic' sites (considered individually), and some potential additional costs for brownfield sites, very site-specific factors do not fall to be considered
	Concerns that assumptions proposed don't fully consider the risks and uncertainties of Covid-19 and the ongoing pandemic, BREXIT and national planning reforms and potential removal of CIL	<p>Whilst it is acknowledged that materials prices have increased in recent months, house prices have continued to increase too (up to at least October 2021) and are reaching new peaks monthly, with few predicting a decline in the immediate future. The main risks of Brexit and Covid providing a major shock to prices now appear to be limited</p> <p>Higher-than-normal CIL buffers are allowed for, in recognition of the higher-than-normal uncertainties</p>

Suffolk County Council (Peter Freer)	Doesn't consider employment uses should be CIL liable	Employment uses are concluded to be unviable for CIL in the draft CIL Charging Schedule
	They advise that East Suffolk review and collate additional, market facing evidence to inform their baseline figures and assumptions ahead of the viability testing being undertaken	Aspinall Verdi has interrogated a variety of market-facing information in reaching their recommendations in the CIL Viability Report
	Without clear evidence the SCC is concerned that low or zero CIL rating on strategic site could comprise the delivery of significant on-site infrastructure such as schools	Only two strategic sites are concluded to be unviable for CIL – Kirkley and Brightwell Lakes, both of which are already zero-rated. Delivery of significant on-site infrastructure will always be key for strategic sites
	SCC support the North of Lowestoft allocation being zero rated	The recommended CIL rate for North of Lowestoft is £60 per m ²
	SCC wants it clear that strategic zero rated sites must mitigate infrastructure impacts through planning obligation and conditions, even if a particular service strategy ends up as expansion which would otherwise be CIL funded	This is noted and agreed
	The county council support the use of Aspinall Verdi to perform bespoke assessments for the strategic sites.	Noted
	SCC notes that assumptions built into viability assessment must be chosen carefully to achieve substantial contributions through CIL and ensure viability of schemes and encourage development	The proposed level(s) of CIL strike the right balance between raising sufficient money for infrastructure (alongside any S106 requirements) whilst ensuring that sites are generally viable and deliverable
	Future residential developments be encouraged to achieve 100 litres per person per day. SCC queried whether this cost was included within the £9 per dwelling	The cost of £9 per dwelling comes originally from the Whole Plan viability Assessments by Aspinall Verdi to support the Local Plans. The £9 per dwelling relates to the optional water efficiency standard of 110 litres/ person/day
	Advice in the IFS Infrastructure List and the latest Ipswich Modal Shift Contributions should reflected in the viability assessment	An appropriate allowance for ISPA modal shift contributions is accounted for (£943 per dwelling)
	SCC recognises its responsibilities and notes the need to be fully engaged with the districts promoting that development to secure funding and in delivering schemes. SCC notes they take a flexible	Comment noted

	approach to the delivery of infrastructure that varies the type of provision to fit specific circumstances	
	SCC advise that further consideration of the Government's Future Homes Standard and commitment to achieve net-zero carbon emissions is needed	This allowance has been adjusted upwards in the CIL Viability Report to £4,847 per dwelling (£2,256 per flat), the values used in the Government's Future Homes Standard consultation summary (January 2021) and is considered a conservative assumption
Landex (through agent Leslie Short, Artisan PPS)	They believe the build costs used are optimistic and do not reflect the real build costs for small-medium builders. They believe the difference between volume builders and small-medium builders should be factored in	<p>The figures have been taken from up-to-date BCIS data (June 2021). Smaller builders' costs will normally be higher than volume builders' costs and for that reason median BCIS rates are used for residential sites, with lower quartile values are used for strategic sites</p> <p>In addition, developments of 1-9 dwellings do not require affordable housing to be provided and whilst some development costs may well be higher, the selling prices of many SME properties are typically higher than volume housebuilders' properties (on a £ per m² basis)</p>
	Whilst they recognise that the external costs figure used is comparable to an average figure, they state that this figure should be considered alongside the construction costs to create a fair CIL	External costs is quoted as 15% of BCIS (median) costs for non-strategic sites
	They state that Phase 2 archaeology costs have not been factored in which they believe are both increasingly expensive and common. Furthermore, Phase 2 archaeology can delay the progress of a site	Assumed archaeological costs will normally be covered through the externals allowance. For any remains found, the cost to be treated as an abnormal cost and reflected in reduced land value. Furthermore, there is also a conservative contingency allowance for unexpected costs (5% of all construction costs)
	They believe the timescales quoted are too optimistic and that a completion rate of 1 unit per month is more reasonable. They also state the most significant factor is the S106 and discharge of condition times which they states takes between 9-12 months	The rate will of course vary from site to site and developer to developer, but looked at overall a rate of 2 dwellings per month is not unrealistic

		The time taken to agree a S106 and discharge conditions is very variable, often depending on the quality and timeliness of the information provided by the applicant
	Further to the point above they believe the quoted lead-in times are too optimistic again due to discharge of condition times for convenience retail	Again, this will vary from site to site but the time taken for discharge of conditions often depends on the quality and timeliness of the information provided by the applicant
	Believe the build cost figures used for the commercial schemes is too low for convenience retail and office development.	The figures are based upon median BCIS data which – absent other hard evidence – is considered to be the most appropriate dataset
	States that the external works for services and infrastructure is usually taken as an ‘all-in’ build cost as opposed to being separated out	There are a variety of different ways to account for costs like this, but this is the way that Aspinall Verdi has chosen to do it in their Viability Report
	Asks if the phase 2 archaeology is factored in site abnormal or whether this is expected to be included in a site-specific viability report if the costs prove prohibitive	Assumed costs is covered through the professional fees allowance. For any remains found, the cost to be treated as an abnormal cost and reflected in reduced land value. Furthermore, there is a 5% contingency allowance for unforeseen costs that could be accessed to cover these works
	States that the finance fee doesn’t include the arrangement fees of 1%, monitoring fees or exit fees (which again is given at 1%)	<p>The figures are taken from a mix of industry norms and from other schemes currently within the district. The Lichfields report (August 2021) concludes that 6-7% interest rate on finance costs is common – and Aspinall Verdi uses 6.5%</p> <p>Other fee elements may apply in some cases – there is no one-size-fits-all approach – but it should be remembered that the 20% profit on market housing is a maximum – a</p>

		lower amount is not necessarily inappropriate. There is little clear evidence that other finance costs are routinely applied for developments across the range of site sizes and so no further allowance will be made
	States that the agent fees on land value stands at between 1-2%.	The 1% Aspinall Verdi figure is taken from a mix of industry norms and from other schemes currently within the district
	They state from their experience that affordable housing can be sold at a loss	The price paid for affordable housing can – and does – vary, depending on the state of the market and how much competition there is for a particular scheme from registered providers. However, it would be unusual (but not unprecedented) for affordable housing to be sold at a loss and so the affordable housing figures are considered to be appropriate
	Believes the interest costs used does not factor in account arrangement fees, periodic review fees, valuation fees or exit charges	The figures are taken from a mix of industry norms and from other schemes currently within the district. Particular finance costs on specific sites may be higher, depending on the lender, but with little evidence that this is widespread for the industry as a whole, Aspinall Verdi's approach on this is considered appropriate

Park Properties Anglia	States that there is a significant difference between the build costs for national house builders compared to smaller builders so different rates should be considered for the CIL Charging Schedule	<p>Smaller builders' costs will normally be higher than volume builders' costs and for that reason median BCIS rates are used for residential sites, with lower quartile values are used for strategic sites</p> <p>In addition, developments of 1-9 dwellings do not require affordable housing to be provided and whilst some development costs may well be higher, the selling prices of many SME properties are typically higher than volume housebuilders' properties (on a £ per m² basis)</p>
	Questions whether the council is collaborating with developers in forming the CIL schedule	The "basics" consultation in spring 2021 was part of the collaboration with developers, as was the Council presenting at the Developers' Forum meeting in April 2021. The forthcoming consultation on the draft CIL Charging Schedule forms another part of this engagement
	They have asked whether the method of drawing the charging zones using electoral zones used in the previous schedule will be revised. They gave an example where they believe the wards created problems	Apart from the strategic sites (some of which straddle parish boundaries), almost all the different charging zones in the draft CIL Charging Schedule are drawn on parish boundaries. One exception is Lowestoft, but as the recommendation is for the whole of Lowestoft and Oulton Broad parishes to be zero-rated for residential CIL, this probably matters little
	They state from their experience that affordable housing can be sold at a loss	The price paid for affordable housing can – and does – vary, depending on the state of the market and how much competition there is for a particular scheme from registered providers. However, it would be unusual (but not unprecedented) for affordable housing to be sold at a loss and so the affordable housing figures are considered to be appropriate

	States that the areas highest value areas are Woodbridge and Aldeburgh and that any high rate should only apply here	The CIL Viability Report concludes that three areas have the highest values: a cluster focused on Southwold and Walberswick; another focused on Aldeburgh and Orford; and a third based on Woodbridge and the parishes to the north and west of that town
	They then highlight that local authorities should collaborate neighbouring authorities, local community, developers and other stakeholders to create a viable CIL schedule. They then ask when collaboration with developers will occur	The “basics” consultation in spring 2021 was part of the collaboration with developers, as was the Council presenting at the Developers’ Forum meeting in April 2021. The forthcoming consultation on the draft CIL Charging Schedule forms another part of this engagement
	They say that different settlements have different house prices and flat rates of CIL will disproportionately affect lower value settlements	The draft CIL Charging Schedule has five separate residential charging zones. The lowest two zones (in Lowestoft) are £0, and the other zones are £100, £200 and £300. The CIL PPG says that CIL Charging Schedules should not be unnecessarily complicated and so inevitably a degree of compromise is necessary. A total of five residential zones is considered to strike the right balance
	States that smaller sites should be considered separately as the same percentage of costs will have a bigger impact for smaller landowners with smaller returns	<p>Absolute returns will of course be lower for smaller landowners/developers than from larger sites. Higher (median BCIS) costs are assumed for non-strategic sites (for which lower quartile BCIS costs are assumed). But selling prices for smaller developments also tend to be higher (on a £ per m² basis) than for larger developers, as the spec and finish is typically higher</p> <p>In almost all cases a profit will still be shown and for sites of 1-10 dwellings there are no affordable housing costs requirements</p> <p>Overall profit margins (per house) are likely to be similar or – in some cases – even higher on smaller sites. Therefore there does not appear to be a case for</p>

		considering smaller sites separately (other than as distinct from the largest 'strategic' sites)
	They note that barn conversions can have a higher cost per square metre	Not every different type and form of development can have a separate category for CIL purposes otherwise the schedule becomes too complicated. In any case, barn conversions constitute a very small proportion of new development and are not included as a typology. Barn conversions do tend to have higher costs but also often command a price premium due to their (often) rural settings and attractive building appearance

Instalment Policy

Gladman	Welcomes the introduction of an instalment policy, but considers that it may be more appropriate if the CIL payment is linked to the occupation of dwelling house rather than the number of days since a demand notice has been issued	<p>This is not practical, because:</p> <ul style="list-style-type: none"> • Firstly, a greater amount of Council resources are required to monitor completions and occupations of development and CIL only provides for a maximum 5% administration allocation/spend compared to monitoring fees under s106 which are tailored to monitoring large scale development • Secondly, with CIL, solicitors requesting CON29 (Local Land) searches on CIL would see that there are outstanding liabilities due and this could prevent sales from completing until the CIL has been paid and cause purchasers unnecessary stress • Thirdly, CIL Enforcement Regulations allow development to be stopped if payment is not received. If payment were to be delayed to
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		<p>occupation there is limited options under CIL enforcement regulations to manage debt recovery where CIL liabilities are not paid</p> <ul style="list-style-type: none"> • Fourthly, spending CIL is flexible and there are likely to be circumstances where the delivery of infrastructure will be required at the early part of the delivery of the development. Timely receipt of CIL through instalments is therefore necessary • Finally, CIL has been collected in East Suffolk since 2013/15; it is not new and developers should be doing due diligence and understanding likely s106 and CIL contributions and making the necessary financial planning and cash flow analysis to allow for the instalments. Having instalments confirmed and spread over a set period supports developers in their cash flow planning
	Inappropriate to set a new Instalment Policy based on a partial understanding of infrastructure costs	The Council's 2019-20 IFS sets out the infrastructure costs to deliver the two Local Plans and the 2020-21 IFS will be published before the end of 2021
Bidwells (Trinity College)	Whilst it is recognised that it is proposed that the number of instalments be increased, where CIL amounts are between £100,000 and £1m, the requirements to make all CIL payments within 540 days (previously 780 days) is likely to have negative cashflow implications and thus affect internal rate of return and margins	The draft Instalment Policy has been adjusted – Band 4 (four instalments up to 540 days) now covers CIL amounts required from £100,001-£500,000, with amounts over £500,000 now benefiting from five instalments, the last 730 days (24 months) from commencement. This therefore benefits the very biggest schemes/phases whilst still recognising the need to secure CIL as early as possible to help contribute to infrastructure to support new development

Appendix 2: Consultation Bodies

The following organisations and groups were consulted during the preparation of the Draft East Suffolk CIL Charging Schedule:

- Elected members
- Town and Parish Councils
- Town and Parish Councils adjacent to East Suffolk
- Members of the public

Specific consultation bodies

- Babergh and Mid Suffolk District Council
- Broadland Housing Association
- Broads Authority
- EDF Energy Generation Ltd
- Environment Agency
- Essex & Suffolk Water
- Felixstowe Chamber of Commerce
- Flagship Housing Group
- Great Yarmouth Borough Council
- Greater Norwich Local Plan Team
- Green Print Forum (Mr Guy Ackers)
- Hastoe Housing Association
- Historic England
- Ipswich & East Suffolk CCG & West Suffolk CCG
- Ipswich Borough Council
- Mid Suffolk District Council
- N Power Renewables
- Natural England
- New Anglia Local Enterprise Partnership
- Norfolk Constabulary
- Norfolk County Council
- Orbit Homes
- Orwell Housing Association Ltd
- South Norfolk District Council
- Suffolk Constabulary
- Suffolk County Council
- Suffolk Housing Society
- Suffolk Police
- UK Power Networks
- Woodbridge Society
- Woodbridge Town Centre Management

General consultation bodies

- Aldeburgh Business Association
- Associated British Ports

- Bungay Chamber of Trade
- Bungay Neighbourhood Development Plan Steering Group
- Corton Neighbourhood Planning Group
- East Suffolk Building Preservation Trust
- Flagship Housing Group
- Framlingham Business Association
- Home Builders Federation
- Ipswich Borough Council
- Kirkley Business Association
- Lowestoft & Waveney Chamber of Commerce
- Lowestoft Civic Society
- Lowestoft Harbour Maritime Businesses Group
- Lowestoft Neighbourhood Plan Group
- Lowestoft Rising
- Lowestoft Vision
- Most Easterly Community Group
- Norfolk and Waveney Sustainability Transformation Partnership (Great Yarmouth and Waveney Clinical Commission Group)
- Peninsula Villages Community Land Trust
- Southwold and Reydon Society
- Suffolk Association of Local Councils
- Suffolk Chamber of Commerce, Industry & Shippings
- Suffolk Preservation Society
- West Suffolk Council
- Woodbridge Chamber of Trade & Commerce

Other individuals and organisations

Includes local businesses, individuals, local organisations and groups, planning agents, developers, landowners, residents and others on the Local Plan mailing list

Report

CIL Review

East Suffolk Council



October 2021

Quality Assurance

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Executive Summary

- ES 1 AspinallVerdi has been commissioned by East Suffolk Council to prepare a CIL viability review. The purpose of this study is to assist the Council in identifying the viability impacts of a new Community Infrastructure Levy (CIL) charging schedule that would apply to East Suffolk Council - the two former Suffolk Coastal and Waveney Districts, excluding the Suffolk Broads area.
- ES 2 Both the former Districts of Waveney and Suffolk Coastal have current CIL charging schedules, which came into effect 13 July 2015 in Suffolk Coastal District and 22 May 2013 in the Waveney District. The purpose of this study is to rationalise and update these into a single new charging schedule for East Suffolk.
- ES 3 AspinallVerdi were the authors of the Plan Wide Viability Studies that were used to support the Waveney Local Plan, adopted 20th March 2019 and the Suffolk Coastal Local Plan, adopted 23th September 2020. This work builds upon these previous studies.

Planning Policy Context

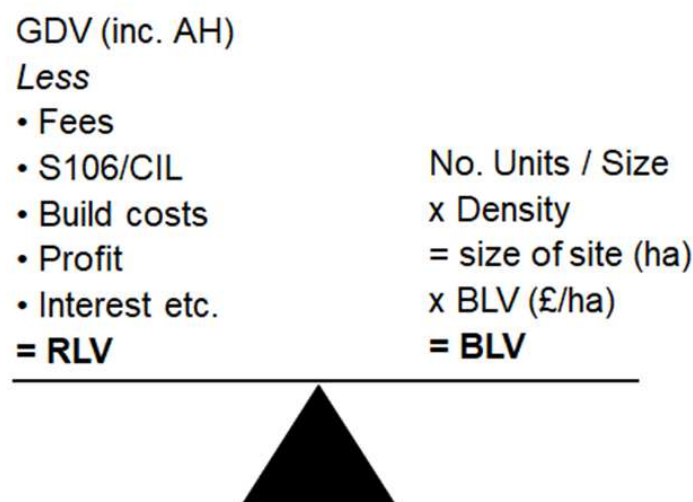
- ES 4 CIL allows local authorities in England and Wales to raise contributions from development to help pay for infrastructure that is needed to support planned development as a whole.
- ES 5 Our financial viability appraisals have been carried out having regard to the various statutory requirements comprising primary legislation, planning policy, statutory regulations and guidance. In particular we have had regard to the National Planning Policy Framework (NPPF) and the requirements of the Planning Practice Guidance (PPG). These requirements are described in full in section 2.
- ES 6 There is specific separate section of the PPG for CIL. The CIL PPG was first published in June 2014 and last updated in November 2020. The PPG is intended to provide clarity on the CIL Statutory Regulations which were first introduced in April 2010 of which there have been several amendments. The PPG requires that, '*when deciding the levy rates, an authority must strike an **appropriate balance** between additional investment to support development and the potential effect on the viability of developments*'. (our emphasis)

Methodology

- ES 7 The general principle is that CIL and other planning obligations will be levied on the increase in land value resulting from the grant of planning permission.

- ES 8 The uplift in value is calculated using a Residual Land Value (RLV) appraisal. This principle is illustrated in Figure 3-1 The residual valuation framework.
- ES 9 In order to advise on the ability of the proposed uses/scheme to support CIL we have benchmarked the residual land values from the viability analysis against existing or alternative land use relevant to the particular typology – the Benchmark Land Value (BLV).
- ES 10 A scheme is viable if the total of all the costs of development including land acquisition, planning obligations, CIL and profit are less than the Gross Development Value (GDV) of the scheme. Conversely, if the GDV is less than the total costs of development (including land, S106s, CIL and profit) the scheme will be unviable.
- ES 11 If the balance is positive, then the CIL/policy is viable. If the balance is negative, then the CIL/policy is not viable; and the CIL and/or policy should be reviewed. This approach is summarised on the diagram below.

Figure ES1 - Balance between RLV and BLV



Source: AspinallVerdi © Copyright

- ES 12 In deriving the assumptions in the appraisals, we have used standardised inputs as required by the PPG (Paragraph: 010 Reference ID: 10-010-20180724).
- ES 13 In assessing the Benchmark Land Value (BLV), current guidance is clear that the land value assessment needs to be based on Existing Use plus Premium and not a Market Value approach. Although the assessment of the Existing Use can be informed by comparable evidence the uncertainty lies in how the premium is calculated. Whatever is the resulting land value (i.e.

Existing Use plus Premium) the PPG is clear that this must reflect the cost of complying with policies.

Local Planning Policies

- ES 14 As part of our CIL viability testing, an analysis of the policies is required in both the Waveney Local Plan, adopted 20th March 2019 and the Suffolk Coastal Local Plan, adopted 23rd September 2020. This is to ensure that the cumulative impact of CIL and the Plan policies is taken into consideration.
- ES 15 The most relevant policies, having a direct impact on viability, have been incorporated in the economic appraisal for both the Suffolk Coastal Local Plan and the Waveney Local Plan are set out in section 4 and in the policies review at Appendix 1. These policies include, inter alia: affordable housing, housing mix, design standards and infrastructure provision.
- ES 16 We have also had regard to the current CIL rates in the former Districts of Waveney and Suffolk Coastal. The Councils current CIL charging schedules, came into effect 13 July 2015 in Suffolk Coastal District and 22 May 2013 in the Waveney District (see Figure 4-1 CIL charging schedule – Suffolk Coastal District and Figure 4-2 CIL charging schedule – Waveney District).

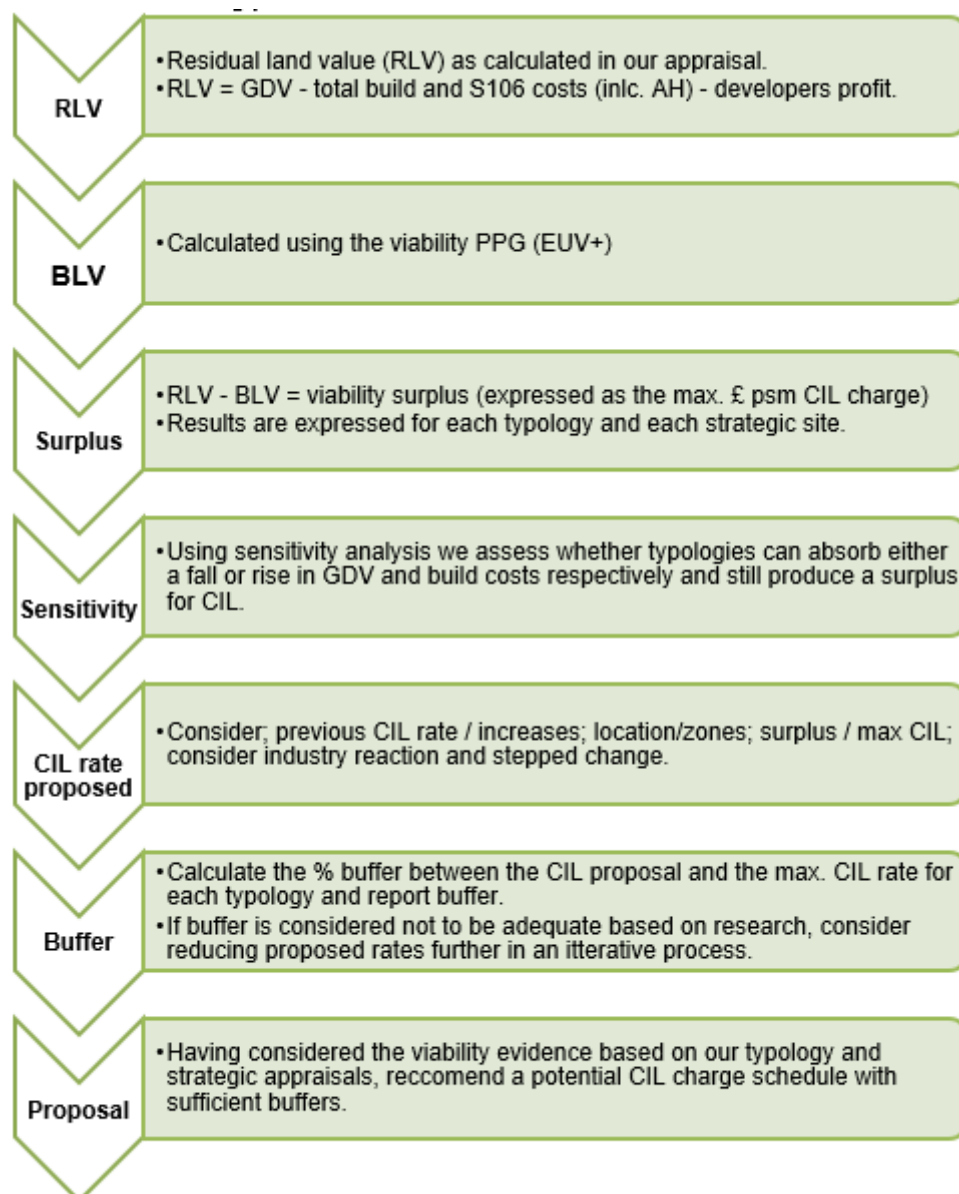
Viability Testing

- ES 17 Section 5 sets out our residential viability testing. These includes: our approach to the devising the appropriate typologies; establishing the value zone; considering site typologies; cost assumptions and strategic sites.
- ES 18 This section sets out the *maximum* development surplus' for CIL based upon our appraisal input assumptions. This excludes any viability buffer. See Table 5.22 Viability Testing Results – generic residential typologies and Table 5.30 Strategic sites summary of results.
- ES 19 Similar analysis has been undertaken for Holiday Accommodation (section 6), Specialist Accommodation for Older People (section 7), Retail uses (section 8) and Employment uses (offices and industrial) (section 9).

Approach to CIL Rate Setting

- ES 20 Section 10 of this report sets out our recommended CIL rates. These are discounted-back from the maximum rates set out in the viability results sections. This is to enable the recommended CIL rates to incorporate an appropriate viability 'buffer'.
- ES 21 Our approach to the viability buffer is set out on the following diagram:

Figure ES 2 - Decision making process for recommended CIL rate

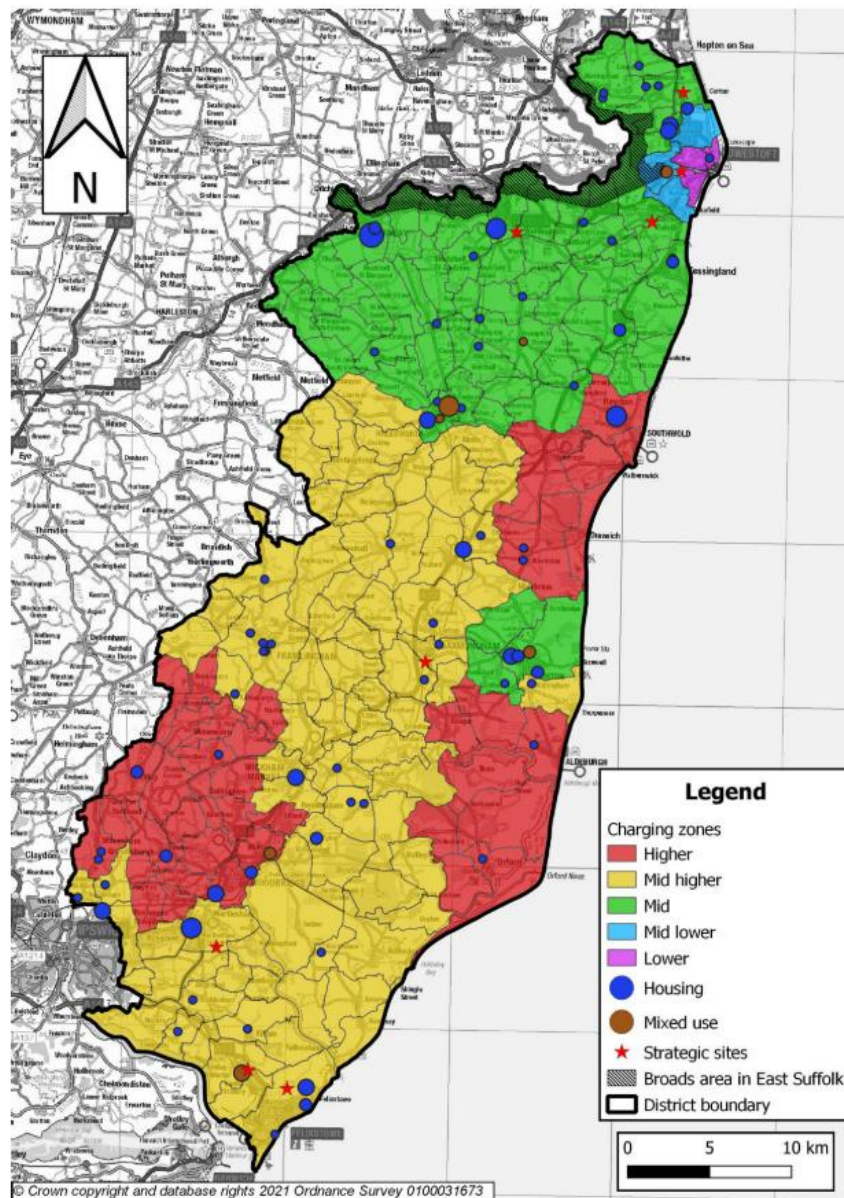


Source: AspinallVerdi

Recommended Residential CIL Rates

ES 22 We propose the District is divided into five charging zones as defined below.

Figure ES 3 - Proposed CIL Residential charging zones



Source: AspinallVerdi, East Suffolk Council, QGIS

ES 23 Our recommended CIL rates for the above value zones are set out in the table below. These rates include the appropriate buffers – see Table 10.2 Buffer analysis – generic residential typologies.

Table ES1 - Recommended Residential CIL Rates

Zone	Recommended CIL Rate (£ psm)
Higher value zone	£300 psm
Mid higher value zone	£200 psm
Mid value zone	£100 psm
Mid lower value & lower value zones	£0 psm

Strategic Sites CIL Rates

ES 24 Based upon our appraisals the strategic-sites can support the following recommended CIL rates. However, the level of detail available to support our assumptions and inputs of the larger site testing is limited because most of the sites are still in the early stages of being brought forward. Due to the size of the development, development viability is very sensitive to small changes in the inputs used. A more cautious approach to setting CIL charges than for residential typologies is appropriate, and the recommended rates allow for this (i.e. in the buffer).

Table ES2 - Recommended Strategic Site CIL Rates

Strategic Site	Recommended CIL Rate (£ psm)
South Saxmundham Garden Neighbourhood	£90 psm
North Felixstowe Garden Neighbourhood	£100 psm
Land off Howlett Way, Trimley St. Martin	£160 psm
Land south of the Street, Carlton Colville	£70 psm
Beccles and Worlingham Garden Neighbourhood	£40 psm
North Lowestoft Garden Village	£60 psm

Kirkley Waterfront

£0 psm

- ES 25 The above rates include the appropriate buffers – see Table 10.3 Buffer equivalence – strategic sites.
- ES 26 We recommend that the Council, as the charging authority, ensures that there is no double counting between site specific S106 contributions sought on the strategic sites and what is expected to be funded through CIL (in the interests of fairness). The NPPF restates the three tests for planning obligations which are set out under the CIL Regulations 2010. It is allowable to charge CIL on strategic sites. However, site specific S106's do have to pass the NPPF 'tests'. The Council's Infrastructure Funding Statement states which kinds of infrastructure are normally expected to be funded through CIL and which through S106.

Holiday accommodation recommendations

- ES 27 We recommend a £210 psm CIL charge on holiday lodge development in the *higher value* zone (see Figure 6-1 Holiday Lodge Value Zones).
- ES 28 However, we do not recommend imposing a CIL charge on new build, conversion/change of use holiday let or (for most of the district) holiday lodge development. Though these types of development are viable, viability is very sensitive to changes in build costs or changes in GDV and could not withstand a 5% fall in GDV or a 5% increase in build costs.

Specialist accommodation for Older Persons recommendations

- ES 29 We do not recommend CIL for specialist accommodation for older persons.

Retail recommendations

- ES 30 For convenience retail, we propose a revised CIL rate of £70 psm. This is currently below the existing rates but ensures development remains viable, based on the latest market data.
- ES 31 Comparison retail is current unviable and hence we recommend that this is zero rated for CIL.

Employment recommendations

- ES 32 Our viability testing shows that both office and industrial uses are currently unviable, and there is therefore not an opportunity to seek CIL. We recommend that these uses are zero rated for CIL.

Best Practice

- ES 33 In addition, we recommend that, in accordance with best practice, the East Suffolk CIL viability is reviewed on a regular basis to ensure that the CIL remains relevant as the property market cycle(s) change.
- ES 34 Furthermore, to facilitate the process of review, we recommend that the East Suffolk Council monitor the development appraisal parameters herein, but particularly data on land values within the area.

1 Introduction

- 1.1 The purpose of this study is to assist the Council in identifying the viability impacts of a new Community Infrastructure Levy (CIL) charging schedule that would apply to East Suffolk Council, the two former Suffolk Coastal and Waveney Districts, excluding the Suffolk Broads area.
- 1.2 Both the former Districts of Waveney and Suffolk Coastal have current CIL charging schedules, which came into effect 13 July 2015 in Suffolk Coastal District and 22 May 2013 in the Waveney District. The purpose of this study is to determine whether these rates are still viable and to rationalise and update this into a single new charging schedule for East Suffolk.
- 1.3 The viability assessment takes account of the impact this schedule may have on, but not limited to:
 - Affordable and specialist housing provision, including unit thresholds, onsite percentages and tenure splits;
 - Any policy specific requirements in line with the Local Plan for former Suffolk Coastal area and the Local Plan for the former Waveney area that will bear costs on any of the proposed development typologies;
 - The range of possible density rates applied to the typologies.
- 1.4 The viability assessment is based on: the 'viability standards' outlined in the revised National Planning Policy Framework (NPPF); Planning Practice Guidance (PPG); the Local Housing Delivery Group publication 'Viability Testing Local Plans', 2012; the Royal Institution of Chartered Surveyors 'Financial viability in planning: conduct and reporting, 1st Edition', 2019 and RICS, March 2021 (effective from 01 July 2021); and RICS 'Assessing viability in planning under the National Planning Policy Framework' 2019 for England, Guidance Note, 1st edition, March 2021.
- 1.5 This viability report builds-on the viability work which was undertaken to support the Suffolk Coastal and the Waveney Local Plan's.
- 1.6 The remainder of this report is structured as follows:

Section 2 – National Planning
Policy Context

This section sets out the statutory requirements for CIL including the revised NPPF, CIL Regulations and PPG.

Section 3 – Methodology

This section sets out our methodology to establish the viability of the various land uses and development typologies used in the testing. We also set out the professional guidance used when undertaking the economic viability appraisals and some important principles of land economics.

Section 4 – Local Plan Context	This section sets out the details of the adopted Suffolk Coastal Local Plan and the adopted Waveney Local Plan, and the existing CIL Charging Schedule's in both former Local Authority areas.
Section 5 – Residential Viability Testing	This section sets out our viability assumptions and results for our residential scenario testing, including sensitivity testing of our results.
Section 6 – Holiday Accommodation Viability Testing	This section sets out our viability assumptions and results for holiday accommodation scenario testing.
Section 7 – Specialist Residential Accommodation Testing	This section sets out our viability assumptions and results for specialist accommodation scenario testing.
Section 8 – Retail Viability Testing	This section sets out our viability assumptions and results for our convenience and comparison retail testing.
Section 9 – Employment Viability Testing	This section sets out our viability assumptions and results for our office and industrial scenario testing.
Section 10 – Recommendations – Setting of CIL Rates	This section sets out the recommended CIL rates and justification for rates adopted.

Declaration

- 1.7 In accordance with RICS Financial Viability in Planning: Conduct and Reporting 1st edition, May 2019, we make the following declarations:

Objectivity, impartiality and reasonableness

- 1.8 We can confirm that we have undertaken our financial viability assessment we have acted with objectivity, impartiality and without interference and in doing so we have made reference to all appropriate sources of information to form our conclusions and recommendations.

Conflict of interests

- 1.9 We confirm that we have undertaken a conflict of interest check in relation to this instruction and we are not aware of any conflicts or perceived conflicts of interest. We confirm that we are not acting on behalf of any party in relation to scheme specific viability testing in East Suffolk. Although we highlight that we are the authors of the Plan Wide Viability Studies¹ that have been

¹ Waveney Local Plan – Whole Plan Viability Assessment, Waveney District Council, March 2018, Plan Viability Study Suffolk Coastal District Council, January 2019

used to support the Waveney Local Plan, adopted 20th March 2019 and the Suffolk Coastal Local Plan, adopted 23th September 2020.

Not formal valuations

- 1.10 This report and the accompanying appraisals have been prepared in line with RICS valuation guidance. However, it is first and foremost an evidence base document to support the delivery of the East Suffolk CIL Review. The appraisals are not a formal 'Red Book' (RICS Valuation, Global Standards 2017) valuation and should not be relied upon as such.

Novel Coronavirus (COVID-19)

- 1.11 The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets. In the second quarter of 2020, the United Kingdom entered the deepest recession in modern history which has consequently impacted property market activity.
- 1.12 Many agents and commentators anticipated house prices would fall as a result of the nationally-imposed lockdown and consequent freeze in property market activity. However, as restrictions were eased during the summer of 2020, many agents reported surges in interest and uplifting activity. This has been attributed to the combination of pent-up demand and the introduction of the stamp duty holiday.
- 1.13 Market commentators have also noticed that buyers have reappraised the benefits of urban living, with increasing numbers of buyers seeking larger spaces to work from home and an increased priority for private external space. As this trend has grown, some agents in well-connected, greener locations are noticing that demand is increasing house prices.
- 1.14 At a national level at July 2021, according to the RICS UK residential market survey, the new buyer enquiries indicator slipped to post a net balance of -9% in July (down from a reading of +10% previously), ending a run of four successive positive monthly returns for this measure of demand. Meanwhile, respondents also reported a monthly fall in newly agreed sales, with the net balance dipping to -21% compared with a neutral reading of -1% recorded back in June. As to the future, expectations for the coming twelve months point to house prices continuing to rise at a solid rate, with a net balance of +66% of respondents nationally anticipating prices will be higher in a year's time (up slightly from a balance of 56% in June).²
- 1.15 Nevertheless, we recommend that when policy makers are making decisions based on viability evidence in the current climate, they must ensure there is an adequate "viability buffer", as required by the PPG. In essence, a degree of caution should be taken when imposing planning

² RICS, July 2021, UK residential market survey

policies and more surplus should be left as the profitability and viability of development may reduce.

2 National Planning Policy Context

- 2.1 CIL allows local authorities in England and Wales to raise contributions from development to help pay for infrastructure that is needed to support planned development as a whole.
- 2.2 Our financial viability appraisals have been carried out having regard to the various statutory requirements comprising primary legislation, planning policy, statutory regulations and guidance.
- 2.3 The new NPPF was first published in July 2018 and updated in February 2019. There is PPG on CIL which was published on 12 June 2014 and last updated 16 November 2020 *'to explain the implications for CIL of the changes to the Use Classes Order (paragraphs 023 and new paragraph 201 refer), the regulations exempting First Homes from CIL (paragraphs 005, 065, new paragraph 202, 069, 070 and 73 refer) and a small change to the guidance on transitional arrangements following the 2019 amending regulations coming into force (introductory text to CIL PPG section refers)*.³ We set out some observations below.

National Planning Policy Framework

- 2.4 The NPPF confirms the Government's planning policies for England and how these should be applied and provides a framework within which locally-prepared plans for housing and other development can be produced.⁴
- 2.5 It confirms the primacy of the development plan in determining planning applications. It confirms that the NPPF must be taken into account in preparing the development plan, and is a material consideration in planning decisions.⁵
- 2.6 It is important to note that within the new NPPF, paragraph 173 of the old NPPF has been deleted. The old paragraph 173 referred to viability and required *'competitive returns to a willing land owner and willing developer to enable the development to be deliverable'*.
- 2.7 The new NPPF refers increasingly to deliverability rather than viability as follows:

Development Contributions

- 2.8 Paragraph 34 states:

'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

³ MHCLG, 01 September 2019, PPG CIL

⁴ MHCLG, February 2019, NPPF, Paragraph 1

⁵ Ibid, Paragraph 2

(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.’⁶

Planning conditions and obligations

2.9 NPPF Paragraph 58 states:

‘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.’⁷

- 2.10 We understand that the Government’s objective is to reduce the delays to delivery of new housing due to the site-specific viability process that was created as a result of the previous paragraph 173. Once a new Local Plan is adopted no site-specific viability assessment should be required (except in exceptional circumstances) and developers should factor into their land buying decisions the cost of planning obligations (including affordable housing) and CIL.

Planning Practice Guidance for CIL

- 2.11 There is a separate section of the PPG for CIL. The CIL PPG was first published in June 2014 and last updated in November 2020. The PPG is intended to provide clarity on the CIL Statutory Regulations which were first introduced in April 2010 of which there have been several amendments⁸. The Regulations have never been consolidated.
- 2.12 The PPG requires that *‘charging authorities should think strategically in their use of the levy to ensure that key infrastructure priorities are delivered to facilitate growth and the economic benefit of the wider area’*.⁹ Also, *‘when deciding the levy rates, an authority must strike an **appropriate balance** between additional investment to support development and the potential effect on the viability of developments’*.¹⁰ (our emphasis)

In this respect, CIL Regulation 14 requires that - *‘In setting rates (including differential rates) in a charging schedule, a charging authority [must] strike an appropriate balance between—*

⁶ Ibid, Paragraph 34

⁷ Ibid, Paragraph 57

⁸ <https://www.local.gov.uk/pas/pas-topics/infrastructure/cil-regulations-and-dclg-documents>

⁹ MHCLG, PPG CIL, Paragraph: 012 Reference ID: 25-012-20190901

¹⁰ Ibid, Paragraph: 010 Reference ID: 25-010-20190901

(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.*¹¹

2.13 Paragraph 019 of the CIL guidance state that, ‘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 economic viability assessment. Viability assessments should be **proportionate, simple, transparent** and publicly available in accordance with the viability guidance... This evidence should ... [show] the potential effects of the proposed levy rate or rates on the economic viability of development across the authority’s area’¹² – hence this report.

2.14 Paragraph 020 states that, ‘a charging authority must use ‘**appropriate available evidence**’ (as defined in the section 211(7A) of the Planning Act 2008) to inform the preparation of their draft charging schedule. It is recognised that the available data is **unlikely to be fully comprehensive**. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by ‘**appropriate available**’ evidence and consistent with that evidence across their area as a whole’.¹³ (our emphasis)

‘In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in line with planning practice guidance on viability. This will require support from local developers’¹⁴.

‘Charging authorities that decide to set **differential rates** may need to undertake more fine-grained sampling, on a higher proportion of total sites, to help them to estimate the boundaries for their differential rates. Fine-grained sampling is also likely to be necessary where they wish to differentiate between categories or scales of intended use.’¹⁵ (our 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’.¹⁶ (our emphasis)

¹¹ The Community Infrastructure Levy Regulations 2010, 6 April 2010 under section 222(2)(b) of the Planning Act 2008 Regulation 14, as amended

¹² MHCLG, Revision 01 September 2019, PPG CIL, Paragraph: 019 Reference ID: 25-019-20190901

¹³ Ibid, Paragraph: 020 Reference ID: 25-020-20190901

¹⁴ Ibid

¹⁵ Ibid

¹⁶ Ibid

- 2.15 Paragraph 022 confirms that, *‘the regulations allow charging authorities to apply **differential rates** in a flexible way, to help ensure the viability of development is not put at risk’*. And, *‘differential rates should not be used as a means to deliver policy objectives’*.

‘Differential rates may be appropriate in relation to -

- geographical zones within the charging authority’s boundary*
- types of development; and/or*
- scales of development’*.¹⁷ (our emphasis)

- 2.16 It is important to note that the CIL Regulations refer to ‘use’ here rather than ‘type’ of development. Regulation 13 states that –

A charging authority may set differential rates—

(a) for different zones in which development would be situated [2010 Regulations];

*(b) by reference to different intended **uses** of development [2010 Regulations];*

(c) by reference to the intended gross internal area of development [2014 Regulations];

(d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission [2014 Regulations].¹⁸

- 2.17 This is important, because development on brownfield land could be considered a ‘type’ of development, but it is not a ‘use’. Paragraph: 023¹⁹ refers to *‘How can rates be set by type of use?’* This states that, *‘the definition of “use” for this purpose is not tied to the classes of development in the Town and Country Planning Act (Use Classes) Order 1987’*.

- 2.18 The PPG also acknowledges that different existing land use will result in different uplift in values, and need to be considered when setting different CIL rates: *‘the uplift in land value that development creates is affected by the existing use of land and proposed use. For example, viability may be different if high value uses are created on land in an existing low value area compared to the creation of lower value uses or development on land already in a higher value area. Charging authorities can take these factors into account in the evidence used to set differential levy rates, in order to optimise the funding received through the levy’²⁰*.

- 2.19 PPG Paragraph 022 goes on, *‘a charging authority that plans to set differential rates should seek to **avoid undue complexity**. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. Charging authorities may wish to consider how any differential rates appropriately reflect the viability of the size, type and tenure of housing needed for different groups in the community, including*

¹⁷ Ibid, Paragraph: 022 Reference ID: 25-022-20190901

¹⁸ The Community Infrastructure Levy Regulations 2010 and (Amendment) Regulations 2014

¹⁹ MHCLG, Revision 01 September 2019, PPG CIL, Paragraph: 023 Reference ID: 25-023-2019090

²⁰ Ibid, Paragraph: 025 Reference ID: 25-025-2019090

*accessible and adaptable housing, as set out in the National Planning Policy Framework. Charging authorities should consider the views of developers at an early stage’.*²¹ (our emphasis)

*‘If the evidence shows that the area includes a zone, which could be a strategic site, which has low, very low or zero viability, the charging authority should consider setting a low or zero levy rate in that area. The same principle should apply where the evidence shows similarly low viability for particular types and/or scales of development’.*²²

Striking the appropriate balance

- 2.20 When setting a CIL rate, charging authorities should set it at a rate which does not threaten the ability to develop viably the sites and scale of development identified in the relevant Plan. They need to draw on the infrastructure planning evidence that underpins the development strategy for their area: *‘a charging authority must strike what appears to the charging authority to be an appropriate balance’* (see (a) and (b) above – paragraph 2.12).²³
- 2.21 The levy is to have a positive economic effect on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.
- 2.22 In other words, the ‘appropriate balance’ is the level of CIL which maximises the delivery of development in the area. If the CIL charging rate is above this appropriate level, there will be less development than planned, because CIL will make too many potential developments unviable. Conversely, if the charging rates are below the appropriate level, development will also be compromised, because it will be constrained by insufficient infrastructure.
- 2.23 The CIL guidance requires viability assessments to be proportionate, simple, transparent and publicly available as well as being an area-based approach, involving broad tests of viability across the area in order to underpin the charge, all of this being in accordance with viability guidance.

Setting of different rates

- 2.24 As stated in paragraph 2.17, the CIL Regulations refer to **‘use’** here rather than **‘type’** of development. Regulation 13 states that:

‘A charging authority may set differential rates:

(a) for different zones in which development would be situated;

(b) by reference to different intended uses of development.

²¹ Ibid, Paragraph: 022 Reference ID: 25-022-20190901,

²² Ibid, Paragraph: 022 Reference ID: 25-022-20190901

²³ CIL Regulations, 6 April 2010, under section 222(2)(b) of the Planning Act 2008 Regulation 14

(c) by reference to the intended gross internal area of development;

(d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission.²⁴

- 2.25 Ultimately the *'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.'*²⁵
- 2.26 In considering a suitable buffer, research indicates that the *'viability buffers (typically set at around 30%) have been introduced to try and account for instances where developers have paid for land before CIL was introduced.'*²⁶
- 2.27 The same research highlights though that *'CIL is a relatively minor development cost, around 2% of total market value on average compared with the impact of s106 costs prior to the introduction of CIL. Viability modelling shows that the introduction of CIL has limited impact on development viability and does not make, on its own, a viable scheme unviable.'*²⁷

Other developer contributions

- 2.28 The PPG acknowledges that infrastructure can be funded in a number of ways i.e. CIL, Section 106, and Section 278. But local authorities need to be clear of their *'infrastructure needs and what developers will be expected to pay for through which route.'*²⁸
- 2.29 Because the levy is intended to provide infrastructure to support development across the area it is acknowledged that there might be a need for some site-specific mitigation, which could be captured outside CIL through a Section 106 Obligation.
- 2.30 A planning obligation can only be taken into account when determining a planning application for a development, or any part of a development, if the obligation meets all of the following tests:
- *'necessary to make the development acceptable in planning terms*
 - *directly related to the development; and*
 - *fairly and reasonably related in scale and kind to the development.'*²⁹
- 2.31 It is therefore important that there is no double counting ('double-dipping') of S106 and CIL.

²⁴ CIL Regulations amendment, 23rd February 2014, under section 222(2)(b) of the Planning Act 2008 Regulation 13

²⁵ MHCLG, Revision 01 September 2019, PPG, Paragraph: 020 Reference ID: 25-020-20190901

²⁶ CIL Review Team, October 2016, A New Approach To Developer Contributions, Page 54

²⁷ Ibid

²⁸ MHCLG, Revision 01 September 2019, Paragraph: 093 Reference ID: 25-093-20190315

²⁹ MHCLG, 12 June 2014, PPG, Paragraph: 094 Reference ID: 25-094-20140612

Can the levy be paid 'in kind' rather than in cash?

- 2.32 The charging authority can accept *'land and/or infrastructure to be provided, instead of money, to satisfy a charge arising from the levy.'*³⁰
- 2.33 The land or infrastructure that is to be used as the in-kind payment must be valued by an independent valuer, and this will determine how much liability the 'in-kind' payment will off-set.³¹
- 2.34 Such an agreement is subject to the Charging Authority discretion. If a Charging Authority wishes to adopt this approach *'of accepting infrastructure payments, they must publish a policy document which sets out conditions in detail (regulation 73B). This document should confirm that the authority will accept infrastructure payments and set out the infrastructure projects, or types of infrastructure, they will consider accepting as payment.'*³²

³⁰ Ibid, Paragraph: 133 Reference ID: 25-133-20190901

³¹ MHCLG, Revision 01 September 2019, PPG, Paragraph: 133 Reference ID: 25-133-20190901

³² Ibid, Paragraph: 134 Reference ID: 25-134-20190901

3 Methodology

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

Viability modelling best practice

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

Figure 3-1 The residual valuation framework

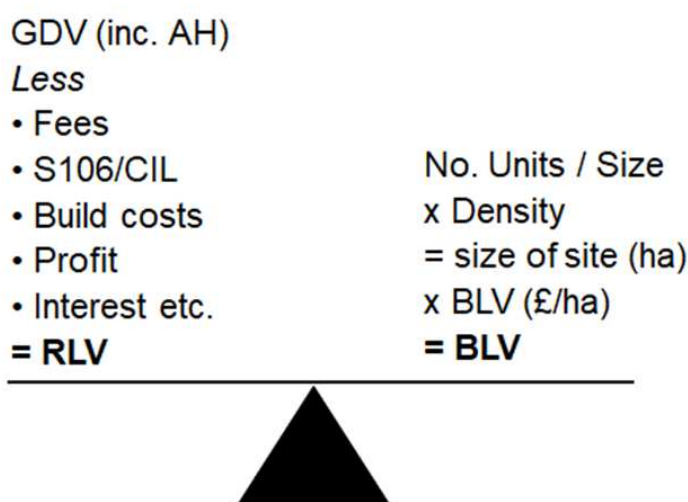


Source RICS Assessing viability in planning under the National Planning Policy Framework 2019 for England, Guidance Note, 1st edition, March 2021

- 3.4 Our specific appraisals for each of the land uses and typologies are set out in the relevant section below.
- 3.5 In order to advise on the ability of the proposed uses/scheme to support CIL we have benchmarked the residual land values from the viability analysis against existing or alternative land use relevant to the particular typology – the Benchmark Land Value (BLV).

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

Figure 3-2 Balance between RLV and BLV



Source: AspinallVerdi © Copyright

What to test?

- 3.9 For CIL testing it is not necessary to test every proposed development site but to base the testing on the type of sites which are reflective of the development proposed over the plan period – this is known as testing of “typologies.” Where there are key sites (strategic sites) that are fundamental to the delivery of the plan these need to be considered separately. The PPG explains this as follows:

‘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.’³³

- 3.10 In this respect, we have appraised the strategic sites separately.

³³ MHCLG, 24 July 2018, PPG, Paragraph: 003 Reference ID: 10-003-20180724

What is meant by a typology approach to viability?

- 3.11 Typologies for the viability testing are to be based on the proposed development in the plan to ensure the testing represents the type of development coming forward. In doing so it is appropriate to consider *'shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development.'*³⁴

Viability testing of key sites

- 3.12 The PPG considers key sites, as those sites that are critical to the delivery of the plan *'...for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas.'*³⁵

Development appraisal inputs

- 3.13 In devising the assumptions in the appraisals, it is acceptable to use standardised inputs, rather than relying on site specific assumptions: *'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.'*³⁶

Gross development value

- 3.14 The Gross development value is the cumulative value of the completed development. For plan wide viability assessments *'...average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data.'*³⁷

Development costs

- 3.15 The PPG explains like values, cost should also reflect local market conditions. It also places an emphasis to identify development costs at plan making stage. *Plan makers should identify where costs are unknown and identify where further viability assessment may support a planning application.'*³⁸

Benchmark Land Value (BLV) approach

- 3.16 Benchmark land value has been subject to much debate in recent years due to trying to establish the most appropriate method to determine it for planning purposes. The two most common approaches have been Existing Use plus and Market Value adjusted for policy. The latter,

³⁴ Ibid, Paragraph: 004 Reference ID: 10-003-20180724

³⁵ Ibid, Paragraph: 005 Reference ID: 10-005-20180724

³⁶ Ibid, Paragraph: 010 Reference ID: 10-010-20180724

³⁷ Ibid, Paragraph: 011 Reference ID: 10-011-20180724

³⁸ Ibid, Paragraph: 012 Reference ID: 10-012-20180724

although a more market facing approach, has faced criticism³⁹ because practitioners have not been adjusting land values fully for policy. The PPG now provides a clear single method (Existing Use plus Premium) in determining land value:

‘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 fully 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+).’⁴⁰

3.17 The PPG also sets out the factors that should be considered when establishing the land value:

- *‘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*
- *...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.*

³⁹ Sayce, S, et al, January 2017, Viability and the Planning System: The Relationship between Economic Viability Testing, Land Values and Affordable Housing in London

⁴⁰ MHCLG, 24 July 2018, PPG Viability, Paragraph 013 Reference ID: 10-013-20180724

- *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 or promotion agreement).*⁴¹
- 3.18 The RICS also supports the EUV plus method when determining land value for planning purposes.
- 3.19 The RICS International Valuation Standards, 2017 defines EUV as:
*‘Current use/existing use is the current way an asset, liability, or group of assets and/or liabilities is used. The current use may be, but is not necessarily, also the highest and best use.’*⁴²
- 3.20 Despite the clarity the PPG brings, there is still uncertainty on how the premium is calculated. This was highlighted in the research undertaken by Sarah Sayce: *‘Overall, the ‘EUV plus’ approach was favoured by the majority of respondents, despite the recognition that **the premium element can be difficult to assess in some circumstances.***⁴³
- 3.21 The PPG explains *‘The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully 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.’*⁴⁴ (our emphasis)
- 3.22 In helping to inform the professional judgement, a balance needs to be struck between the competing interests (developers, landowners and the aims of the planning) *‘to secure maximum benefits in the public interest through the granting of planning permission.’*⁴⁵

Guidance on Premiums / Land Value Adjustments

- 3.23 In considering suitable premiums to apply we are mindful of the following:
- **RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England** – the RICS acknowledge that *‘[t]here is no standard amount for the premium and the setting of realistic policy requirements that satisfy the reasonable incentive test behind the setting of the premium*

⁴¹ MHCLG, 9 May 2019, PPG Viability, Paragraph: 014 Reference ID: 10-014-20190509

⁴² International Valuation Standards Council, 2017, International Valuation Standards, Paragraph 150.1

⁴³ Sayce, S, et al, January 2017, viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London, page 6

⁴⁴ MHCLG, 09 May 2019, PPG, Paragraph: 016 Reference ID: 10-016-20190509

⁴⁵ MHCLG, 24 July 2018, PPG, 3.21 Paragraph: 010 Reference ID: 10-010-20180724

is a very difficult judgement'.⁴⁶ The RICS guidance further explains that *'[f]or a plan-making FVA, the EUV and the premium is likely to be the same for the same development typology, but it would be expected that a site that required higher costs to enable development would achieve a lower residual value. This should be taken account of in different site typologies at the plan-making stage*'.⁴⁷

- The Harman Report** ⁴⁸ - was published in response to the introduction of viability becoming more prominent in the planning system post the introduction of the NPPF. Although the Harman Report pre-dates the current iteration of the PPG on viability it does recommend the EUV plus approach to determine land value for planning purposes. The Harman report also advocates that when assessing an appropriate Benchmark Land Value, consideration should be given to *'the fact that future plan policy requirements will have an impact on land values and owners' expectations*'.⁴⁹ Harman, does acknowledge that reference to market values will provide a useful 'sense check' on the Benchmark Land Values that are being used in the appraisal model; however, *'it is not recommended that these are used as the basis for input into a model*'.⁵⁰ It also acknowledges that for large greenfield sites, *'land owners are rarely forced or distressed sellers, and generally take a much longer term view over the merits or otherwise of disposing of their asset*'.⁵¹ It refers to these 'prospective sellers' as ***'potentially making a once in a lifetime decision over whether to sell an asset that may have been in the family, trust or institution's ownership for many generations***'.⁵² In these circumstances, Harman states that for these greenfield sites that ***'the uplift to current use value sought by the landowner will invariably be significantly higher than in an urban context and requires very careful consideration***'.⁵³
- HCA Area Wide Viability Model** - although now a dated document, the HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) provides guidance on the size of the premium. The guidance states that *'Benchmarks and evidence from planning appeals tend to be in a range of 10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value'*.⁵⁴
- Inspector's Post-Hearing Letter to North Essex Authorities** – the Inspector's letter is in relation to, amongst other things, the viability evidence of three proposed garden communities in North Essex. The three Garden Communities would provide up to 43,000 dwellings in total. The majority of land for the Garden Communities is in agricultural use,

⁴⁶ RICS, March 2021 (effective from 01 July 2021), Assessing viability in planning under the National Planning Policy Framework 2019 for England, paragraph 5.3.3

⁴⁷ Ibid, paragraph 5.3.7

⁴⁸ Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners

⁴⁹ Ibid, page 29

⁵⁰ Ibid

⁵¹ Ibid, page 30

⁵² Ibid

⁵³ Ibid

⁵⁴ HCA, August 2010, Area Wide Viability Model (Annex 1 Transparent Viability Assumptions)

and the Inspector recognised that the EUV for this use would be around £10,000 per gross acre. In this case, the Inspector was of the opinion that around a **x10 multiple** (£100,000 per gross acre) would provide sufficient incentive for a landowner to sell. But given *‘the necessarily substantial requirements of the Plan’s policies’* a price *‘below £100,000/acre could be capable of providing a competitive return to a willing landowner’*.⁵⁵ The Inspector, however, judged that *‘it is extremely doubtful that, for the proposed GCs, a land price below £50,000/acre – half the figure that appears likely to reflect current market expectations – would provide a sufficient incentive to a landowner. The margin of viability is therefore likely to lie somewhere between a price of £50,000 and £100,000 per acre.’*⁵⁶

- **Parkhurst Road v SSCLG & LBI (2018)** - The High Court case between Parkhurst Road Limited (Claimant) and Secretary of State for Communities and Local Government and The Council of the London Borough of Islington (Defendant(s)) addresses the issue of land valuation and the circularity of land values which are not appraised on a policy compliant basis. In this case it was common ground that the existing use was redundant and so the existing use value (“EUV”) was “negligible”. There was no alternative form of development which could generate a higher value for an alternative use (“AUV”) than the development proposed by Parkhurst. The site did not suffer from abnormal constraints or costs. LBI contended that there was considerable “headroom” in the valuation of such a site enabling it to provide a substantial amount of affordable housing in accordance with policy requirements. Furthermore, that the achievement of that objective was being frustrated by Parkhurst’s use of a ‘greatly inflated’ BLV for the site which failed properly to reflect those requirements. Mr Justice Holgate dismissed the challenge and agreed with LBI that what is to be regarded as comparable market evidence, or a “market norm”, should “reflect policy requirements” in order to avoid the “circularity” problem.
- **Land Value Capture report (Sept 2018)** - The House of Commons - Housing, Communities and Local Government Committee has published a report into the principles of land value capture. This defines land value capture, the scope for capturing additional land value and the lessons learned from past attempts to capture uplifts in land value. It reviews improving existing mechanisms, potential legislative reforms and alternative approaches to land value capture. Paragraph 109 of the report states [...] the extent to which the ‘no-scheme’ principle would reduce value “very much depends on the circumstances”. For land in the middle of the countryside, which would not otherwise receive planning permission for housing, the entire development value could be attributed to the scheme. However, [...] most work was undertaken within constrained urban areas—such as town extensions and redevelopments—where the hope value was much higher.

⁵⁵ Planning Inspectorate, 15 May 2020, Examination of the Shared Strategic Section 1 Plan - North Essex Authorities, Paragraph 204

⁵⁶Ibid, Paragraph 205

Hence it is important to consider the policy context for infrastructure and investment when considering land values. For example, where existing agricultural land in the green belt is being considered for housing allocations, the entire uplift in value is attributable to the policy decision (without which there can be no development).

- **Land at Warburton Lane, Trafford (Appeal Ref: APP/Q4245/W/19/3243720)** - planning appeal for up to 400 dwellings, appeal dismissed. The Inspector preferred the Council's approach to land value. The Council used agricultural land value of £8,000 per acre. They applied a x10 premium to the net developable area of 33.75 acres and £8,000 per acre to the remainder of the site. The total benchmark land value of £2,900,000. The total site area is 62 acres (25 hectares). The benchmark land value equated to £116,000 per gross hectare (£46,945 per gross acre) / 5.87 multiplier on the agricultural land value of £8,000 per acre. In considering the premium the Inspector noted that, *'there is no evidence that I have seen that says the premium should be any particular value. The important point is that it should be sufficient to incentivise the landowner to sell the land and should also be the minimum incentive for such a sale to take place'*. It was relevant to note that, *'in this case one of the two landowners had agreed in the option agreement to sell the land for whatever is left after a standard residual assessment'* and therefore had accepted lower minimum / BLV requirements.

Conclusions on BLV

- 3.24 Current guidance is clear that the land value assessment needs to be based on Existing Use plus Premium and not a Market Value approach. Although the assessment of the Existing Use can be informed by comparable evidence the uncertainty lies in how the premium is calculated. Whatever is the resulting land value (i.e. Existing Use plus Premium) the PPG is clear that this must reflect the cost of complying with policies: *'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.'*⁵⁷ Furthermore, we need to ensure that the maximum benefits in the public interest are secured once any future granting of planning permission is made.

Viability modelling approach

- 3.25 We have undertaken viability testing using a bespoke Microsoft Excel model. The model calculates the Residual Land Value (RLV) for each scenario with results displayed in a series of tables.

⁵⁷ MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-20180724

How to interpret the viability appraisals

3.26 The results of the appraisals (set out in the appendices) should be interpreted as follows:

- If the balance is positive, then development is viable with the assumed policy ask with any surplus generated available to fund a CIL;
- If the balance is negative, then then development is not viable and there is no scope to levy a CIL charge;
- Where a surplus is generated, this is a flat capital sum which is then expressed as a £ psm rate, this is determined by the floorspace tested in each typology / strategic site (see further explanation in Chapter 10).

3.27 This is illustrated in Table 3.1 which shows an example appraisal summary. In this case the RLV at £12.151m is £8.919m higher than the assumed benchmark (labelled 'threshold' in the model below) land value of £3.232m meaning the balance is positive.

Table 3.1 Example appraisal viability summary

RESIDUAL LAND VALUE					
Residual Land Value (gross)					13,954,832
SDLT		13,954,832	@	5.0% (slabbed)	(687,242)
Acquisition Agent fees		13,954,832	@	1.0%	(139,548)
Acquisition Legal fees		13,954,832	@	0.5%	(69,774)
Interest on Land		13,954,832	@	6.50%	(907,064)
Residual Land Value					12,151,204
RLV analysis:	41,472	£ per plot	1,327,094	£ per ha	537,068
				£ per acre	
THRESHOLD LAND VALUE					
Residential Density		32.0	dph		
Site Area (Resi)		9.16	ha	22.63	acres
Density analysis:		2,764	sqm/ha	12,040	sqft/ac
Threshold Land Value	11,031	£ per plot	353,000	£ per ha	3,232,153
Gross to net land area	70%			142,857	£ per acre
BALANCE					
Surplus/(Deficit)			974,094	£ per ha	8,919,051
				394,211	£ per acre

Source: AspinallVerdi

3.28 In addition to the above, we have also prepared a series of sensitivity scenarios for each of the typologies. Examples of the sensitivity results are set out in Table 3.2 and Table 3.3. This is to assist in the analysis of the viability (and particularly the viability buffer).

3.29 In each sensitivity table there are two variables, in the two examples in Table 3.2 and Table 3.3, the variable across the top is the percentage of affordable housing. Down the left-hand side, we have assumed differing levels of CIL in the first sensitivity output, and differing GDV in the second sensitivity output. Each coloured cell represents the scheme surplus/deficit for a given sensitivity scenario. In each sensitivity testing cell table, you will find the corresponding scheme surplus/deficit from our appraisal, which we have circled in red in for reference.

- 3.30 The example in Table 3.2 assumes baseline position of 33% affordable housing and £0 psm CIL - this produces a surplus of £8.919m. This same surplus is circled in the sensitivity results in Table 3.3, because they represent the same assumption in the appraisal. We can see through the sensitivity testing in Table 3.2 that when the CIL charge increases surplus (scheme viability) decreases. In the second scenario (Table 3.3) when GDV decreases, as to be expected scheme viability decreases and the surplus available for a CIL reduces.

Table 3.2 Example 1 of development appraisal sensitivity tables

Balance (RLV - TLV)	8,919,051	AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
0		10,457,296	9,865,663	9,274,031	8,919,051	8,090,765	7,499,133	6,907,500
25		9,921,820	9,363,812	8,805,804	8,470,999	7,689,788	7,131,780	6,573,751
50		9,381,022	8,857,077	8,333,131	8,018,763	7,285,186	6,761,052	6,236,919
75		8,834,788	8,345,350	7,855,913	7,562,222	6,876,682	6,387,010	5,897,339
100		8,282,999	7,828,524	7,373,973	7,101,119	6,464,459	6,009,702	5,554,834
CIL £psm								
125		7,725,535	7,306,485	6,887,199	6,635,569	6,048,434	5,628,977	5,209,196
150	0.00	7,162,275	6,779,122	6,395,596	6,165,473	5,628,519	5,244,613	4,860,624
175		6,593,095	6,246,277	5,899,061	5,690,731	5,204,490	4,856,768	4,508,987
200		6,017,869	5,707,892	5,397,485	5,211,241	4,776,334	4,465,364	4,154,021
225		5,436,471	5,163,864	4,890,762	4,726,901	4,344,044	4,070,318	3,795,924
250		4,848,769	4,614,070	4,378,779	4,237,604	3,907,528	3,671,353	3,434,624
275		4,254,634	4,058,357	3,861,425	3,743,246	3,466,692	3,268,580	3,069,927
300		3,653,930	3,496,571	3,338,587	3,243,717	3,021,444	2,861,937	2,701,753
325		3,046,523	2,928,619	2,810,147	2,738,907	2,571,686	2,451,336	2,330,169
350		2,432,274	2,354,372	2,275,989	2,228,706	2,117,322	2,036,690	1,955,096
375		1,810,933	1,773,699	1,735,993	1,712,998	1,658,251	1,617,911	1,576,456
400		1,182,266	1,186,470	1,190,038	1,191,670	1,194,375	1,194,909	1,194,110
425		546,293	592,548	638,000	664,604	725,590	767,593	807,949
450		(97,136)	(8,201)	79,572	131,681	251,793	335,852	417,999
475		(748,270)	(616,247)	(485,255)	(407,220)	(227,122)	(100,395)	24,177
500		(1,407,531)	(1,231,446)	(1,056,581)	(952,222)	(711,262)	(541,216)	(373,603)
525		(2,074,745)	(1,853,933)	(1,634,537)	(1,503,571)	(1,200,735)	(986,708)	(775,425)

Source: AspinallVerdi

Table 3.3 Example 2 of development appraisal sensitivity tables

Balance (RLV - TLV)	8,919,051	AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
125%		21,881,103	20,575,477	19,269,852	18,486,477	16,658,602	15,352,977	14,047,352
120%		19,598,934	18,435,945	17,272,955	16,575,161	14,946,926	13,783,891	12,620,856
115%		17,315,502	16,295,189	15,274,877	14,662,690	13,234,252	12,213,940	11,193,628
110%		15,031,072	14,153,525	13,275,978	12,749,449	11,520,883	10,643,336	9,765,789
105%		12,745,165	12,010,501	11,275,837	10,835,038	9,806,508	9,071,844	8,337,180
% on GDV								
100%		10,457,296	9,865,663	9,274,031	8,919,051	8,090,765	7,499,133	6,907,500
100%		95%	8,166,727	7,718,412	7,270,097	7,001,681	6,373,290	5,924,868
		90%	5,872,303	5,567,620	5,262,817	5,079,936	4,653,212	4,348,409
		85%	3,572,060	3,411,542	3,251,025	3,154,715	2,929,678	2,768,924
		80%	1,262,971	1,247,601	1,232,151	1,222,881	1,200,850	1,185,053
		75%	(1,061,646)	(929,878)	(798,334)	(719,632)	(536,382)	(405,945)
								(275,907)

Source: AspinallVerdi

- 3.31 In making our recommendations we have had regard to the appraisal results and sensitivities 'in the round'. Therefore, if one particular scheme is not viable, whereas other similar typologies are highly viable, we have had regard to the viable schemes in forming policy and cross checked the viability of the outlying scheme against the sensitivity tables (e.g. a small reduction in profit, or a small reduction in BLV which is within the margins of the "viability buffer").
- 3.32 Moreover, our recommendations take account of a "viability buffer". This is a CIL PPG requirement⁵⁸, so that the levy rate is able to support development when economic circumstances

⁵⁸ MHCLG, 01 September 2019, PPG, Paragraph: 020 Reference ID: 25-020-20190901

adjust. When calculating a buffer, there is no one-size-fits-all model. We consider a number of factors. A full explanation of our buffer approach is found in Chapter 10 of this report.

4 Local Plan Context

- 4.1 As part of our CIL viability testing, an analysis of the policies is required in both the Waveney Local Plan, adopted 20th March 2019 and the Suffolk Coastal Local Plan, adopted 23rd September 2020. This is to ensure that the cumulative impact of CIL and the Plan policies is taken into consideration.

Local Plan policies

- 4.2 As part of our viability testing, it is important to consider the local plan policies that could impact upon viability and ensure they are captured in our testing. With regards to assessing the impact the policies will have on viability; the assessment is made through a 'traffic light system': policies marked red (high impact) are presumed to have a direct impact on viability and have been incorporated into the economic appraisal. Where a policy is considered to have medium risk (amber colour), generally it has an indirect impact on viability and has been factored into the study during the property market cost and value assumptions ('price mechanism'). Our assessment of the policies is contained in Appendix 1.
- 4.3 The most relevant policies, having a direct impact on viability, have been incorporated in the economic appraisal. The high impact policies taken from the Suffolk Coastal Local Plan are:
- Policy SCLP2.2: Strategic infrastructure priorities
 - Policy SCLP3.5: Infrastructure provision
 - Policy SCLP4.10: Town centre environments
 - Policy SCLP6.5: New tourist accommodation
 - Policy SCLP5.8: Housing mix
 - Policy SCLP5.10: Affordable housing on residential developments
 - Policy SCLP7.1 Sustainable Transport
 - Policy SCLP7.2: Parking proposals and standards
 - Policy SCLP8.2: Open space
 - Policy SCLP9.2: Sustainable construction
 - Policy SCLP9.5: Flood risk
 - Policy SCLP9.6: Sustainable drainage systems
 - Policy SCLP10.2: Visitor Management of European Sites
 - Policy SCLP11.7: Archaeology
- 4.4 The high impact policies taken from the Waveney Local Plan are:
- Policy WLP8.1: Housing mix
 - Policy WLP8.2: Affordable housing
 - Policy WLP8.15: New self-catering tourist accommodation

- Policy WLP8.28: Sustainable construction
- Policy WLP8.29: Design
- Policy WLP8.30: Design of open spaces
- WLP8.31: Lifetime design
- Policy WLP8.33: Housing density and design
- Policy WLP8.34: Biodiversity and geodiversity

Neighbourhood Plan policies

- 4.5 We acknowledge that there are Neighbourhood Plans in place across East Suffolk. Neighbourhood Plans when brought forward become part of development plan for the neighbourhood area.⁵⁹
- 4.6 Where Neighbourhood Plans have been brought forward in advance of the respective Local Plans, then weight is given to those policies in the Local Plans, *'because section 38(5) of the Planning and Compulsory Purchase Act 2004 requires that the conflict must be resolved in favour of the policy which is contained in the last document to become part of the development plan.'*⁶⁰
- 4.7 Where Neighbourhood Plans have been brought forward following the adoption of the respective Local Plans, and sites have a greater policy ask than tested in this study. Those additional costs will need to be reflected in a reduced land value, as required by the PPG, then assumed in this study.

Current CIL rates

- 4.8 It is important to take account of the current CIL rates in the former Districts of Waveney and Suffolk Coastal. The Councils current CIL charging schedules, came into effect 13 July 2015 in Suffolk Coastal District and 22 May 2013 in the Waveney District. Figure 4-1 sets out the CIL charges in Suffolk Coastal and the current indexed rates for inflation and Figure 4-2 the same for Waveney. Based on our viability appraisals, we assess the scope to change these rates and create a single, viable CIL charging schedule.

⁵⁹ MHCLG, 09 May 2019, PPG, Paragraph: 009 Reference ID: 41-009-20190509

⁶⁰ Ibid

Figure 4-1 CIL charging schedule – Suffolk Coastal District

Residential (C3/C4) Charging Zone	CIL Charging Schedule Rate 2015 Ic rate originally 244 ((nearest firm) then 259 from Annual Rate in 2017)	2020 Indexed CIL rate per sqm Ic rate: 259 ly rate: 334	2021 Indexed CIL rate per sqm Ic rate: 259 ly rate: 333
Adastral Park	£0	£0	£0
Low Zone	£50	£64.48	£64.29
Mid Zone	£90	£116.06	£115.71
High Zone	£150	£193.44	£192.86
Other types of development (applicable throughout the District)	CIL Charging Schedule Rate 2015 Ic rate originally 244 ((nearest firm) then 259 from Annual Rate in 2017)	2020 Indexed CIL rate per sqm Ic rate: 259 ly rate: 334	2021 Indexed CIL rate per sqm Ic rate: 259 ly rate: 333
Convenience Retail	£100	£128.96	£128.57
All other development	£0	£0	£0

Source: Suffolk Coastal District (2020)

Figure 4-2 CIL charging schedule – Waveney District

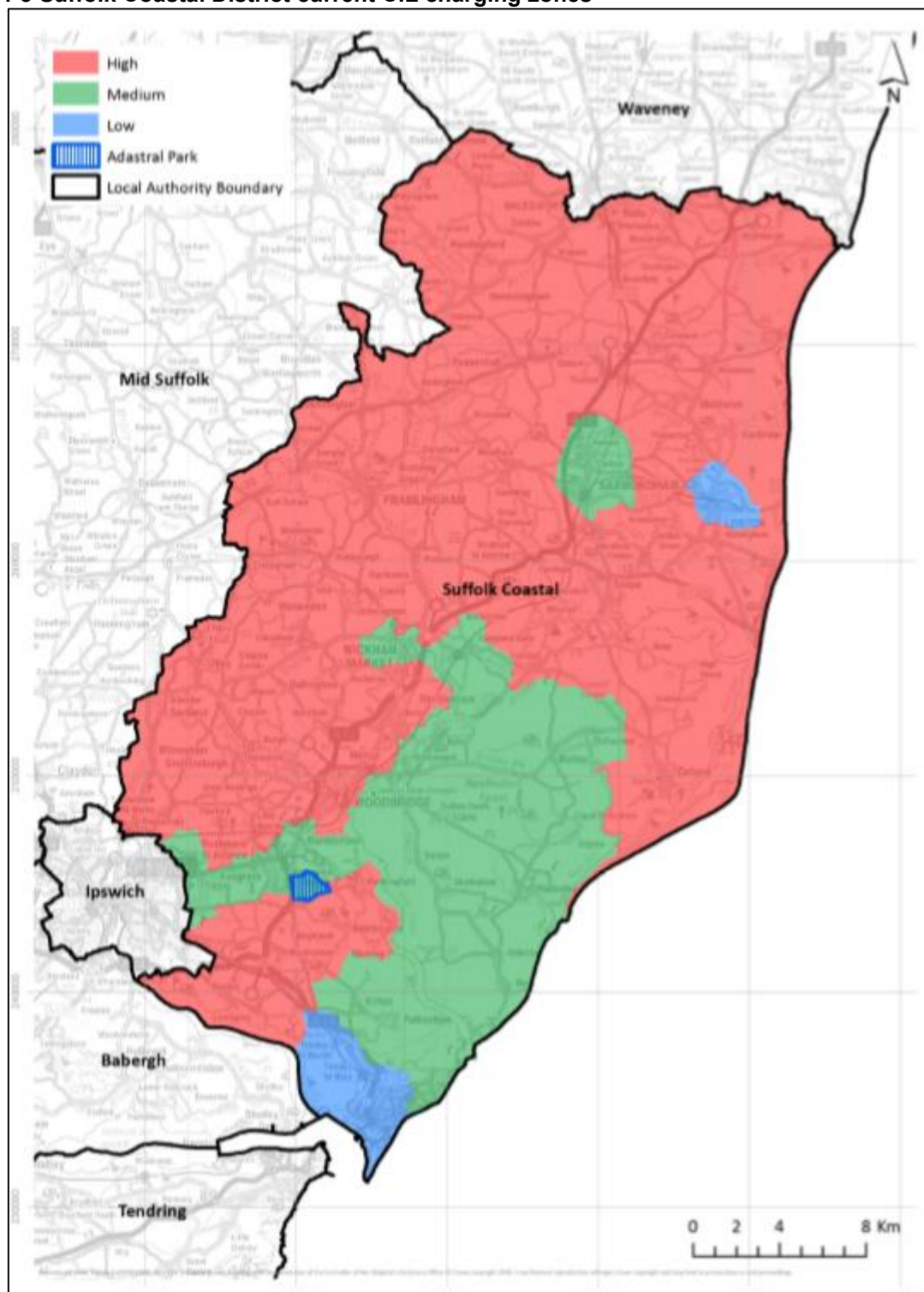
Zone	Residential Charging Zone	CIL Charging Schedule Rate 2013 Ic rate originally 222 ((nearest firm) then 224 from Annual Rate in 2014)	2020 Indexed CIL rate per sqm Ic rate: 224 Ip rate: 334	2021 Indexed CIL rate per sqm Ic rate: 224 Ip rate: 333
1	Lake Lothing flood zone and the Sustainable Urban Neighbourhood and Kirkley Waterfront site	£0	£0	£0
2	Inner Lowestoft	£45	£67.10	£66.90
3	Oulton, Lowestoft, Beccles, Bungay, Halesworth and surrounding rural areas	£60	£89.46	£89.20
4	Reydon and Southwold and surrounding rural areas	£150	£223.66	£222.99

Other types of development (applicable throughout the District)	CIL Charging Schedule Rate 2013 Ic rate originally 222 ((nearest firm) then 224 from Annual Rate in 2014)	2020 Indexed CIL rate per sqm Ic rate: 224 Ip rate: 334	2021 Indexed CIL rate per sqm Ic rate: 224 Ip rate: 333
Holiday lets	£ 40	£59.64	£59.46
Supermarkets, superstores and retail warehouses	£130	£193.84	£193.26
All other development	£0	£0	£0

Source: Waveney District (2020)

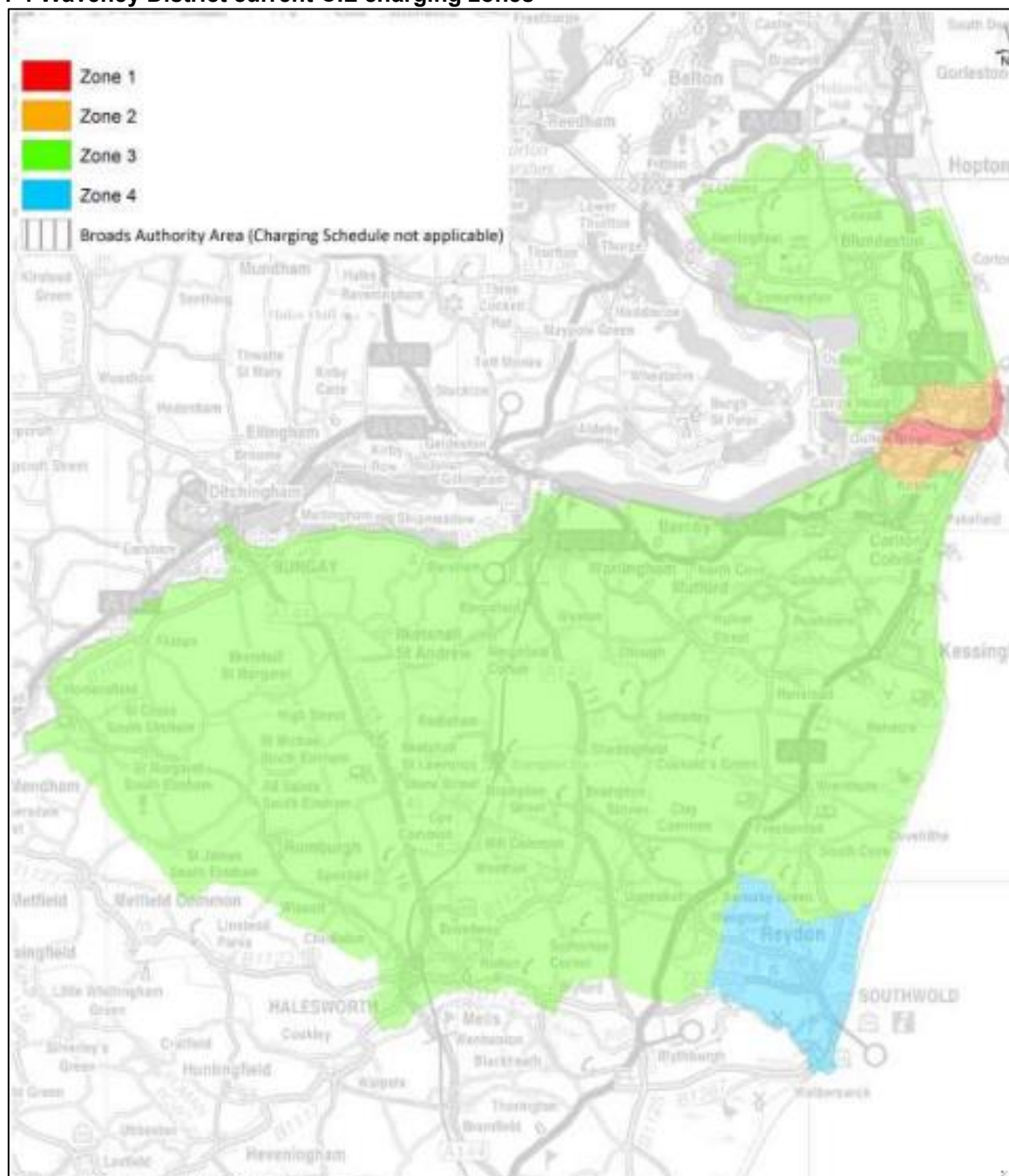
- 4.9 Figure 4-3 sets out the charging zones for the different residential CIL rates in Suffolk Coastal as set out in the charging schedule in Figure 4-1 and Figure 4-4 sets out the charging zones for the different residential CIL rates in Waveney as set out in Figure 4-2.

Figure 4-3 Suffolk Coastal District current CIL charging zones



Source: Suffolk Coastal District (2015)

Figure 4-4 Waveney District current CIL charging zones



Source: Waveney District (2013)

- 4.10 As shown in Figure 4-5, the majority of infrastructure for the two Districts is collected through CIL. Any site-specific mitigation to be collected through S106 or S278 agreements are specifically mentioned in planning policy.

Figure 4-5 Infrastructure Funding Statement – December 2020

Infrastructure Required	S106/s278	CIL
Highway improvements including strategic cycling and pedestrian infrastructure	X	
Strategic highway improvements including strategic cycling and pedestrian infrastructure		X
Library Facilities		X
Education – additional pre-school places at existing establishments		X
Education – additional primary school places at existing establishments		X
Education – additional secondary school and sixth form places at existing establishments		X
Education – NEW Schools or early years settings	X	
Off-site Health Infrastructure		X
Off-site Police Infrastructure		X
Off-site Leisure and Community Facilities		X
Open Space	X	
Maintenance of Open Space where transferred to East Suffolk	X	
Strategic Green Infrastructure		X
Strategic Flooding and coastal defence works		X
Strategic Waste Infrastructure		X
School Transport Contributions	X	

Source: East Suffolk Council (2020)

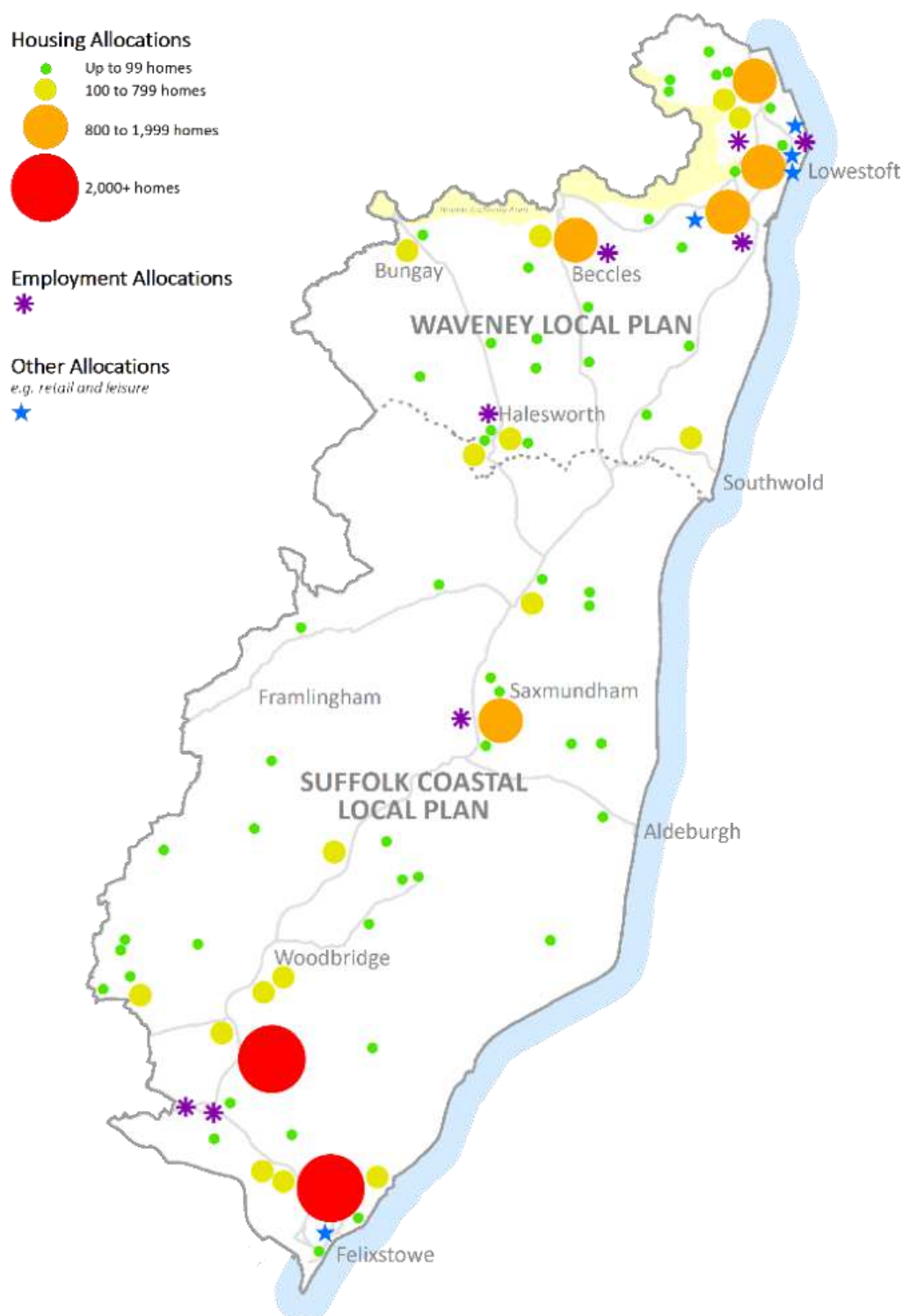
5 Residential Viability Testing

- 5.1 To assess residential development viability, we first of all consider appropriate scenarios to test, followed by the cost and value assumptions used and the viability results.
- 5.2 In this section we draw reference to the approaches and inputs that were used in the previous Local Plan Viability Studies that were completed by AspinallVerdi. The Suffolk Coastal Local Plan Viability Study was published in January 2019 and the Waveney Local Plan Viability Study was published in March 2018. It is important to do this in order to identify the differences in any policies or cost assumptions since the time of the two studies to provide a baseline to build upon.

Housing growth

- 5.3 Figure 5-1 shows that the majority of housing growth is dispersed evenly throughout East Suffolk. Larger development is centred around the towns and larger settlements, namely Felixstowe, Martlesham, Wickham Market, Saxmundham, Leiston, Halesworth, Southwold, Bungay, Beccles and Lowestoft. The strategic sites are also evenly dispersed around East Suffolk. Though the strategic sites are mapped in Figure 5-1, they are not considered when determining our typologies as they are tested separately and identified later in this report. The housing growth identified in the Neighbourhood Plans is not reflected in the analysis but as the majority of this growth is for relatively small sites, they are reflected in the typologies tested.

Figure 5-1 Distribution of residential development growth



Source: AspinallVerdi, East Suffolk Council

Devising typologies to test

5.4 As we have explained in Chapter 3 it is not necessary to test every proposed development in the plan but a typology is acceptable – we have developed our scenarios as follows:

5.5 In devising suitable scenarios to test, we have had regard to the revised PPG and the Harman report. The PPG explains that:

‘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, detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies. Because a local authority’s CIL will be one of the policy costs on development, the approach to viability testing outlined in this advice should also assist the local authority in drawing up its CIL charging schedule.’⁶¹

5.6 To establish the typologies the PPG explains that:

‘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.

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.

Plan makers will then engage with landowners, site promoters and developers and compare data from existing case study sites to help ensure assumptions of costs and values are realistic and broadly accurate. Market evidence can be used as a cross-check but it is important to disregard outliers. Information from other evidence informing the plan (such as Strategic Housing Land Availability Assessments) can also help to inform [the] viability assessment. Plan makers may then revise their proposed policy requirements to ensure that they are creating realistic, deliverable policies.’⁶²

⁶¹ MHCLG, 9 March 2018, Paragraph 004 Reference ID: 10-004-20190509

⁶² Ibid, Paragraph: 004 Reference ID: 10-004-20180724

- 5.7 In residential market terms, a distinct characteristic of location is property prices and this is now a commonly used method to vary typologies. This approach is explained in the Harman report:

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

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

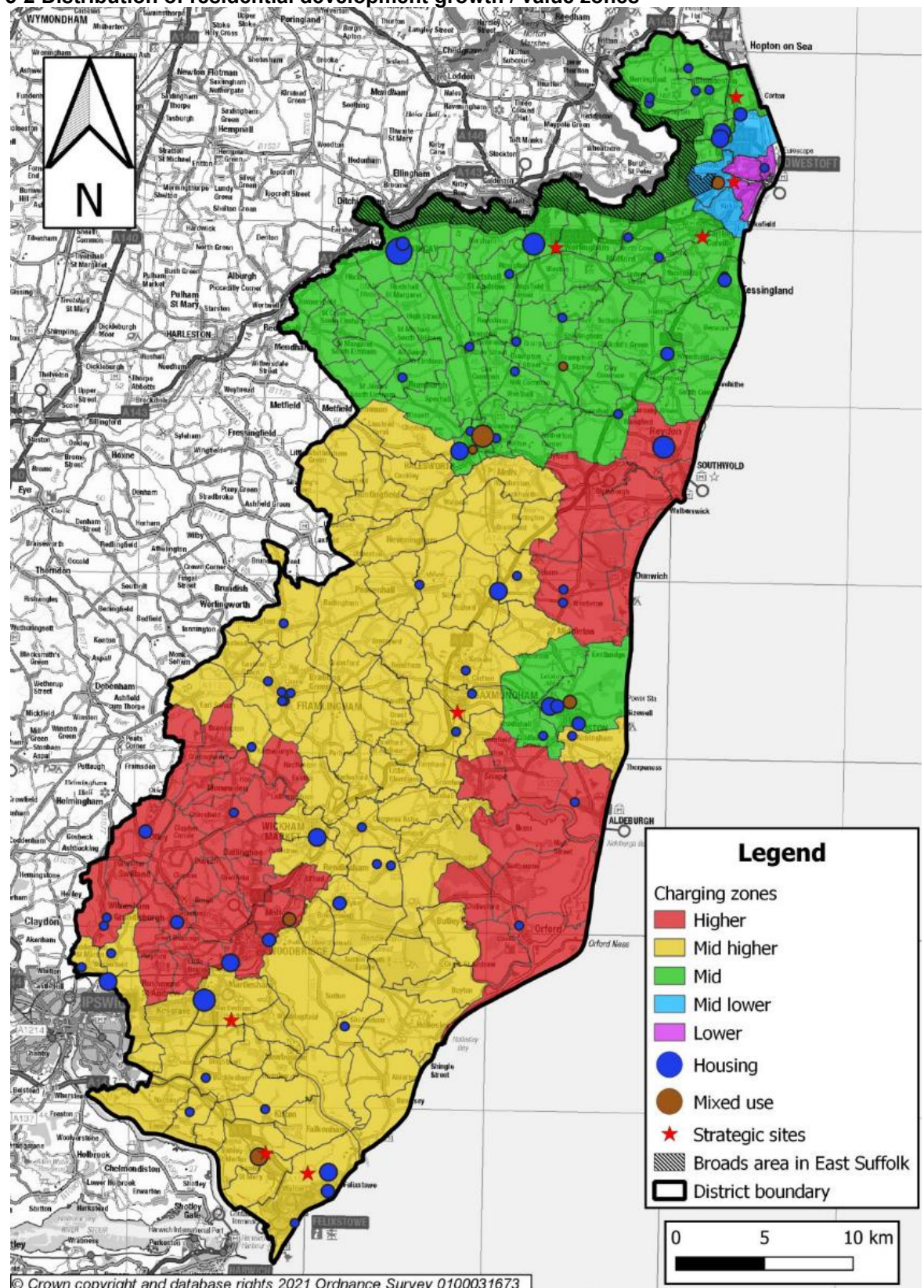
*Typologies should focus on the types of site that make up the majority of the unconsented land supply that is likely to come forward for development during the policy period under consideration.*⁶³

Value zones

- 5.8 It is appropriate to consider the spatial pattern of development against sale values because residential values within a local authority boundary can vary significantly, and are sensitive to a number of local factors that include, but are not exclusive to, schools, amenities, access to jobs, transport links, and quality of accommodation. We have cross-referenced the sales value analysis from our Market Report in Appendix 2 with the spatial distribution of proposed development (Figure 5-1) to establish if the typologies need to be varied to reflect different housing markets.
- 5.9 As set out in Figure 5-2 much of the development falls in the mid and higher/mid value areas in our Market Report contained in Appendix 2. Less development is coming forward in higher value and lower/mid value areas.

⁶³ Harman, June 2012, Viability Testing of Local Plans: Advice for planning practitioners, page 42

Figure 5-2 Distribution of residential development growth / value zones



Source: AspinallVerdi, East Suffolk Council, QGIS

- 5.10 We have cross referenced our previous value zones used in the Suffolk Coastal and Waveney studies (see maps in Appendix 3). Sale values differ from the previous studies due to the passing of time. Despite this, the actual value zones themselves have broadly remained the same relative to one another. Noticeable changes since our previous studies are that in Martlesham there is now a greater concentration of higher value properties according to our heatmap in Appendix 2. Also, Saxmundham appears to feature some mid/lower values but these are confined to the centre of the town and would not be considered to reflect the wider character of the town or akin to Leiston where the mid lower values are more prolific. This is why, based on our evidence, Saxmundham remains in the mid higher value area, whereas Leiston is in the mid zone. The typical higher value areas are still consistent with the other studies, namely Southwold, Aldeburgh and Orford as well as some areas in and around Woodbridge. Areas further north are also consistent, Lowestoft continues to be the lowest value area, with few mid or higher value properties prevalent.

Greenfield/brownfield site typologies

- 5.11 Table 5.1 to Table 5.3 summarises our analysis of greenfield allocations by size band. There is no greenfield development planned in the lower value zone due to its urban nature. During our analysis, we have considered the greenfield mixed-use sites, where the residential element of each site is akin to the pure residential typologies. Therefore, we have decided not to create further typologies out of the mixed-use developments coming forward. In some scenarios the development density is wide ranging – this reflects our analysis of the market (see Market Report in Appendix 2) which shows the unit sizes and types being delivered in the District are also wide ranging.

Table 5.1 Density analysis of greenfield mid value zone

Capacity banding	No. in banding	Density dwellings per gross hectare
1-10	7	7-23
11-20	5	18-25
21-40	7	11-28
41-60	5	12-20
61-80	3	17-34
81-100	1	18
101-200	4	22-30
201-300	2	10-25
301-400	1	19

Source: AspinallVerdi, Suffolk Coastal Local Plan, Waveney Local Plan

Table 5.2 Density analysis of greenfield mid higher value zone

Capacity banding	No. in banding	Density dwellings per gross hectare
1-10	1	24
11-20	6	27-43
21-40	6	11-34
41-60	4	10-28
61-80	1	19
101-200	6	16-39

Source: AspinallVerdi, Suffolk Coastal Local Plan, Waveney Local Plan

Table 5.3 Density analysis of greenfield higher value zone

Capacity banding	No. in banding	Density dwellings per gross hectare
1-10	2	3-13
11-20	5	8-29
21-40	2	14-16
41-60	2	9-41
61-80	1	21
201-300	1	22

Source: AspinallVerdi, Suffolk Coastal Local Plan, Waveney Local Plan

- 5.12 With regards brownfield development there are 9 sites in total. Of these sites, there are 5 housing and 4 flatted sites – these are set out in Table 5.4 and are spread across the different value areas with 1 site in the lower value zone, 4 in the mid lower value zone, 2 in the mid zone and 2 in the higher value zone. The density of these sites ranges between 23-79 dph across the value areas.

Table 5.4 Planned brownfield sites

Location	No. of units	Value zone	Density dwellings per gross hectare
Housing schemes			
Old Gas Works site, College Road, Framlingham	7	Mid higher	54

Location	No. of units	Value zone	Density dwellings per gross hectare
The Green Shed, Fore Street, Framlingham	8	Mid Higher	35
Land at Brackenbury Sport Centre, Felixstowe	80	Mid Higher	29
Land at Abbey Road, Leiston	100	Mid Lower	23
Suffolk Police HQ, Portal Avenue, Martlesham	300	Mid higher	28
Flatted schemes			
Former Lowestoft Hospital, Lowestoft	45	Lower	63
Land at Sea Road, Felixstowe	40	Mid higher	69
Western End of Lake Lothing, Lowestoft	51	Mid Lower	70
Former Council Offices, Melton Hill, Woodbridge	100	Higher	79

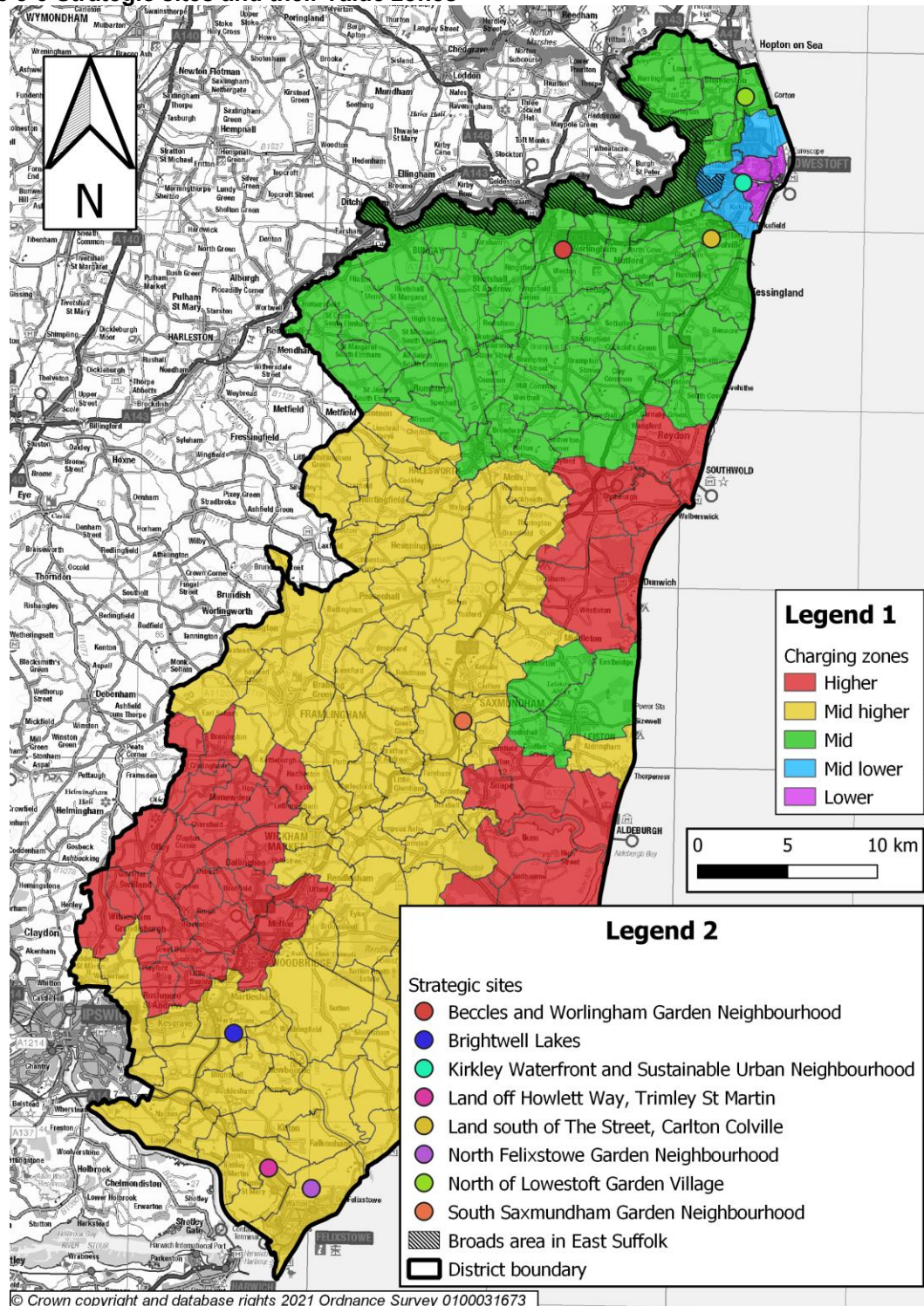
Source: AspinallVerdi, Suffolk Coastal Local Plan, Waveney Local Plan

- 5.13 Without considering the strategic sites that are tested separately (see below), 58% of the housing allocations are located within the mid value zone, followed by 26% in higher/mid, 13% in the higher and less than 2% in the mid lower and lower. This is calculated on a number of dwellings proposed basis. It is important to take account of this weighting as where marginal viability or unviability occurs during our testing, some typologies can be given less weight as they do not reflect the majority of development coming forward.

Strategic site locations

5.14 There are eight strategic sites which we specifically test for viability purposes. We have identified these separately in Figure 5-3.

Figure 5-3 Strategic sites and their value zones



Source: GIS, AspinallVerdi

Generic dwelling types and mix

- 5.15 The dwelling mix in our testing for the Suffolk Coastal Local Plan Whole Plan Viability was based on the mix set out in the 2017 Strategic Housing Market Assessment (SHMA) - this is set out in Table 5.5. Policy SCLP5.8 is based on the Council's updated housing need evidence base - Ipswich and Waveney Housing Market Areas Strategic Housing Market Area Partial Part 2, January 2019. These housing mixes are provided for information only in the context of this study.
- 5.16 In the Final Draft Suffolk Coastal Local Plan Policy SCLP5.8 contained a requirement that at least 40% of dwellings should be 1 and 2-beds (as tested in the viability study). However, this specific requirement was removed by the Inspector and the policy in the adopted Local Plan does not contain this. The adopted policy still places an emphasis of delivering smaller properties but does not set a minimum percentage of 1 and 2-beds to be delivered. The overall aspiration is still for 40% of dwellings to be 1 and 2-beds, through references to the SHMA and Policy SCLP5.8 expecting a focus on smaller dwellings.

Table 5.5 Suffolk Coastal District – indicative housing mix for Local Plan viability study (2019)
No. of bedrooms **Mix set out in Table 5.1 of the Final Draft Local Plan**

1	12%
2	29%
3	26%*
4+	33%
	100%

**Rounded down from previous Suffolk Coastal whole plan viability report.*

Source: Suffolk Coastal Local Plan (2019)

- 5.17 At the time of drafting the Whole Plan Viability study for Waveney, the Council's policy on dwelling mix had not been drafted. It was agreed at the time to base the dwelling mix on new build development in the District – the mix is set out in Table 5.6. The dwelling mix expected under adopted Policy WLP8.1 differs from that originally tested with the policy requiring at least 35% of new dwellings as 1 and 2-beds⁶⁴, but with no specific percentages for 3+ bedroom dwellings.

⁶⁴Waveney Local Plan, 2019, Policy 8.1 Housing mix

Table 5.6 Waveney District – indicative housing mix – WPV testing (2018)

No. of bedrooms	Mix previously used in Local Plan testing
1	11%*
2	26%
3	38%
4+	25%
	100%

**Rounded down from previous Waveney whole plan viability report.*

Source: AspinallVerdi (2018)

Housing mixes used in CIL study 2021

- 5.18 For this CIL study, we have used a single housing mix for the generic residential typologies. For the strategic sites, we have used a mix that reflects the local authority area in which each strategic site is situated.
- 5.19 As part of the production of the two Local Plans the Council commissioned a Strategic Housing Market Assessment (SHMA). The SHMA Part 2 (September 2017) sets out the identified need on housing mix for the Waveney Local Plan area and the SHMA Part 2 Partial Update (January 2019) sets out the identified need on housing mix for the Suffolk Coastal Local Plan area. Across all tenure types, for both Waveney and Suffolk Coastal, the unit mix is between:
- one-bedroom 12.2 – 12.9%;
 - two-bedroom 27.2 – 29.5%;
 - three-bedroom 25.3 - 34.4%;
 - four+ bedroom 25.4 - 33.0%.
- 5.20 East Suffolk Council has adjusted the Waveney SHMA mix to reflect the 35% policy requirement for 1-bed and 2-bed dwellings. For the strategic sites in the Suffolk Coastal area the housing mix identified in the SHMA has been applied. We have been instructed by East Suffolk Council to use the respective mixes in Table 5.7 for the strategic sites depending on which local authority area they are located. The only strategic site with an individual mix is Kirkley Waterfront, which is a brownfield site that will be largely flatted development, hence the larger number of 1 bed and 2 bed units. We have assumed that all 1 bed units will be delivered as flats for both the generic and strategic site dwelling mixes.

Table 5.7 Dwelling mixes in strategic sites for CIL viability testing (2021)

No. of bedrooms	Suffolk Coastal strategic sites	Waveney strategic sites	Kirkley Waterfront (bespoke mix)
1	12.2%	11.3%	35%
2	29.5%	23.7%	50%
3	25.3%	37.4%	10%
4+	33.0%	27.6%	5%
	100%	100%	100%

Source: East Suffolk (2021)

- 5.21 For the generic residential typologies CIL testing we have had regard to the previous local plan viability testing mix(es); and the SHMA mixes. We have applied the mix set out below in Table 5.8 which is representative of the above policies and evidence. This is a blended mix, accounting for the SHMA mixes for Suffolk Coastal and Waveney. The mixes are inclusive of the affordable housing need requirements that are also identified in the SHMA's. As a result, we have adopted the same mix for both market and affordable housing.

Table 5.8 Dwelling mix for generic typologies in CIL viability testing (2021)

No. of bedrooms	Combined overall dwelling mix for the East Suffolk area (Generic Typologies Market and Affordable tenures) ⁶⁵
1	13%
2	28%
3	30%
4+	29%
	100%

Source: AspinallVerdi & East Suffolk Council, 2021

- 5.22 The 29% for 4 bed+ includes 5-bed units and other larger unit types. For example, a developer could deliver 24% four bed units and 5% five bed units. These larger units are likely to be 'executive' type homes which are often bespoke, could include double garages, and are delivered by 'premium' brands. Accordingly, the floor area is likely to be larger leading to higher overall build costs, but similarly, the value is likely to be correspondingly higher and even generate a

⁶⁵ This is applied to the residential typologies only and for strategic sites the relevant policy mix is applied.

'premium'. The above mix is therefore a conservative mix for the majority of volume house-building.

5.23 There is no policy to reflect the dwelling mix for flatted development across the District so we have devised our own based on the greater requirement for 2-bed units as identified by the housing mix. Flatted developments in this area are unlikely to deliver three- or four-bedroom units as buyers prefer housing for this typology. We have therefore based the mix on 1- and 2-beds, weighted towards the latter to reflect the housing need for the District.

- One beds 40%
- Two beds 60%

Dwelling unit sizes

5.24 In devising suitable floor areas to use we have had regard to DCLG (now DLUHC) minimum space standards (see Figure 5-4) and the new build developments analysed in our Market Report in Market Report in Appendix 2.

Figure 5-4 Technical housing standards – nationally described space standard

Number of bedrooms(b)	Number of bed spaces (persons)	1 storey dwellings	2 storey dwellings	3 storey dwellings	Built-in storage
1b	1p	39 (37) *			1.0
	2p	50	58		1.5
2b	3p	61	70		2.0
	4p	70	79		
3b	4p	74	84	90	2.5
	5p	86	93	99	
	6p	95	102	108	
4b	5p	90	97	103	3.0
	6p	99	106	112	
	7p	108	115	121	
	8p	117	124	130	
5b	6p	103	110	116	3.5
	7p	112	119	125	
	8p	121	128	134	
6b	7p	116	123	129	4.0
	8p	125	132	138	

Source: DCLG (March 2015)

Residential Typologies

5.25 Based on our analysis of the type of development coming forward in the Suffolk Local Plan and Waveney Local Plan (as described above) we have devised the *generic* scenarios set out in Table 5.9. This is representative of the typical scale of development across East Suffolk.

Table 5.9 Generic Residential Typologies for CIL Viability testing

No. of units	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha
Greenfield – mid					
17	13	1.32	90%	14	1.18
50	20	2.54	80%	25	2.03
102	23	4.43	75%	31	3.32
255	16	15.76	70%	23	11.03
Greenfield – mid higher					
24	30	0.79	90%	33	0.71
76	15	5.08	80%	19	4.06
140	31	4.55	70%	44	3.18
Greenfield – higher					
22	10	2.24	90%	11	2.01
29	27	1.07	90%	30	0.96
145	21	6.75	75%	29	5.07
Brownfield – mid					
8	35	0.23	90%	39	0.21
Brownfield – mid high					
100	23	4.43	80%	28	3.55
300	28	10.57	70%	41	7.40
Brownfield flats – low (flatted)					
45	63	0.72	100%	63	0.72
Brownfield flats – mid low (flatted)					
51	70	0.73	100%	70	0.73
Brownfield flats – mid (flatted)					
42	56	0.76	100%	56	0.76
Brownfield – high (flatted)					
100	23	4.43	75%	30	3.32

Source: AspinallVerdi (2020)

Residential Value assumptions

5.26 As stated above, we have made a distinction in terms of value zones. Table 5.10 the unit prices and sizes of 1, 2, 3, 4 bed units across the five different value zones. These values have been informed by our Market Report in Appendix 2. In Table 5.10, a larger 4 bed unit has been considered additionally in the high value zone when testing lower density development.

Table 5.10 Residential Value assumptions (2021)

Value zone	Housing / Flatted	No. of Bed	Unit size sqm	Unit price £	£ psm
Higher	Housing	1 bed	60	£220,000	£3,667
		2 bed	80	£280,000	£3,500
		3 bed	100	£330,000	£3,300
		3 bed*	120	£395,000	£3,292
		4 bed	120	£380,000	£3,167
		4 bed*	160	£495,000	£3,094
	Flatted	1 bed	55	£200,000	£3,636
		2 bed	65	£245,000	£3,769
	Housing	1 bed	60	£200,000	£3,333
		2 bed	80	£235,000	£2,938
		3 bed	100	£295,000	£2,950
		4 bed	120	£350,000	£2,917
Mid higher	Flatted	1 bed	55	£180,000	£3,273
		2 bed	65	£200,000	£3,077
	Housing	1 bed	60	£185,000	£3,083
		2 bed	80	£215,000	£2,688
		3 bed	100	£275,000	£2,750
		4 bed	120	£315,000	£2,625
Mid	Flatted	1 bed	55	£160,000	£2,909
		2 bed	65	£175,000	£2,692
	Housing	1 bed	60	£165,000	£2,750
		2 bed	80	£200,000	£2,500
		3 bed	100	£225,000	£2,250
		4 bed	120	£290,000	£2,417
Mid lower	Flatted	1 bed	55	£150,000	£2,727
		2 bed	65	£165,000	£2,538
	Housing	1 bed	60	£150,000	£2,500
		2 bed	80	£180,000	£2,250
		3 bed	100	£210,000	£2,100
		4 bed	120	£275,000	£2,292
Lower	Flatted	1 bed	55	£120,000	£2,182
		2 bed	65	£140,000	£2,154

*For low density development

Source: AspinallVerdi (2020)

Affordable housing assumptions

5.27 Table 5.11 shows the difference in policy requirements based on the Suffolk Coastal Local Plan and Waveney Local Plan.

Table 5.11 Affordable housing requirements, Suffolk Coastal and Waveney District
Suffolk Coastal Local Plan **Waveney Local Plan**

<ul style="list-style-type: none"> • Policy SCLP5.10 • 33% affordable housing contribution • Sites of 10 dwellings or more (or 0.5ha or more) • 50% affordable rent / social rent, • 25% shared ownership, 25% discounted home ownership 	<ul style="list-style-type: none"> • Policy WLP8.2 • 20% in Lowestoft and Kessingland • 40% in Southwold and Reydon • 30% elsewhere • Sites of 11 dwellings or more • 50% of affordable units should be affordable rent • Waveney policy is silent on the balance of the tenure.
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5.28 On the 1st April 2021, the Government provided a further response to the second of the four policy proposals, securing First Homes. The response explains that the Secretary of State for Housing, Communities and Local Government will lay a Written Ministerial Statement before Parliament. The statement will outline changes to national planning policy to ensure First Homes are built. To account for this, we have included First Homes within our affordable housing tenure. The ministerial statement and PPG were subsequently released on 24th May 2021 and the Government's First Homes policy is now in place from 28th June 2021.

5.29 For the generic site testing, to take account of the two affordable housing policies in the Suffolk Coastal Local Plan and the Waveney Local Plan, as a baseline we apply a 33% affordable housing provision level across the tested scenarios. We also undertake sensitivity analysis, varying the affordable housing provisions from 0% - 50% to ensure that higher and lower affordable housing policy requirements are reflected in the testing.

5.30 For the purposes of this testing, we have assumed a tenure of 50% affordable rent to comply with both policies. Given that the Waveney policy is silent on the balance of the tenure, we have used 25% shared ownership and 25% First Homes. First Homes is not the policy requirement (discounted home ownership is in the Suffolk Coastal plan) but First Homes have been applied

for the purposes of the CIL viability testing given the recent introduction in Government policy of the 25% First Homes requirement where affordable housing is secured through a planning obligation. In reality the precise tenure mix for affordable housing will be determined at the planning application stage.

- 5.31 For strategic sites, the level of affordable housing has been determined by their site specific policy set out in the relevant Local Plan. The tenure split is as per the generic site testing stated above.
- 5.32 With regards to affordable housing values, Table 5.12 sets out the range in affordable values used in the two Local Plan viability studies. At the time of preparing the Waveney Local Plan viability assessment feedback from the Council indicated that affordable rents were the same across the whole of the District due to a cap on capital values regardless of location. Also, there was little evidence in the District of shared ownership because this has not been delivered in recent years. Evidence in neighbouring districts at the time indicated shared ownership values were around 60% of market value. When preparing the evidence for the Suffolk Coastal Local Plan viability assessment consultations with Registered Providers (RPs) at the time indicated that there was no variation in transfer values across the District by tenure. The lower rates used for the Suffolk Coastal study was questioned by the Council at the time for being low but there was no counter-evidence to support higher rates at the time.

Table 5.12 Affordable housing value inputs – Waveney & Suffolk Coastal WPV

No. of beds	unit size sqm	Affordable rent		Shared ownership		First Homes	
		unit price	£psm	unit price	£psm	unit price	£psm
Houses							
1	58	£66,000 - £70,000	£1,138 - £1,207	£90,000 - £188,000	£1,552 - £3,241	£90,000	£1,552
2	70	£72,000 - £85,000	£1,029 - £1,214	£100,000 - £224,000	£1,429 - £3,200	£100,000	£1,429
3	84	£90,000 - £100,000	£1,071 - £1,190	£120,000 - £256,000	£1,429 - £3,048	£120,000	£1,429
4	97	£107,000 - £120,000	£1,103 - £1,237	£140,000 - £320,000	£1,443 - £3,299	£140,000	£1,443
5	110	£120,000	£1,091	£360,000	£3,273	N/a	N/a
Flats							
1	50	£66,000 - £90,000	£1,320 - £1,800	£90,000 - £188,000	£1,800 - £3,760	£90,000	£1,800
2	61	£72,000 - £100,000	£1,180 - £1,639	£100,000 - £204,000	£1,639 - £3,344	£100,000	£1,639

Source: AspinallVerdi (March 2018 & December 2018)

- 5.33 For this study we have re-consulted with Registered Providers (RPs) who are active in Suffolk but we have only received a single response. The RP indicated that for the purpose of their viability models, around 50% of market value for affordable rent and 75% for shared ownership is adopted, but depends on market values assumed. As shown in Table 5.13 Local House Allowance weekly rents have increased since 2019 – therefore increasing the value of affordable units. Using the higher LHA rates increases affordable rent values to around 60% of market values listed above.

Table 5.13 LHA Weekly rates – comparison

LHA April 2019 - weekly					
	CAT A	CAT B	CAT C	CAT D	CAT E
Ipswich	£60.83	£93.36	£118.64	£137.35	£179.66
Lowestoft & Great Yarmouth	£64.50	£86.23	£104.89	£117.70	£149.17

LHA April 2020 - weekly					
	CAT A	CAT B	CAT C	CAT D	CAT E
Ipswich	£71.34	£112.77	£140.38	£164.55	£205.97
Lowestoft & Great Yarmouth	£81.50	£92.00	£116.22	£126.58	£166.85

Increase in LHA – weekly					
	CAT A	CAT B	CAT C	CAT D	CAT E
Ipswich	17%	21%	18%	20%	15%
Lowestoft & Great Yarmouth	26%	7%	11%	8%	12%

Source: LHA 2020-21 tables (25 March 2020)

- 5.34 Table 5.14 sets out the affordable housing values used in the appraisals. We consider these values conservative but realistic given the limited information available. We have cross referenced these with other RP consultations that we have conducted in the south of England.

Table 5.14 Affordable housing transfer values (2021)

	Affordable rent	Shared ownership	First Homes
% of Market Value	50%	75%	70%

Source: AspinallVerdi, various RPs

Cost assumptions

- 5.35 Table 5.15 is a comparison of the cost inputs that have were used for the Waveney Whole Plan Viability study (March 2018), and the Suffolk Coastal Whole Plan Viability study (December

2018). We then set out which costs that have been carried across into the current CIL viability testing and those which have changed.

Table 5.15 Build Cost assumptions – previous and current study comparison

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
Build cost – houses	£1,198 psm (median)	£1,146 psm (median)	£1,155 psm (median) £1,033 psm (lower quartile)	<p>Build costs are based on the Building Cost Information Service (BCIS). In the previous studies, the BCIS costs were re-based to their respective Districts. BCIS still reports costs for the separate Districts and not for East Suffolk therefore we still need to rely on two separate sets of data to inform this study.</p> <p>For the purposes of this study, we have applied median BICS costs for the generic typologies and lower quartile BICS costs for the strategic sites. It is increasingly common practice to utilise lower quartile build costs for large sites where there will be economies of scale for the volume house-builder.</p> <p>This is consistent with other AspinallVerdi viability studies that have been through examination e.g. inter alia South Oxfordshire; Selby, SODC, Kettering, Central Beds etc. It is also consistent with the recently published Lichfields⁶⁶ report.</p> <p>It is also important to note that we have included higher external works costs (20%) on strategic sites to reflect the additional site opening up costs etc (as well as the site specific S106 and Infrastructure costs). The strategic sites are also capable of creating their own market in terms of the values side of the appraisal.</p>
Build cost – flats	£1,386 psm (median)	£1,339 psm (median)	£1,306 psm (median) £1,158 psm (lower quartile)	As above.

⁶⁶ Fine Margins Viability assessments in planning and plan-making, Insight August 2021, Lichfields

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
Plot externals	15% of BCIS build costs	15% of BCIS build costs	15% of BCIS build costs	Plot externals will include driveways, gardens, internal estate roads and utilities up to main highway. This allowance includes the cost of garages. Cost based on industry norms and other schemes coming forward in the District.
Site abnormalities	£110,000 per net developable acre (if brownfield)	£110,000 £ per net developable acre (if brownfield)	£110,000 £ per net developable acre (if brownfield)	Site abnormalities will vary significantly from site to site. We have assumed our allowance includes the cost for demolition and remediation. We have had regard to HCA (now Homes England) guidance on dereliction, demolition and remediation costs March 2015, along with comparable and other schemes coming forward in the District. Any site-specific costs which are greater than that assumed in this study will need to be reflected in a reduced land value.
Professional fees	8% of BCIS build cost	10% of all construction costs	10% of BCIS build cost	Typically ranges between 8% - 12%, based on industry norms and other schemes coming forward. Any higher professional fees will be reflected in a reduced land value.
Statutory Planning Fees (Residential)	Based on national formula.	Based on national formula.	Based on national formula.	
Planning Application Professional Fees, Surveys and reports	Calculated as a 3 x multiplier to national formula above.	Calculated as a 3 x multiplier to national formula above.	Calculated as a 3 x multiplier to national formula above.	Reasonable figure as reflects the size of scheme and professional fees allocated above.

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
Contingency	5% of all construction costs	5% of all construction costs	5% of all construction costs	Typically ranges between 3% - 5%, based on industry norms and other schemes coming forward. This provides a generous level of contingency particularly on the greenfield sites which could be towards the lower end of the range.
Community Infrastructure Levy	Treated as viability output	Treated as viability output	Treated as viability output	Informs the assessment whether there is surplus to fund a CIL.
S106 costs	Treated as viability output	Treated as viability output	Treated as viability output on generic scenarios and scheme specific costs in larger site testing.	The Waveney and Suffolk Coastal Infrastructure Delivery Frameworks have specific cost advice for S106 obligations on larger sites which have been reflected in our assessment. Site specific mitigation on generic scenarios will vary from site to site and will need to be met by any viability surplus generated. The District will need to decide whether S106 or CIL is the best method to collect the cost of these works.
RAMS Contribution ⁶⁷	£321.22 per dwelling	N/A	£321.22 per dwelling	The RAMS contribution is set at £121.89 per dwelling within Zone A and £321.22 per dwelling within Zone B. The bulk of development tested is within Zone B. There is a small proportion of the Land in Zone A at the £121.89 per dwelling tariff. These scenarios are represented in the sensitivity analysis. ⁶⁸ This cost assumption was used in the Suffolk Coastal study where development triggers "Recreational Avoidance Mitigation Contribution". This was not incorporated into the Waveney study; however, the Recreational Disturbance Avoidance and Mitigation Strategy (RAMS) zone of influence includes the former

⁶⁷ Policy SCLP10.2 Suffolk Coastal Local Plan (2020) & Policy WLP8.34 Waveney Local Plan (2019)

⁶⁸ East Suffolk ArcGIS Web Application 2021, Recreational Disturbance Avoidance and Mitigation Strategy (RAMS)

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
				Waveney District and Waveney policy WLP8.34 bears influence to the protection of these sites. Therefore, we have used this mitigation cost in our updated cost assumptions, as most of the sites proposed fall into Zone B.
Facilitating Independent Living ⁶⁹	£521 per dwelling applied 50% of the dwellings will need to meet the requirements for accessible and adaptable dwellings under Part M4 (2) of the building regulations	£521 per dwelling 5% of all units for scenarios of 20 dwellings or more	£1,400 per dwelling applied when over 10 units of more with 50% of the dwellings to meet the requirements for accessible and adaptable dwellings under Part M4 (2) of the building regulations	In the Waveney study, policy WLP8.31 required the provision of M4(2) – accessible and adaptable dwellings at a rate of 5% of all units for scenarios of 20 dwellings or more, based on the DCLG Housing Standards Review, Final Implementation Impact Assessment. This policy has since been updated, where sites of 10 dwellings or more must provide 40% of M4(2) housing. This increased provision rate is reflected in our updated costs assumptions inputs, using the revised rate of £1,400 per unit. This cost is based on the DCLG Raising accessibility standards for new homes, consultation paper, September 2020, paragraph 45. Both the Suffolk Coastal and Waveney policies outline requirements for M4(2) accessible and adaptable dwellings to be provided on sites more than 10 units. The Suffolk Coastal policy sets this rate at a minimum of 50% of all units, whereas the Waveney policy requires only 40%, therefore to ensure both policies are encapsulated, our testing is completed at the higher 50% rate. However, for strategic sites in Waveney only, the Waveney Local Plan policy requirement of 40% is applied.
Water efficiency ⁷⁰	£9 per dwelling Residential development to achieve water	£9 per dwelling Residential development to achieve water	£9 per dwelling Residential development to achieve water	Based on Department of Communities and Local Government Housing Standards Review Cost Impact, September 2014 by EC Harris.

⁶⁹ Policy SCLP5.8 Suffolk Coastal Local Plan (2020) & Policy WLP8.31 Waveney Local Plan (2019)

⁷⁰ DCLG, September 2014, Housing Standards Review – Cost Impacts

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
	efficiency of 110 litres/person/day	efficiency of 110 litres/person/day	efficiency of 110 litres/person/day	
Carbon & energy obligation ⁷¹	3% of BCIS build costs	N/A	£4,847 per house, £2,256 per flat	<p>Policy SCLP9.2 Sustainable Construction requires developments of more than 10 dwellings should achieve higher energy efficiency standards that result in a 20% reduction in CO2 emissions below the Target CO2 Emission Rate (TER) set out in the Building Regulations.</p> <p>Policy WLP8.28 Sustainable Construction which requires developments of more than 10 residential units to meet environmental sustainability, however no specific environmental target is mentioned.</p> <p>The government⁷² is committed to reducing carbon, as such building regs will be updated next year (June 2022) to achieve a 31% reduction in CO2 through 'Fabric plus technology' interim uplift in Part L (conservation of fuel and power) and Part F (ventilation). A cost for this is provided in the Future Homes Standard consultation summary of responses, January 2021. We have used these costs in this study as it more than meets the two policy requirements and is considered a conservative approach.</p>
Sustainable transport	Not included.	Not included.	£943 per dwelling has been applied to sites in the former Suffolk Coastal area. Where a value zone in the generic typology	SCLP7.1 Sustainable Transport has costs associated with it relating to transport mitigation for the Ipswich Strategic Planning Area (ISPA) (which includes the Suffolk Coastal Local Plan area but not the Waveney Local Plan area), through reference to local sustainable transport strategies. These costs are set out in the Infrastructure Delivery

⁷¹ Policy SCLP9.2 Suffolk Coastal Local Plan, 2020 & Policy WLP8.34 Waveney Local Plan (2019)

⁷² MHCLG, 2021, 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. Summary of responses received and Government response, Table 4

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
			testing encompasses parts of both the former Suffolk Coastal area and parts of the former Waveney area, the cost is applied to all typologies, although in reality individual sites coming forward in the former Waveney area will not incur costs associated with ISPA modal shift mitigation. This is considered a conservative approach to the testing.	<p>Framework (Appendix B of the Suffolk Coastal Local Plan) at a cost of £6.6m to £8m for the Suffolk Coastal area (reflecting the costs set out in the Suffolk County Council Transport Mitigation Strategy, August 2019). There is no equivalent requirement for the former Waveney area. The Council is currently not collecting a set developer contribution as a funding approach for the ISPA transport mitigation measures is being worked on by the ISPA authorities.</p> <p>For the purposes of the testing, we have assumed a per dwelling cost of £943, based on a per dwelling proportion of the ISPA costs for the Suffolk Coastal area (applying the 7,682 dwellings modelled in the ISPA Local Plan Transport Modelling (August 2019)). In advance of an agreed approach to ISPA funding, which may entail a mix of funding sources, this calculation represents a means of applying an indicative cost for the purposes of considering CIL viability, adopting a cautionary approach.</p>
Electric charge points	Not included.	Not included.	£500 per house and £2,500 per every 4 flats.	We have had regard to the Suffolk County Council Guidance for Parking 2019. The guidance outlines the need for low emission vehicle parking to be delivered by new residential developments. This cost is based on our work and evidence in Swale and Swindon Borough Councils.
Sale Agents Costs	1.5%	1.5%	1.5%	Source: Page 35 Harman report and comparable schemes
Sale Legal Costs	0.5%	0.5%	0.5%	Ditto
Marketing and Promotion	1.5%	1.5%	1.5%	Ditto

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
Profit on market housing	20.0% on GDV	20.0% on GDV	20.0% on GDV	Higher of the range stated in the PPG on viability - <i>'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. Alternative figures may also be appropriate for different development types.'</i> ⁷³ This is a conservative approach using profit at the top end of the range. This, in effect, provides an additional level of buffer. See the sensitivity scenarios for each appraisal which show the impact of lower levels of developers profit.
Profit on affordable housing	6.0% on GDV	6.0% on GDV	6.0% on GDV	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. ⁷⁴
Interest	6.25%	6.5%	6.5%	Industry norms and other schemes coming forward in the District. Interest rates used were 0.25% lower in the Suffolk Coastal study, we use the higher interest rate in the updated cost assumptions.
SDLT on land value	5.0%	5.0%	Up to £150,000 - 0% £150,001 to £250,000 – 2% Over £250,000 – 5%	Based on HMRC rates for non-residential and mixed land and property. ⁷⁵

⁷³ MHCLG, 24 July 2018, PPG, Paragraph: 018 Reference ID: 10-018-20180724

⁷⁴ MHCLG, 24 July 2018, PPG, Paragraph: 018 Reference ID: 10-018-20180724

⁷⁵ <https://www.gov.uk/stamp-duty-land-tax/nonresidential-and-mixed-rates>

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
Agents fee on land value	1.0%	1.0%	1.0%	Industry norms and other schemes coming forward in the District.
Legal fee on land value	0.5%	0.5%	0.5%	Ditto.
Biodiversity Net Gain (BNG)	-	-	£1,018 per dwelling – greenfield scenario only £243 per dwelling – brownfield scenario only ⁷⁶	We have relied upon calculations set out in the Biodiversity Net Gain and Local Nature Recovery Strategies, 2019 ⁷⁷ . In reality the BNG costs will depend upon a range of factors including the biodiversity that already exists on the site and the potential for net gain which is entirely site specific. Note that RAMS payments would cover mitigation costs for European protected sites.

⁷⁶ In our original consultation, we had adopted a £ per hectare cost for BNG. However, over the course of the study we have chosen to adopt the per dwelling cost which we believe is more appropriate. The source of these costs remains the same, as both are found within DEFRA's Economic Impact Assessment 2019.

⁷⁷ DEFRA, 2019, biodiversity net gain and local nature recovery strategies

Timescales

5.36 Table 5.16 below sets out our timing assumptions used; these are based on market assumptions in the East Suffolk area. We have assumed that developers will build to sale trajectories, timescales are based on 2 market units per month. All schemes have a minimum of 12-month build/sales. For the larger sites we assume a number of outlets will be delivered at the same time.

Table 5.16 Appraisal timing assumptions

No. units	Lead in period	Build period	Sale period
Greenfield mid			
17	6 months	12 months	12 months (6 months after build start)
50	6 months	14 months	14 months (6 months after build start)
102	6 months	35 months	35 months (6 months after build start)
255	6 months	85 months	85 months (6 months after build start)
Greenfield mid higher			
24	6 months	12 months	12 months (6 months after build start)
76	6 months	24 months	24 months (6 months after build start)
140	6 months	50 months	50 months (6 months after build start)
Brownfield mid higher			
300	6 months	94 months	94 months (6 months after build start)
Greenfield high			
22	6 months	12 months	12 months (6 months after build start)
29	6 months	12 months	12 months (6 months after build start)
140	6 months	52 months	12 months (6 months after build start)
Brownfield mid			
8	6 months	12 months	12 months (6 months after build)
Brownfield high (flatted)			
100	6 months	34 months	34 months (6 months after build start)
Brownfield mid (flatted)			
42	6 months	12 months	12 months (after build completion)
Brownfield mid lower (flatted)			
51	6 months	14 months	14 months (after build completion)
Brownfield lower (flatted)			
45	6 months	12	12 months (after build completion)

Source: AspinallVerdi (2020)

Land value evidence

5.37 As we have set out in Chapter 3 of this report the recommended approach to establishing land value for planning purposes is the EUV plus method. Table 5.17 shows that the majority of housing growth in East Suffolk is planned on greenfield sites.

Table 5.17 No. of planned greenfield and brownfield sites

	No. of sites	Total No. Of units	Average unit per site
Brownfield sites	9	731	81
Greenfield sites	72	4,464	62
Strategic sites – greenfield	7	8,610	1,230
Strategic sites – brownfield	1	1,380	1,380

Source: AspinallVerdi (2020)

Greenfield land value assessment

5.38 In a greenfield context we consider the existing use to be agricultural land for any potential proposed development in the Local Plan. Table 5.18 shows recent sold prices for agricultural land across Suffolk recorded by RICS/Royal Agricultural University (RAU) Rural Land Market Survey. The evidence in Table 5.18 shows that agricultural land across the district has traded in recent years has sold between £18,258 and £23,622 per gross hectare (£7,389 and £9,554 per gross acre). There is generally a shortage of agricultural land on the market which is why some of our market evidence is located elsewhere in Suffolk.

Table 5.18 Agricultural land - sold values

Sold date	Address	Acres	Ha	Description	Sold price	Price per acre	Price per hectare
H1-21	Halesworth	6.28	2.54	Bare land	£60,000	£9,554	£23,622
H2-19	Alburgh	149	60	Bare land	£1,100,000	£7,389	£18,258
H2-19	Land at Thwaite	181	73	Bare land	£1,500,000	£8,287	£20,479
H2-18	Land at Risby	591	239	Block or arable land	£5,575,000	£9,433	£23,310
H2-18	Land at Mendlesham	52	21	Bare arable land	£450,000	£8,654	£21,385

Source: RICS/RAU Farmland Market Directory of Land Prices, H2 2019, H1 & H2 2018

- 5.39 In addition to considering sold prices we have looked at asking prices of agricultural land. The data in Table 5.19. shows that the asking prices range between £20,203 and £20,833 per gross hectare (£8,169 and £8,475 per gross acre) and the size varies between 11 and 17 hectares (118 and 183 acres).

Table 5.19 Agricultural land - asking prices

Address	Use	Quoting price	Size Acres	Price per Acre	Size Ha	Price per Ha
Earl Soham, Woodbridge, Suffolk	Unequipped arable land	£1,000,000	118	£8,475	48	£20,833
Thwaite, Eye, Suffolk	Unequipped arable land	£1,495,000	183	£8,169	74	£20,203
Needham Market, Ipswich	Unequipped grazing land	£75,000	8.45	£8,876	3.42	£21,930
White House Farm, Mendlesham	Unequipped arable land	£170,000	19.10	£8,901	7.73	£21,992
White House Farm, Mendlesham	Unequipped arable land	£160,000	16.03	£9,981	6.52	£24,540

Source: UKlandandfarms, (2019)

- 5.40 Telephone consultation with an active rural agent⁷⁸ indicates that there is currently a lack of supply of land to the market in the East Suffolk. They confirmed that land values within the Suffolk area vary based on their productive capacity and whether or not the land is equipped. The typical value range was quoted between £21,000 and £24,711 per gross hectare (£8,500 and £10,000

⁷⁸ Lacy Scott and Knight, 2019

per gross acre) but transactions in the market are currently sparse. These comments support the most recent RICS Rural Land Market Survey⁷⁹, where prices are within this range and demand is reportedly softening as a result of Brexit.

Brownfield land value assessment

5.41 We consider brownfield development to represent land values akin to low grade employment land i.e. land which is becoming functionally and economically obsolete and therefore ripe for redevelopment. Our analysis in Table 5.20 shows that land achieves between £178,000 and £480,000 per hectare (£72,000 - £192,000 per acre). Like the greenfield values, the brownfield land value evidence has been informed by sales across Suffolk due to a scarcity of evidence in East Suffolk.

Table 5.20 Brownfield land - achieved values

Date	Address	Comments	Price paid	Size Acres	Price per Acre	Size Ha	Price per Ha
01/04/2015	Bury Road, Thetford	National Grid site	£240,000	1.58	£151,899	0.6	£375,000
01/04/2015	Carr Avenue, Leiston	Residential area	£112,000	1.41	£79,433	0.6	£196,491
01/11/2017	Land at Bunns Bank, Bunns Bank, Attleborough	Purchaser: by English Architectural Glazing	£290,000	1.97	£147,208	0.8	£376,623
01/08/2017	Land At, Paper Mill Lane, Ipswich	Purchaser: Holden Group	£300,000	3.45	£86,957	1.4	£211,268
01/05/2015	Sturmer Road, Halstead	Development site - land; Purchaser: Mason Property Corporation. Property company specialised in residential and commercial sector	£950,000	4.942	£192,230	2.0	£479,798
27/04/2019	Former Sanyo Factory Complex	Purchased by Waveney District Council	£1.425m	19.75	£72,152	8.00	£178,125

Source: CoStar (2019), EGi (2018)

⁷⁹ RICS, RICS/RAU Rural Land Market Survey H2 2018, Prices edge lower in H2, 2019

Benchmark land value assumptions

- 5.42 Table 5.21 below represents the net greenfield land values used in the viability, this is based on our analysis of sold prices, quoting land prices, the revised PPG as explained earlier and the type of development proposed. The greenfield land values equate to £247,000 per gross hectare (£100,000 per gross acre) – which represents around a 10 – 12.5 x multiplier on our evidence of agricultural land values. These multipliers and the resulting gross land value per acre/per hectare are in the range set in our analysis in Chapter 2 and therefore are considered reasonable. The land values in our opinion, strike that balance between the competing interests (developers, landowners and the aims of the planning system) whilst still securing the maximum benefits in the public interest through the granting of planning permission – therefore meeting the aims of the PPG.
- 5.43 Based on the evidence available and latest guidance we used a land value in the lower brownfield value zone to be £197,600 per gross hectare (£80,000 per gross acre). For brownfield sites in the remaining value zones, we used £222,300 per gross hectare (£85,000 per gross acre). The land values include a 10% landowner premium. The 10% landowner premium is set to ensure the maximum benefits in the public interest through the granting of planning permission. We have based the gross to net development area scenarios as the same as those on the greenfield sites, with 100% site coverage for flats.
- 5.44 Should the residual land values exceed the benchmark land value once all abnormal and policies costs are taken account for in the appraisal, then there is scope for the landowner to secure a higher premium.
- 5.45 Should any site-specific assessments incur any additional costs that have not been allowed for in our benchmark land value assessments, then these costs we need to be reflected in a reduced land value than that stated in this report.

Table 5.21 Greenfield Benchmark Land Values

Number of units	Gross site area ha	Assumed gross to net	Total site value (£)	Land value (£) per net hectare	Land value (£) per net acre
Greenfield mid					
17	1.32	90%	£325,057	£274,444	£111,111
50	2.54	80%	£626,469	£308,750	£125,000
102	4.43	75%	£1,094,010	£329,333	£133,333
255	15.76	70%	£3,891,863	£352,857	£142,857
Greenfield mid higher					
24	0.79	90%	£195,658	£274,444	£111,111
76	5.08	80%	£1,253,588	£308,750	£125,000
140	4.55	70%	£1,123,517	£352,857	£142,857
Greenfield higher					
22	2.24	90%	£552,166	£274,444	£111,111
29	1.07	90%	£263,184	£274,444	£111,111
145	6.75	75%	£1,668,414	£329,333	£133,333

Source: AspinallVerdi (2021)

- 5.46 We acknowledge that there is a deviation in the land values used in this study compared to that used for the Waveney Local Plan viability testing i.e. some of the land values used at the Local Plan stage are higher than used for the CIL testing. The reason why there is a deviation is because the March 2018 study considered the Existing Use plus Premium method and the Site Value⁸⁰ definition set out in the RICS Financial viability in planning, August 2012. Whereas this assessment just considers the Existing Use plus Premium method. As such, in our greenfield land value assessment for Waveney Local Plan, we analysed sold prices of residential land and as well as agricultural land – the former had an inflationary impact on our land value assessment. In the March 2018 study, the current version of the PPG was not yet published, as such we could not give as much weight to the guidance as now. As well as this, the RICS issued its Practice Statement, Financial viability in planning: conduct and reporting, May 2019 which also

⁸⁰ The RICS Guidance defines 'Site Value', whether this is an input into a scheme specific appraisal or as a [threshold land value] benchmark, as follows 'Site value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan'

recommends the need to use Existing Use plus Premium method hence further endorsing the approach in this study.

- 5.47 The PPG makes reference to market evidence as a “cross check” but *‘should not be used in place of benchmark land value’*⁸¹ and as such points back to the need to Existing Use plus Premium.

Benchmark land value caveats

- 5.48 It is important to note that the BLV’s contained herein are for ‘high-level’ plan/CIL viability purposes and the appraisals should be read in the context of the BLV sensitivity table (contained within the appraisals). The BLV’s included herein are generic and include healthy premiums to provide a viability buffer for plan making purposes.
- 5.49 In the majority of circumstances, we would expect the RLV of a scheme on a policy compliant basis to be greater than the EUV (and also the BLV including premium) herein and therefore viable.
- 5.50 However, there may be site specific circumstances (e.g. brownfield sites or sites with particularly challenging demolition, contamination or other constraints) that result in a RLV which is less than the BLV herein. It is important to emphasise that the adoption of a particular BLV £ in the base-case appraisal typologies in no way implies that this figure can be used by applicants to negotiate site specific planning applications where these constraints exist. In these circumstances, the site-specific BLV should be thoroughly evidenced having regard to the EUV of the site following the PPG. This report is for CIL-setting purposes and is without prejudice to future site-specific planning applications.

Viability testing results – generic typology testing

- 5.51 We set out below a summary of our viability findings for the generic site testing in Table 5.22Table 10.2. The results are set out to show the maximum available CIL charge that each typology in the value zones is able to absorb before any buffer exercise is undertaken.
- 5.52 Within Table 5.22, we also included the level of affordable housing contribution that has been assumed in each value zone and the density of each typology. Appraisals for each of the scenarios are contained in Appendix 5.
- 5.53 As mentioned earlier in the report and for the avoidance of doubt, where we have tested flatted typologies, the results are inclusive of age-restricted accommodation. Developers would not bring

⁸¹ MHCLG, 09 May 2019, PPG, Paragraph: 014 Reference ID: 10-014-20190509

forward age-restricted dwellings (which are not a form of sheltered/enhanced sheltered housing) unless they added value to any scheme.

Table 5.22 Viability Testing Results – generic residential typologies

Value zone	Typology	Greenfield / brownfield	Density (net dph)	Maximum CIL result £ psm	Affordable housing %
High	22HVGLD	Greenfield	11	£765	40%
High	29HVG	Greenfield	30	£920	40%
High	145HVG	Greenfield	29	£890	40%
High	100HVBFF	Brownfield	79	£155	40%
Mid high	24MHVG	Greenfield	33	£500	33%
Mid high	76MHVLD	Greenfield	19	£375	33%
Mid high	140MHVGHD	Greenfield	44	£505	33%
Mid high	100MHVB	Brownfield	30	£350	33%
Mid high	300MHVB	Brownfield	41	£390	33%
Mid	17MVGLD	Greenfield	14	£65	33%
Mid	50MVG	Greenfield	25	£180	33%
Mid	102MVG	Greenfield	31	£225	33%
Mid	255MVG	Greenfield	23	£155	33%
Mid	8MVB	Brownfield	39	£190	33%

Source: AspinallVerdi

Greenfield sites – higher value

- 5.54 In Southwold and Reydon the affordable housing policy is 40%, with it being 33% in the former Suffolk Coastal area. The analysis shows that greenfield development is viable in the higher value zone with the affordable housing ask of 40% and the policy requirements.
- 5.55 There is a viability surplus to fund CIL of up to £765 psm in lower density scenarios (i.e. 11 dph). With schemes with higher densities of above 30 dph able to fund a CIL of up to £920 psm.

Brownfield sites – higher value

- 5.56 Brownfield flatted development in the higher value zones at around 79 dwellings per net hectare is viable with the affordable housing ask of 40% with a surplus to fund CIL of up to £155 psm.

Greenfield sites – mid higher value

- 5.57 In the mid higher value zone greenfield development is viable with 33% affordable housing and the policy asks. In scenarios of lower densities (19 dph) the maximum CIL is £375 psm and in scenarios of higher densities (44 dph) then there is scope to increase the CIL charge up to £505 psm.

Brownfield sites – mid higher value

- 5.58 In the mid higher value zone brownfield development is viable with 33% affordable housing and the policy asks. In scenarios of lower densities (30 dph) the maximum CIL is £350 psm and in scenarios of higher densities (41 dph) then there is scope to increase the CIL charge up to £390 psm.

Greenfield sites – mid value

- 5.59 In the mid value zone greenfield development is viable with 33% affordable housing and the policy asks. In scenarios of lower densities (14 dph) the maximum CIL is £60 psm and in scenarios of higher densities (31 dph) then there is scope to increase the CIL charge up to £225 psm.

Brownfield sites – mid value

- 5.60 In the mid value zone brownfield housing development is viable across both typologies with 33% affordable housing and the policy asks. The first typology has a density of 39 dph and there is scope for a CIL up to £190 psm. The second scheme has a density of 41 dph and there is scope for up to £170 psm CIL.
- 5.61 Brownfield flatted development in the mid value zone is not viable to support a CIL charge.

Greenfield sites – mid lower and lower value

5.62 There are no greenfield sites proposed in the mid lower and lower value zones.

Brownfield sites – mid lower value

5.63 Brownfield flatted development in the mid lower value zone is not viable to support a CIL charge with any affordable housing contributions. Sales values in this area are low and build costs create viability difficulty.

Brownfield sites – lower value

5.64 Brownfield flatted development in the lower value zone is not viable with any affordable housing contribution. Sales values in this area are low and build costs create viability difficulty.

Strategic sites – additional assumptions

5.65 In agreement with the Council, there are eight strategic sites that have been chosen to test separately to reflect the requirements of the PPG,³⁵ in respect of testing key sites. As set out above we have aligned differences in assumptions and inputs between the two Local Plan viability studies to provide a comprehensive approach as a single authority area. We carry the majority of these costs⁸² forward into the strategic site testing but because the specific site testing considers specific sites across the District which will be subject to respective Local Plan policies, we have reflected this in our testing:

- Affordable housing in line requirements set out in Table 5.11.
- BCIS build cost reflective of the former separate local authority areas – these are set out Appendix 4 and summarised in Table 5.23.

⁸² External works for services and infrastructure; Professional fees; Statutory Planning Fees (Residential); Planning Application Professional Fees, Surveys and reports; Contingency; RAMS Contribution; Facilitating Independent Living; Water efficiency; Carbon & energy obligation; Sale Agents Costs; Sale Legal Costs; Marketing and Promotion; Profit on market housing; Profit on affordable housing; Interest; SDLT on land value; Agents fee on land value; Legal fee on land value & Biodiversity net gain.

Table 5.23 Strategic Site Build cost assumptions

Typology	£ rate	Comments
Housing	£1,033 psm (lower quartile)	<p>For the purposes of this study, we have applied lower quartile BICS costs for the strategic sites. It is increasingly common practice to utilise lower quartile build costs for large sites where there will be economies of scale for the volume house-builder.</p> <p>This is consistent with other AspinallVerdi viability studies that have been through examination e.g. inter alia South Oxfordshire; Selby, SODC, Kettering, Central Beds etc. It is also consistent with the recently published Lichfields⁸³ report.</p> <p>It is also important to note that we have included higher external works costs (20% - see below) on strategic sites to reflect the additional site opening up costs etc (as well as the site specific S106 and Infrastructure costs). The strategic sites are also capable of creating their own market in terms of the values side of the appraisal.</p>
Flats	£1,158 psm (lower quartile)	As above.

Source: BCIS online accessed June 2021

- Dwelling mix – based on Table 5.7.
- RAMS – costs are based on Zone B (£321 per dwelling) which is a worst-case scenario.
- SCLP7.1 Sustainable Transport – ISPA modal shift mitigation is only relevant to those sites in the Suffolk Coastal Local Plan area; an indicative cost of £943 per unit is applied (see table 5.15) for strategic sites in the Suffolk Coastal Local Plan area.
- External allowances is set at 20%, instead of 15%, to reflect the greater scale (and cost) of on-site infrastructure typically needed than for smaller sites.
- Self/custom build – a number of the strategic sites have specific policies on self/custom build but in reality, all of the sites for 100 dwellings or more will trigger respective policies⁸⁴ in the Local Plans requiring a percentage of the site to deliver self/custom build dwellings. In our testing we have not treated this typology any differently as the developer will deliver a serviced site which the buyer will pay along with the cost of the unit build. Overall, the viability equation remains the same i.e., GDV minus total development costs therefore no justification to change the approach to the testing. It may well be that some/many self-build plots will be of higher value than the equivalent 'normal' site plot, but for the purposes of testing it is treated as being of equivalent value.

⁸³ Fine Margins Viability assessments in planning and plan-making, Insight August 2021, Lichfields

⁸⁴ Policy SCLP5.9: Self Build and Custom Build Housing of Suffolk Coastal Local Plan and Policy WLP8.3 – Self Build and Custom Build of the Waveney Local Plan

Gross-to-net site areas

- 5.66 Strategic sites often have multiple different uses within their policy requirements, in addition to residential; such as employment and retail. With residential, developers are expected to deliver infrastructure to support the planned growth such as school, community and/or health facilities.
- 5.67 To refine our gross to net site calculations, we have obtained a land use breakdown of each site from the Council, taken from the Local Plan policy requirements, with reasonable assumptions where quantities are not stated.
- 5.68 From the land use schedules and assumptions, we have used a gross figure excluding retail and employment land. We have assumed that employment and retail land parcels are at least cost neutral (in other words they at worst be expected to not make a loss when developed). They could be sold off / developed by a master developer separately and are therefore not considered in our residential appraisals. For each site, we outline the land use schedule provided to us and state explicitly the gross to net site area assumptions that we have made in Table 5.24 below.
- 5.69 There follows a review and analysis of the strategic site policies and consultation. The appraisals can be found in Appendix 6.

Table 5.24 Gross to net site assumptions for strategic testing

	SCLP12.29 - South Saxmundham	SCLP12.3 - North Felixstowe	SCLP12.64 - Land of Howlett Way	WLP2.16 - Carlton Colville	WLP3.1 - Beccles and Worlingham	WLP2.13 - North of Lowestoft	WLP2.4 - Kirkley Waterfront
Employment	7.1	0.5	N/A	None	5 hectares	8 hectares	7.5 hectares plus marine facilities (assume 1 ha for marine)
Retail, cafes etc	0.5	0.5	N/A	Retail listed in policy ("local shops comprising a convenience store") but no hectares given. Recommend setting aside 1 hectare).	Community hub (village hall and retail) listed in policy with no hectares given - says "convenience store and local shops". Recommend 1 hectares for retail. In the masterplan the community hub is shown as slightly bigger than the school which is 2.2 hectares.	Retail listed in policy ("convenience store and cafes") but no hectares given - recommend setting aside 1 hectare.	Retail listed in policy ("local retail centre comprising a mix of convenience retail, cafes and other services") but no hectares given. Recommend setting aside 1 ha.
Gross site size (ha)	67.8	143	N/A	54.9	89.8	71	59.8
Gross site area (minus employment and retail) (ha)	60.2	142	N/A	53.9	83.8	62	50.3
Net residential area	33	71.4	N/A	25.7	41.67	35.1	27.6
Net to gross assumption	55%	50%	N/A	48%	50%	57%	55%

Source: East Suffolk Council, 2021

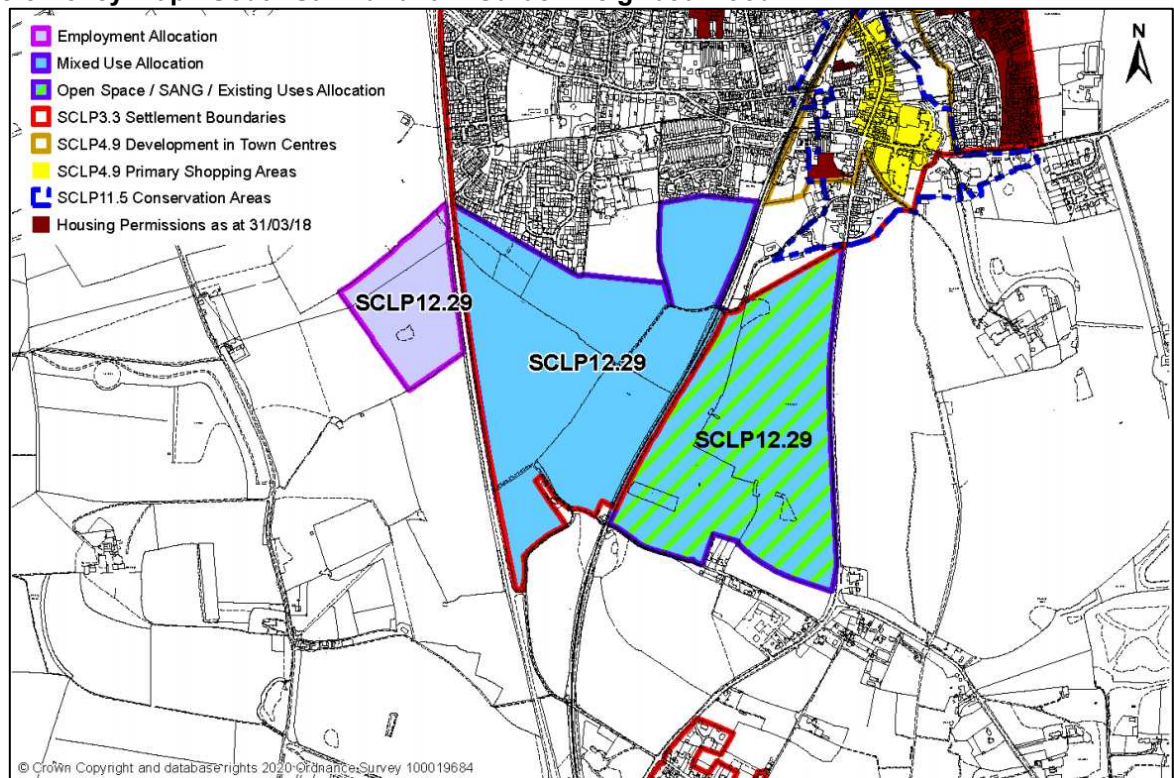
Policy SCLP12.19: Brightwell Lakes, Martlesham

- 5.70 The Suffolk Coastal Local Plan contains a policy relating to the development of Brightwell Lakes – SCLP12.19. Land at Brightwell Lakes (to the south and east of Adastral Park) is a master-planned consented site for 2,000 homes (DC/17/1435/OUT) approved in April 2018, with the site extending to 113.3 ha. Alongside the residential units, the site will also deliver employment areas, local centres, education provision, green infrastructure, outdoor play areas, sports ground and allotments/community orchards, public footpaths, cycle ways, vehicle accesses and associated infrastructure. The outline consent has a signed S106 which, amongst other things, is the mechanism to secure the infrastructure provision. The site is zero rated for CIL under the current Suffolk Coastal charging schedule.
- 5.71 The developer Taylor Wimpey is bringing forward the site and the first reserved matters applications were submitted in August 2021.
- 5.72 It is sensible that the site remains zero rated for CIL to ensure no double counting of infrastructure occurs, as:
- infrastructure for the site is already secured through the S106, and
 - there is no expectation that the site should be paying for infrastructure through CIL.
- 5.73 We have therefore not appraised this site.

Policy SCLP12.29: South Saxmundham Garden Neighbourhood

5.74 The Local Plan policy refers to a greenfield site delivering 800 dwellings on approximately 67.8ha for a garden neighbourhood located to the south of Saxmundham. The policy explains that the education led development, comprising primary school provision, community facilities, and employment land and open space alongside a variety of residential development with be delivered through a masterplan approach. Figure 5-5 sets out the policy map for the site.

Figure 5-5 Policy map - South Saxmundham Garden Neighbourhood



Source: Local Plan, Policy SCLP12.29

5.75 Policy SCLP12.29 sets out the following development proposals for the site:

- Provision of a one form of entry primary school on a 2.2 ha site to enable further expansion and early years provision;
- 0.1 ha of land for a new early years setting should be suitable and accessible alternative provision not be available elsewhere. Proportionate contributions will be required towards the additional early years provision;
- Community hub⁸⁵ comprising a variety of services and facilities to be located in an accessible location;

⁸⁵ For the purposes of this policy services and facilities could include convenience store, shops meeting places, allotments, education facilities, care facilities and medical facilities.

- d) Project level Habitats Regulations Assessment and a significant area of Suitable Alternative Natural Greenspace which is designed to mitigate impacts on European protected sites;
- e) Provision of green infrastructure, including informal and formal open spaces, circular walks, and retention and enhancement of the natural features on the site such as trees, woodland and hedgerows to be incorporated into the layout of the development;
- f) Formal recreational opportunities to cater for all ages, including play space;
- g) Public rights of way on the site should be preserved and enhanced;
- h) Biodiversity networks and habitats to be preserved and enhanced, including measures to enhance biodiversity within housing areas;
- i) Design and layout that supports a dementia friendly environment;
- j) Design and development of the site which, having regard to the Council's South Saxmundham Garden Neighbourhood Heritage Impact Assessment, is sympathetic to the south entrance of South Saxmundham, the Conservation Area and heritage assets, and views of the sensitive landscape and heritage setting to the east. A heritage impact assessment will be required;
- k) Proportionate archaeological assessment;
- l) A site-specific Flood Risk Assessment which considers the cumulative impact on receptors off site;
- m) Sustainable Drainage Systems (SuDS) to reduce the risk of surface water flooding and sewer flooding;
- n) Evidence is required to demonstrate there is adequate Water Recycling Centre capacity or that capacity can be made available;
- o) Provision of new vehicular access point from the A12 supported by safe access for cyclists and pedestrians;
- p) Significant pedestrian and cycle accessibility throughout the site, with connections and improvements to networks beyond the site, including to the station and town centre;
- q) Provision of a Transport Assessment, with particular regard to the capacity of the B1121/B1119 signalised crossroads;
- r) Employment land to the west of the A12, to be master-planned and delivered as part of the Garden Neighbourhood;

- s) Approximately 800 dwellings of a range of types, sizes and tenures including housing to meet the needs of older people, younger and vulnerable people, and provision of self-build plots, including affordable housing on site;
- t) Provision of appropriate police, community safety and cohesion facilities.
- u) Any planning application should be supported by evidence which assesses the quality and quantity of sand and gravel resources on site in order to determine whether on-site resources should be used on-site during development; and,
- v) The area of land east of the railway is identified for the provision of open space and Suitable Alternative Natural Greenspace (SANG), to be master-planned and delivered as part of the garden neighbourhood. The retention of existing uses on land to the east of the railway would be supported where this complements the delivery of open space and SANG.

The necessary off-site infrastructure requirements, including health provision and police facilities will be required through developer contributions. Confirmation of adequate capacity in the foul sewerage network or action to upgrade to create the required capacity will be required. Including, but not limited to, water recycling upgrades.

Any necessary off-site transport improvements will need to be provided to the satisfaction of Suffolk County Council.

South Saxmundham Site representative consultation

- 5.76 Quantitative inputs were minimal at this stage; however, the representatives did provide some commentary as to the site's complexity. Comments made by the site representatives, and how we have responded in our viability testing, is set out in Table 5.25.

Table 5.25 South Saxmundham promoters' comments and responses

Site promoters' comments	AspinallVerdi response
Access from the A12 (roundabout assumed) - £1,200,000 (+ financing costs)	No evidence has been provided to support the costs. We do acknowledge that these works are required and as such included this in our assessment. Should the final cost be different then our assessment of land value would need to be adjusted, as the PPG explains all costs must be reflected in the land value.
Bridge over A12 to connect PROW network - £350,000	Again, no evidence has been provided to support these costs. This piece of infrastructure is not

Site promoters' comments	AspinallVerdi response
	required to deliver policy as written and therefore we have not included this cost within our assessment.
Provision of Suitable Alternative Natural Greenspace (SANG) - £500,000	Assumed that this will be provided in the difference between the gross to net developable area therefore cost reflected in the gross land value. Any works to create SANG is captured in the external works allowance.
Sales values – draft proposed sale values were considered reasonable except for three-bedroom properties. It was stated that these should be lower based on evidence from recent sales by Hopkins Homes on a site to the east of Saxmundham.	We reviewed the sale values evidence at the Hopkins Homes site. Based on this evidence we revised the sale values from £320,000 per unit (£3,235 psm) to £295,000 per unit (£2,950 psm) for a 3-bed unit, the value for the Mid Higher zone.
Due to COVID-19, it was stated that a 7.5% decrease in sale values should be applied based on house price forecast.	No adjustment in values have been made. The viability assessment needs to be based on current available evidence. Changes in the market both costs and values are reflected in our sensitivity tables and a sufficient viability buffer for any potential CIL charge. It has subsequently been shown that values have not decreased as a result of COVID.
It was stated that a 5% premium on top of the BCIS build costs should be added to meet requirements for carbon/energy efficiency.	No evidence was provided to support the 5% premium. We have relied on our assessment of build cost inputs in Table 5.15. This is encompassed in a cost of £4,847 per house, £2,256 per flat.

Site promoters' comments	AspinallVerdi response
It was stated that an allowance should be made for the cost of garages.	<p>No evidence was provided to support this statement. In our WPV study for Central Lincolnshire stakeholders stated when using lower quartile BCIS costs and 10% externals an additional cost for garages should be made. We are using BCIS lower and 20% allowance for externals – therefore we are of the opinion the cost of garages is met through our existing external allowance and we have not included an additional cost.</p> <p>We have not allowed for garages within the sales values and should developers deliver garages we consider that the increase in value/sales rate would more than off-set the cost of construction. This is covered in the buffer.</p>
External works were stated at a rate of £35,000 per plot to cover road/site works including SUDs, pumping stations, substations and onsite infrastructure.	No evidence was provided to support this cost per plot and no breakdown was provided on how it was derived. Without supporting evidence, we have used our external cost allowance of 20% of BCIS costs which was used for the Local Plan testing.
5.77	In addition, at the Local Plan viability testing the planning consultant stated flood risk mitigation will be dealt with through the public open space without the need for significant mitigation measures – we still assume that for this testing.

South Saxmundham appraisal assumptions

- 5.78 The following site-specific viability inputs and assumptions have been used in our assessment:
- Sale values and unit sizes based on greenfield scenarios in the mid higher value zone.
 - The housing mix in Table 5.7.
 - Affordable housing values from our generic testing.
 - Development density – 24 dwellings per net hectare.
 - Site area residential: 33.0 net hectares / 67.80 gross hectares.
 - The difference between the gross and net site area will provide the employment land, the 2.2-hectare primary school, early years setting, the community hub and green infrastructure.

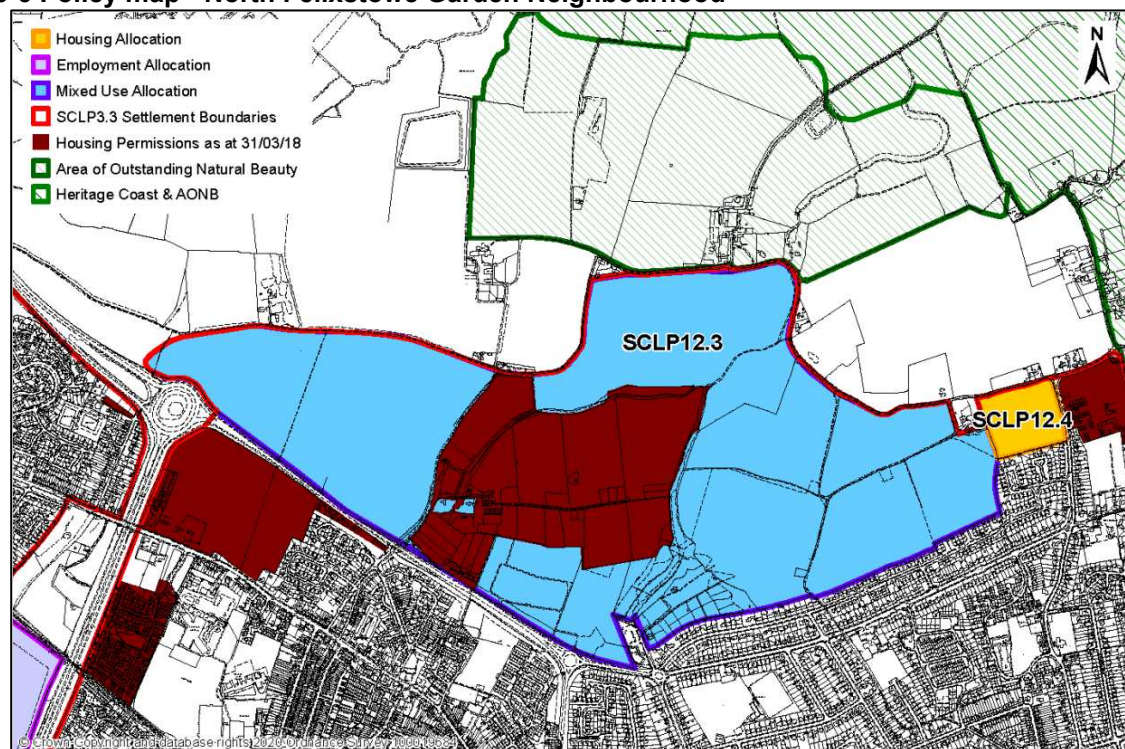
- S106 contributions based on the Suffolk Coastal Infrastructure Delivery Framework (IDF) are as follows:
 - Additional police funding - £633,753.
- Early years settings - £1,476,576 - this cost has been provided by Suffolk County Council.
- Primary school - £4,101,600 – as above.
- An allowance of 20% for external works has been included, this accounts for the following:
 - Provision of Suitable Alternative Natural Greenspace (SANG) to mitigate impacts on European protected sites, and green infrastructure;
 - Formal recreational opportunities;
 - Enhancement of public rights of way;
 - Biodiversity and habitat networks;
 - Dementia friendly environment;
 - Flood risk mitigation;
 - Sustainable Drainage Systems (SuDs).
- A12 roundabout - £1.2 million as set out in Table 5.25.
- Construction period of 7 years, includes preconstruction period (84 months)⁸⁶
 - Two developers assumed.
- Sale period of 7 years (84 months) - two outlets, equating to between 9 – 10 units per month, the sale period begins 9 months after the preconstruction period.
- Education, police funding and A12 roundabout delivered in first 12-months of build period.

⁸⁶ Suffolk Coastal Local Plan, 2020, Appendix D – Housing Land Trajectory

Policy SCLP12.3: North Felixstowe Garden Neighbourhood

- 5.79 The Local Plan policy refers to a greenfield site of approximately 143 ha for a garden neighbourhood located to the north of Felixstowe and Trimley St Mary and has a capacity to deliver 2,000 dwellings.
- 5.80 We are aware that there is already planning permission in place for 560 dwellings. However, we have appraised the entirety of the scheme so as to include all of the infrastructure. Any new CIL would only be charged on the balance of the dwellings that are granted planning permission after any new charging schedule comes into force. The policy explains that there will be a comprehensive leisure led development comprising leisure, green infrastructure, community facilities and employment land alongside residential development comprising a mix of housing types, sizes and tenures in a design which creates a dementia friendly environment. Again, the development will be delivered through a masterplan approach – the policy map is set out in Figure 5-6.

Figure 5-6 Policy map - North Felixstowe Garden Neighbourhood



Source: Local Plan, Policy SCLP12.3

- 5.81 Policy SCLP12.3 sets out the following development proposals for the site:
- A new leisure centre in a location which is easily accessible for the existing community;
 - Provision of 630 primary school spaces and early years provision;

- c) Protection of the Grove Woodland and Eastward Ho recreational areas along with appropriate green infrastructure provision to provide accessible natural green space and retention and enhancement of the natural features on the site such as trees, woodland and hedgerows to be incorporated into the layout of the development;
- d) Appropriate open space provision for both informal and formal recreational opportunities through retained space, re-provision, enhancement or new provision;
- e) Public rights of way on the site should be preserved and enhanced, and opportunities sought to maintain and provide access to the countryside;
- f) Project level Habitats Regulations Assessment will be required, and requirements for Suitable Alternative Natural Greenspace to be provided;
- g) Biodiversity networks and habitats to be preserved and enhanced, including measures to enhance biodiversity within housing areas;
- h) Measures to sustain, and where possible enhance or better reveal the significance of heritage assets and their settings, having regard to the conclusions of the Council's North Felixstowe Garden Neighbourhood Heritage Impact Assessment;
- i) Proportionate archaeological assessment;
- j) A site-specific Flood Risk Assessment;
- k) Evidence is required to demonstrate there is adequate Water Recycling Centre capacity or that capacity can be made available;
- l) Community Hub comprising a variety of services and facilities* to be created in accessible locations;
- m) A network of pedestrian, cycling and vehicular routes that provide connectivity and movement across the Garden Neighbourhood and with adjacent areas whilst protecting and enhancing local Quiet Lanes;
- n) Provision of new vehicular access points off Candlet Road and/or improvements to existing accesses supported by further access for pedestrian and cycle traffic in other locations;
- o) Design and layout that supports inclusive use and a dementia friendly environment;
- p) Consideration of the existing water mains and sewers in Anglian Water's ownership which influence the design of the Garden Neighbourhood following the principles of Holistic Water Management;
- q) Employment land for high quality non-port related small business units;
- r) Retirement dwellings comprising care home extra care / sheltered dwellings;

- s) Up to 2,000 dwellings (including 560 with outline planning permission, as shown on the Policies Map), providing a mix of dwelling types, sizes and tenures including housing to meet the specialised housing needs of older, younger and vulnerable people and self-build plots, and provision of affordable housing;
- t) Assessment of the impacts of Garden Neighbourhood proposals on the Natural Beauty and Special Qualities of the Area of Outstanding Natural Beauty; and
- u) Any planning application should be supported by evidence which assesses the quality and quantity of sand and gravel resources on site in order to determine whether the site is suitable for prior extraction.

The necessary off-site infrastructure requirements, including health provision and police facilities will be required through developer contributions. Confirmation of adequate capacity in the foul sewerage network or action to upgrade to create the required capacity will be required, including, but not limited to, water recycling upgrades.

Any necessary off-site transport improvements will need to be provided to the satisfaction of Suffolk County Council and where appropriate Highways England, informed by a Transport Assessment.

* for the purposes of this policy services and facilities could include convenience store, shops, meeting places, education facilities, care facilities and medical facilities.

North Felixstowe Site representative consultation

- 5.82 There are site ownership differences within this strategic allocation which still require negotiation, the representatives did provide some commentary on a quantitative and qualitative basis – this is set out in Table 5.26.
- 5.83 We are aware that discussions are ongoing in respect of the location of the proposed leisure centre and that the topography of the site may perhaps lead to a requirement for additional site works to bring the development forward, which would lead to further site costs. Other comments made by the site representatives, and how we have responded in our viability testing is set out in Table 5.26.

Table 5.26 North Felixstowe Garden Neighbourhood promoters' comments and responses

Site promoters' comments	AspinallVerdi response
Affordable housing policy – 33% in line with policy.	Testing uses 33% affordable housing policy
Proposed dwelling sizes - 1- & 2-bedroom houses and flats are too large compared to	No evidence has been supplied to support the statement. We have referred back to our

Site promoters' comments	AspinallVerdi response
the house types of a national house builder. This makes it challenging to assess the pricing of these units as they are not market facing and therefore lack comparable evidence. 1- & 2-bedroom houses and flats should be worth more on a £ psf basis than the 3- & 4-bedroom houses. However, the 1- & 2-bedroom houses and flats are large which could explain why this is not the case.	property market data for 1 and 2 bedroom houses and our proposed areas are in line with the space standards. The size of the flats is less market tested due to lack of comparable evidence but these do not form a significant proportion of the units coming forward on this site so are not considered a concern to the overall site viability.
1-bedroom houses are unlikely to be constructed and can be removed from the assessment.	It has since been agreed with East Suffolk Council that all 1-bed units will be flats only for the purposes of CIL testing. We have therefore removed 1-bed houses from the mix.
Build costs – <i>lower quartile</i> would be used to reflect economies of scale of national housebuilders and a 10% addition for external cost.	<p>We acknowledge that volume housebuilders do achieve economies of scale and are likely to build at lower rates than median BCIS build costs.</p> <p>To ensure best practice we have used <i>lower quartile</i> BCIS build costs with 20% externals.</p>
Site abnormals – typically on a per dwelling basis of c.£30,000-£50,000 per dwelling but site dependent.	The promoter has not provided any details of the breakdown and supporting evidence of the site abnormal range stated. We do not know how this relates to the subject site and whether there is double counting with the other costs included. For example, most volume house builders would consider anything over and above build regulations to be an abnormal cost that would then include policy cost, as abnormals, which we have already accounted for in our appraisal. Given the lack of clarity provided and to ensure no double counting we maintain our lower quartile BCIS cost plus 20% externals, which as a global figure should

Site promoters' comments	AspinallVerdi response
	be sufficient to cover unit build and externals (including normal costs for large sites). We have sought to identify all of the infrastructure (policy costs) and true abnormal costs should be deducted from the land values.

North Felixstowe appraisal assumptions

- 5.84 The site appraisal in the Suffolk Coastal Whole Plan Viability study was based on 1,500 dwellings coming forward (the approximately quantum of development without the benefit of planning permission). This site appraisal here is based on the current policy requirement of 2,000 dwellings to ensure the any CIL charge can be supported across the whole allocation. Any revised CIL would not be charged on those units already with permission.
- 5.85 The following site-specific viability inputs and assumptions have been used in our assessment:
- Sale values and unit sizes based on greenfield scenarios in the mid higher value zone.
 - The housing mix in Table 5.7.
 - Affordable housing values from our generic testing.
 - Development density – 28 dwellings per net hectare.
 - Site area: 71.5 net hectares / 143 gross hectares.
 - Remaining 71.5 hectares of the site will provide the provision of a Leisure Centre and Community Hub, land for employment use, land for retirement units and provision of a 630-place primary school and land set aside for green infrastructure.
 - Early years settings - £2,666,040 - this cost has been provided by Suffolk County Council.
 - Primary school - £7,382,880 – as above.
 - S106 contributions based on the Suffolk Coastal IDF are as follows:
 - Additional police funding - £1,081,357.
 - An allowance of 20% for external works has been included, this accounts for the following:
 - Green infrastructure;
 - Provision of Suitable Alternative Natural Greenspace (SANG) to mitigate impacts on European protected sites, and green infrastructure;
 - Formal and informal recreational infrastructure;
 - Biodiversity and habitat networks (exclusive of Biodiversity Net Gain);
 - Listed building preservation;
 - Candlet Road access;
 - Dementia friendly environment;

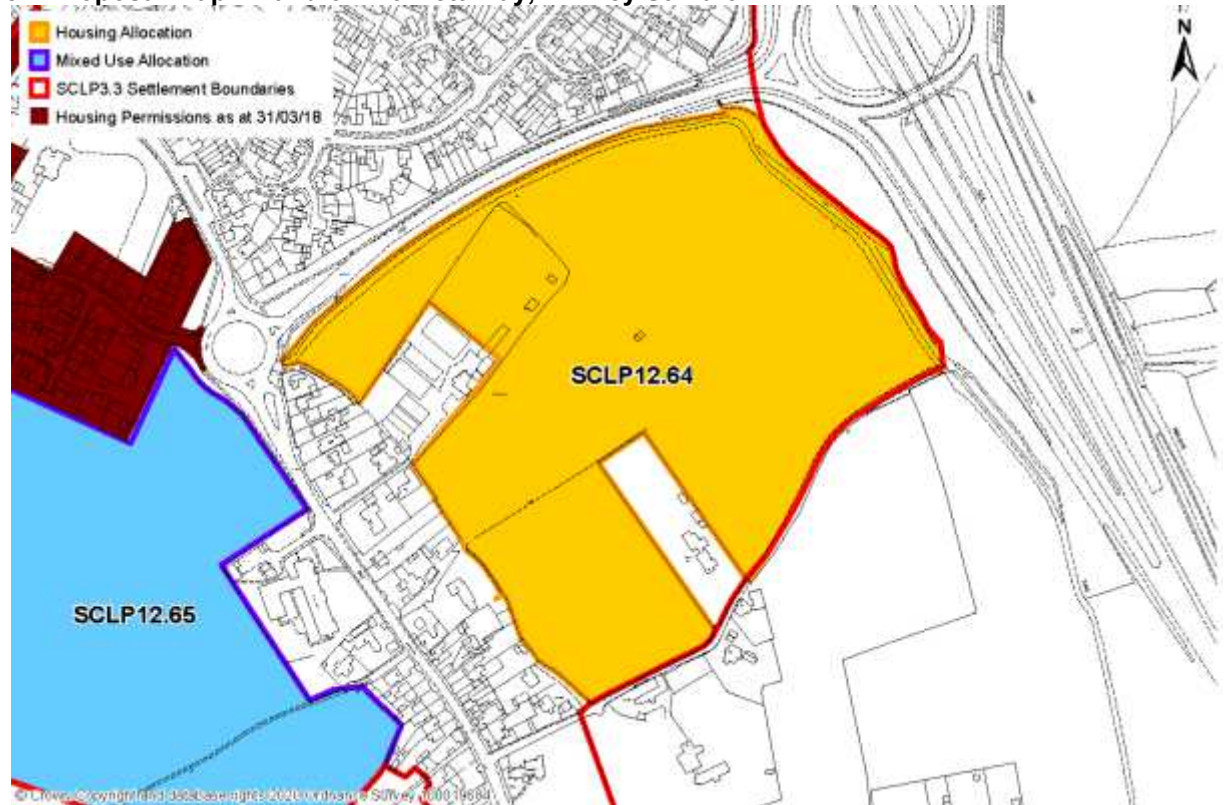
- Services including water and sewers;
 - Sustainable Drainage Systems (SuDS).
- Construction period of 15 years, includes preconstruction period (180 months)⁸⁷.
 - Three developers assumed.
- Sale period of 15 years (180 months) - three outlets, equating to between 11 units per month, the sale period begins 9 months after the preconstruction period.
- Education delivered in first 12-months of build period.

⁸⁷ Suffolk Coastal Local Plan, 2020, Appendix D – Housing Land Trajectory

Policy SCLP12.64: Land off Howlett Way, Trimley St Martin

5.86 Land off Howlett Way is a large site within the Felixstowe Peninsula and it is anticipated that approximately 360 dwellings could be provided over a site extending to 10.64ha. The site boundary is set out in Figure 5-7.

Figure 5-7 Proposal map – Land off Howlett Way, Trimley St Martin



Source: Local Plan, Policy SCLP12.64

5.87 10.64 ha of land at Howlett Way, as shown on the Policies Map, is identified for approximately 360 residential units with on-site open space. The development will be expected to accord with the following criteria:

- a) Primary vehicular access onto Howlett Way only;
- b) A site-specific Flood Risk Assessment;
- c) No vehicular access onto Church Lane;
- d) Continuation of and links to existing Public Rights of Way Network;
- e) Retain the existing hedgerows which border the site to maintain character of the area;
- f) Affordable housing provision to be in line with Policy SCLP5.10;
- g) A range of housing types and tenures provided in keeping with surrounding area, including provision of self build plots;

- h) Contribution towards provision of a new primary school;
- i) Provision of a new early years setting on 0.1ha of land;
- j) Development to be of a high quality and sympathetic to the character and setting of the listed churches and The Old Rectory;
- k) Site design and layout to take into account the water mains crossing the site;
- l) Evidence is required to demonstrate there is adequate provision for treatment at the Water Recycling Centre or that this can be provided;
- m) On site open space and play facilities to meet needs identified in the SCDC Leisure Strategy;
- n) Archaeological assessment required with particular consideration for the existing pillbox;
- o) Provision of pedestrian/cycle links;
- p) Air Quality assessment required and;
- q) Confirmation of adequate capacity in the foul sewerage network or action to upgrade to create the required capacity.

Howlett Way, Trimley Site representative consultation

5.88 We have consulted the site representative on our proposed inputs. The feedback is contained within Table 5.27.

Table 5.27 Trimley St Martin promoters' comments and responses

Site promoters' comments	AspinallVerdi response
The proposed roundabout should be treated as an abnormal cost and reflected in the appraisal.	The additional cost has been added as an additional infrastructure cost in our appraisal.
The sales period should not begin 6 months after pre-construction. This should be 12 months.	We have retained our timings based on our industry experience and this has not been discussed by other developers. There was no alternative evidence provided to support this.
Please explain which BCIS costs were used.	We have provided these to the representative, no further comments were made.

Site promoters' comments	AspinallVerdi response
The land value is arbitrary. Please provide further explanation.	We have provided an explanation as to how the land value is calculated under the PPG and explained our evidence base that supports our BLV, based on the 'EUV +'. No further comments were made.

Howlett Way, Trimley appraisal assumptions

- 5.89 We are aware of an existing outline planning application awaiting decision on the site (DC/20/1860/OUT) for 340 dwellings. We proposed to test the site on the 360 units based on policy, but we acknowledge viability may be slightly compromised should fewer units come forward.
- 5.90 The following site-specific viability inputs and assumptions have been used in our assessment:
- Sale values and unit sizes based on greenfield scenarios in the mid higher value zone.
 - The housing mix in Table 5.7.
 - Affordable housing values from our generic testing.
 - Development density – 42 dwellings per net hectare.
 - Gross to net site area – 80%.
 - Site area: 7.45 net hectares / 10.64 gross hectares.
 - S106 contributions based on the Suffolk Coastal IDF are as follows:
 - S278/S106 agreement for access, footway and cycle connectivity improvements - £200,000 - £300,000 – we have adopted the higher sum used in our assessment.
 - Early years setting - £676,764 – this cost has been provided by Suffolk County Council.
 - New primary school at Trimley St Martin – £1,845,720 – as above.
 - An allowance of 20% for external works to include:
 - Access
 - Services
 - Open space and play facilities
 - Provision of green infrastructure.
 - Construction period of 7 years, including preconstruction period (84 months)⁸⁸
 - Two developers assumed.

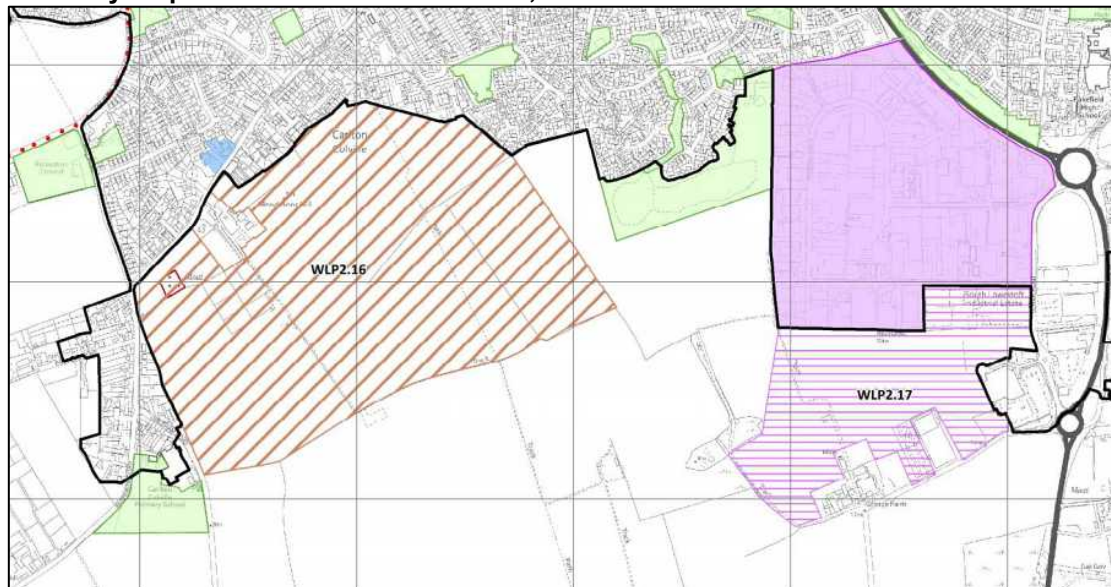
⁸⁸ Suffolk Coastal Local Plan, 2020, Appendix D – Housing Land Trajectory

- Sale period of 7 years (84 months) - two outlets, equating to 4 market units per month, the sale period begins 6 months after the preconstruction period.
- Education delivered in first 12-months of build period.

Policy WLP2.16: Land south of The Street, Carlton Colville

- 5.91 Land South of the Street, Carlton Colville/Gisleham (54.88 hectares) as defined on the Policies Map is allocated for a comprehensive mixed-use development. The policy map is set out in Figure 5-8.

Figure 5-8 Policy map – Land south of The Street, Carlton Colville



Source: Local Plan, Policy WLP2.16

- 5.92 Development will be expected to accord with the following criteria:
- a) Approximately 900 new dwellings;
 - b) Retirement community comprising a care home / nursing home and/or extra care and/or sheltered dwellings;
 - c) 2 form entry primary school and a pre-school setting (2.2 hectares);
 - d) Country Park (at least 15 hectares);
 - e) Allotments, flood mitigation and play space; and
 - f) Local shops comprising a convenience store.
- 5.93 The site should be developed in accordance with the following site-specific criteria:
- a) The site will be developed at a density of approximately 35 dwellings per hectare. Housing density should be higher to the north of the site close to the primary school and lower towards the west and south of the site.
 - b) Vehicular access should be off The Street. Pedestrian and cycle accesses should be provided from Ullswater, Shaw Avenue, Low Farm Drive and Gisleham Road.

- c) The northern part of the site should not be developed and instead used for flood mitigation in line with the Lowestoft Flood Risk Management Project, surface water drainage and open space including the provision of a local equipped area for play and allotments.
- d) The primary school should be provided to the north of the site in an accessible location to the existing community of Carlton Colville as well as the new community.
- e) The country park should be located to the west of the site and provide protection to the setting of the Scheduled Monument and Grade I listed Holy Trinity Church. It should include a fenced neighbourhood equipped area for play and an open landscaped area for dog walking and other recreation.
- f) A heritage impact assessment undertaken by a suitably qualified person will be required as part of any planning application.
- g) Land should be set aside on the southern boundary to allow for hedgerow and tree planting to soften the edge of the development.
- h) Existing public rights of way should be accommodated within the development and link to public rights of way to the south of the site.
- i) Any planning application should be supported by evidence which assesses the quantity and quality of sand and gravel resources within the site and the suitability of the site for prior extraction. If prior extraction is considered appropriate, development will be conditioned to take place in phases which allow for prior extraction of some or all of the economic resource.
- j) The development should facilitate the relocation of the existing horse-riding business at Bell Farm to elsewhere on the landowners holding.
- k) A detailed masterplan, informed by ongoing engagement with the community, should be prepared and submitted with any full or outline planning application.
- l) Existing natural features such as hedgerows, dykes and trees should be retained where possible.
- m) A completed ecological assessment undertaken by a suitably qualified person will be required as part of any planning application.
- n) A Transport Assessment and Travel Plan should be submitted with any planning application.
- o) Any planning application is to be supported by the results of a programme of archaeological evaluation, including appropriate fieldwork, and should demonstrate the impacts of development on archaeological remains and proposals for managing those impacts.

On-site and specific site related infrastructure, including the primary school, pre-school provision, improvements to Bloodmoor Roundabout, flood risk mitigation and country park will be secured and funded through S106 planning obligations.

Carlton Colville Site representative consultation

5.94 We have consulted the site representative on our proposed inputs. The feedback is contained within Table 5.28.

Table 5.28 Carlton Colville site promoters' comments and responses

Site promoters' comments	AspinallVerdi response
The upper cost figure for the Bloodmoor Roundabout works should be used in the assessment, at £1,000,000.	We have agreed with this comment and have adopted the higher figure.
Extensive works are required for the flood mitigation on the site. The proposed figure of £379,000 should be doubled.	We were not provided with any additional information or evidence to support this and have used the figure taken from the IDP.
The cost for the country park of £120,000 is too low. The representative claimed that this cost would not even cover the cost of reseeded and that the figure should be multiplied by a factor of 10.	We were not provided with any additional information or evidence to support this and have used the figure taken from the IDP.
There are abnormal costs in the form of top soil and flood attenuation.	No evidence was provided to support additional abnormal costs.
The representative suggests that affordable housing will need to be cross subsidised.	Our viability results will identify if affordable housing can be delivered on site.

Carlton Colville appraisal assumptions

5.95 The following site-specific viability inputs and assumptions have been used in our assessment:

- Sale values and unit sizes based on greenfield scenarios' in the mid value zone.
- The housing mix in Table 5.7.
- Affordable housing values from our generic testing.
- Development density – 35 dwellings per net hectare.
- Gross to net site area – 47%.
- Site area: 25.71 net hectares / 54.88 gross hectares.

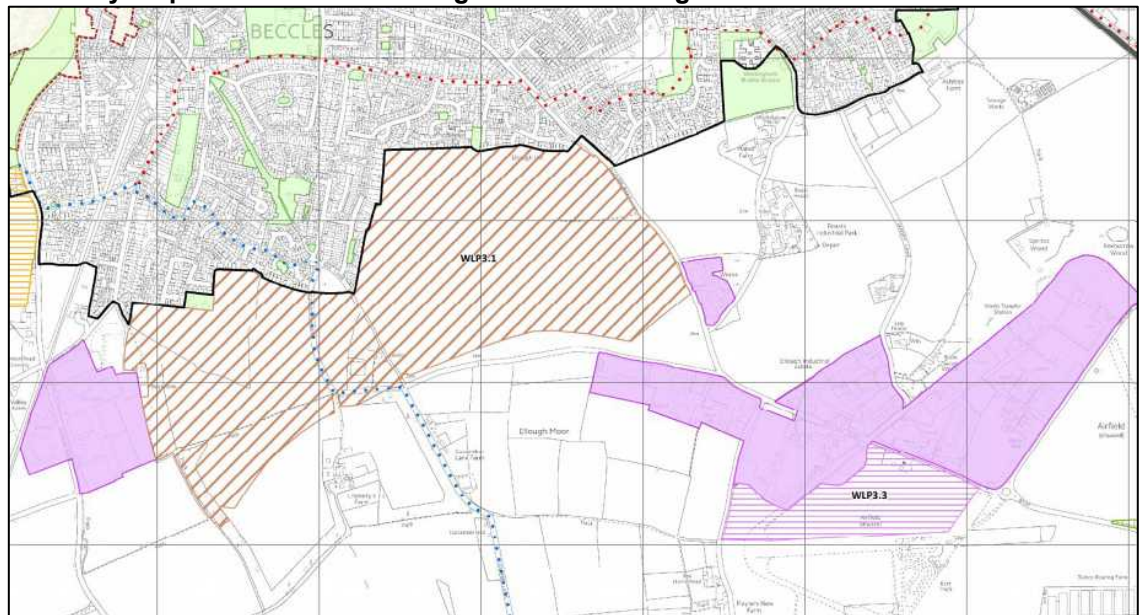
- Provision of 2.2ha primary school delivered as part of the residential scheme within the 54.88 ha gross area.
- The 15 hectares of the site providing the country park is treated as part of the residential scheme, this is also the same for the retirement community, allotments, flood mitigation, play space, local shops and open space, within the 54.88 ha gross area.
- We have included 40% Category M4(2) homes within our appraisals as per the Waveney Local Plan requirements.
- S106 contributions based on the Waveney IDF are as follows:
 - Improvements to Bloodmoor Roundabout, Lowestoft, principally from this site but also other sites in the vicinity of Lowestoft - £700,000 - £1,000,000 - upper end figure used in our testing.
 - Flood mitigation at Land South of Carlton Colville - £379,000.
 - Country park - £120,000.
- New early years setting (including pre-school) - £1,161,148 - this cost has been provided by Suffolk County Council.
- New primary school - £4,614,300 – as above.
- An allowance of 20% for external works to include:
 - Access
 - Services
 - Open space and play facilities
 - Provision of a local equipped play area and allotments
 - Consideration and surveys for mineral quality and quantity for prior extraction.
- Construction period of 13 years, including preconstruction period (156 months)⁸⁹.
 - Two developers assumed
- Sale period of 13 years (156 months) - two outlets, equating to 5 – 6 market units per month, the sale period begins 9 months after the preconstruction period.
- IDF cost delivered in first 12 months of dwelling construction period.

⁸⁹ Waveney Local Plan, 2019, Table A3.3 Allocated Sites Housing Trajectory

Policy WLP3.1: Beccles and Worlingham Garden Neighbourhood

5.96 Land south of the built-up areas of Beccles and Worlingham, between Ellough Road and M&H Plastics (89.80 hectares) as identified on the Policies Map is allocated for a comprehensive mixed-use development. The policy map is set out in Figure 5-9.

Figure 5-9 Policy map– Beccles and Worlingham Garden Neighbourhood



Source: Local Plan, Policy WLP3.1

5.97 The Development will be expected to accord with the following criteria:

- a) Approximately 1,250 new dwellings;
- b) Retirement community comprising a care home / nursing home and extra care and/or sheltered dwellings;
- c) 2 form entry primary school and a pre-school setting (2.2 hectares);
- d) Country park, indoor/outdoor sports facilities, allotments, play areas and public open space (at least 25 hectares);
- e) Community Hub comprising a convenience store, local shops, community centre and pre-school setting;
- f) Employment development (falling under use classes B1, B2 and B8) (5 hectares).

5.98 The site should be developed in accordance with the following site-specific criteria:

- a) The site will be developed at a density of approximately 30 dwellings per hectare.
- b) Vehicular access should be from two points along the Beccles Southern Relief Road.

- c) Vehicular access to the employment development should be from Ellough Road. A permeable and legible layout should be prepared. Road layout and access should encourage traffic to travel into Beccles westwards along the Southern Relief Road.
- d) Pedestrian and cycle links should be provided to Bluebell Way, Cucumber Lane, Darby Road, Nicholson Drive, Oak Lane, Field View Gardens/Foxglove Close and Cedar Drive.
- e) Development proposals must support the delivery of the community facilities, access and utilities across the entire garden neighbourhood informed by the Beccles and Worlingham Garden Neighbourhood Masterplan Report. Development which would undermine comprehensive development of the site will not be permitted.
- f) The primary school and community hub should be located in a central location within the site which has good accessibility from the new community as well as the existing community of south Beccles and Worlingham.
- g) Any C2 uses and retirement housing should be provided in a central location on the site, close to the new services and facilities.
- h) A cycle path should be provided along the boundary of the site with Ellough Road.
- i) A strategic landscaping scheme should preserve existing and historic field boundaries and aid in the creation of distinct character areas within the development.
- j) Public rights of way on the site should be preserved and enhanced.
- k) Natural features on the site such as ponds, trees and hedgerows should be retained and incorporated into the layout of the development. Views towards Beccles Church should be created through the layout of open space.
- l) A landscaped buffer should separate the employment land from housing.
- m) A landscaped strip a minimum of 10 metres wide should be provided along the southern edge of the site.
- n) The woodland by the western edge of the site should be retained and enhanced.
- o) A Transport Assessment and Travel Plan should be submitted with any planning application.
- p) Any planning application is to be supported by the results of a programme of archaeological evaluation, including appropriate fieldwork, and should demonstrate the impacts of development on archaeological remains and proposals for managing those impacts.

On-site infrastructure, including the primary school and pre-school provision, community centre, cycle link along Ellough Road, sports fields and open space will be secured and funded through S106 planning obligations.

A detailed masterplan for the whole site, based on the outline masterplan and informed by the Beccles and Worlingham Garden Neighbourhood Masterplan Report and by ongoing engagement with the community should be prepared and submitted as part of any planning application.

Beccles and Worlingham Site representative consultation

5.99 We have consulted the Chartered Surveyors who are representatives of the western part of this strategic allocation. They have provided both quantitative and qualitative information in respect of the site. This is set out in Table 5.29 together with how we have dealt with their comments in our testing.

Table 5.29 Beccles and Worlingham Garden Neighbourhood promoters comments and responses

Site promoters comments	AspinallVerdi response
Large area of woodland will be required to support the master plan in addition to public open space, play areas and MUGA's (Multi Use Games Areas)	We are aware of the policy requirements, a cost for this is outlined in the Waveney IDF.
Infrastructure and service requirements of the site and the impact of charging points for each dwelling which would result in twice as many sub-stations being required.	No evidence has been provided to support this statement. We have however included the cost of electric charging points in line with the generic site testing – see Table 5.15 Build Cost assumptions – previous and current study comparison .
Issues were raised in respect of housing association receipts that will not be sufficient to pay for their infrastructure and an increased pressure on viability.	Affordable housing receipts are included in the appraisal as part of the viability test. All known infrastructure cost is included in the appraisal.
Cost of on-site Roads/Sewers 1250 x £30,000/plot this has to include a spine road through the development: £37,500,000	No evidence has been provided to support this cost. As with South Saxmundham without this level of detail we do not know if there is double counting with other costs. Given the lack of clarity provided and to ensure no double counting we maintain our median BCIS cost plus 20% externals which as a global figure should be sufficient to cover unit build,

Site promoters comments	AspinallVerdi response
	externals and site abnormalities (excluding policy costs).
Off-site drainage: £450,000	No evidence provided to support this cost. The Council has advised that there is no policy requirement or recognition for off-site drainage for the site and there is no reason to believe that it could not be accommodated on-site. Therefore, the cost has not been included in the assessment.
Pump stations: £250,000	As above.
Sub-stations 4 no @ £40,000 each NB could be more if charging stations required: £160,000	No evidence has been provided to support these costs but the requirement ties in with the need to provide charging points therefore we have included these costs.
Cycle ways: £250,000	No evidence has been provided to support this figure. There is a policy requirement to provide a cycle path funded through a S106 along the boundary of the site with Ellough Road. East Suffolk Council has calculated this to be £112,100 in the Infrastructure Funding Statement. We have included this cost in our assessment.
Landscaping/woodland: £1,250,000	No evidence to support this cost. But there is a policy requirement to protect and enhance the woodland. Therefore, cost has been included in the appraisal. The Council has stated that this cost allowance is likely to cover the provision of a county park at Beccles and Worlingham Garden Neighbourhood which has a cost £152,000 in the Waveney IDF. Based advice from the Council we have not included the £1.25m cost to avoid double counting and to reflect there is no evidence to support this. However, the Council has

Site promoters comments	AspinallVerdi response
	advised us that there is a policy requirement for the woodland on the western part of the site to “retained and enhanced” – we have made a £100,000 allowance for this.
Attenuation ponds: £400,000	No evidence has been provided to support this cost. Assumed that this would be delivered through the difference between the gross to net developable area and cost covered by our 20% external allowance as part of the SuDs provision.
Open Space/MUGA's/LEAPS/Play Equipment: £1,000,000	No evidence has been provided to support this figure. The Waveney IDF outlines the required developer contributions for these works and have been included on that basis.
Community centre: £715,000	There is a policy requirement to provide a community centre funded through S106. This cost is in the Waveney IDF at £715,540, we have therefore included this cost in our assessment.
Professional fees in association with Section 106 agreements, payable to Local Authority: £100,000	We have already accounted for professional fees in our testing therefore no separate cost included.
Planning fees; abnormal size of development: £200,000	No evidence provided to support the figure. Planning and professional fees included in the appraisal. Any higher costs would be considered an abnormal cost and reflected in a reduced land value.
Section 278 Agreements/Road Junctions: £100,000	No evidence has been provided to support this figure. There is a policy requirement to provide vehicular access from this site to the Beccles Southern Relief Road. We assume this cost is associated with this policy requirement and have included it in our assessment.

Site promoters comments	AspinallVerdi response
Reinforcement of Utilities, Gas, Electric, Water, BT and Broad band plus dropping Overhead cables: £2,000,000	No evidence has been provided to support this figure. Dropping overheads cables is not mentioned in the development constraints in the DLA, March 2018 Masterplan Report – therefore we cannot identify the need for these works.

Beccles and Worlingham appraisal assumptions

5.100 The following site-specific viability inputs and assumptions have been used in our assessment:

- Sale values and unit sizes based on greenfield scenarios in the mid value zone.
- The housing mix in Table 5.7.
- Development density – 30 dwellings per net hectare.
- Gross to net site area – 46%.
- Site area: 41.66 net hectares / 89.80 gross hectares.
- The remaining site will be used for employment, C2 use development a, primary school, and the community hub.
- We have included 40% Category M4(2) homes within our appraisals as per the Waveney Local Plan requirements.
- S106 contributions based on the Waveney IDF are as follows:
 - Playing pitches at Beccles and Worlingham Garden Neighbourhood - £460,000.
 - Provision of a county park at Beccles and Worlingham Garden Neighbourhood- £152,000.
- New early years setting (including pre-school) - £2,317,404 - this cost has been provided by Suffolk County Council.
- New primary school - £6,419,004 – as above.
- Although not appearing in the IDF, East Suffolk Council have advised us that there is a policy requirement for the woodland on the western part of the site to “retained and enhanced” – we have made a £100,000 allowance for this.
- An allowance of 20% for external works to include:
 - Access
 - Services
 - Open space and play facilities
 - Green infrastructure

- SuDs.
- Cycle ways: £112,100
- Sub station: £160,000
- S278 highways: £100,000
- Community centre: £715,540
- Construction period of 16 years and 2 months, including preconstruction period (194 months)⁹⁰.
 - Three developers assumed
- Sale period of 16 years 2 months (194 months) - three outlets – equating to 6 - 7 market units per month, the sale period begins 9 months after the preconstruction period.
- Costs for cycle ways and community centre, electric charging points and sub station all timed through construction period.
- Primary school delivered in first 18-months of construction of dwellings, then followed by early years provision. Woodland enhancement cost spread through dwelling construction timescales. Playing pitches, country park and community centre delivered 36 months into construction of dwellings.

⁹⁰ Waveney Local Plan, 2019, Table A3.3 Allocated Sites Housing Trajectory

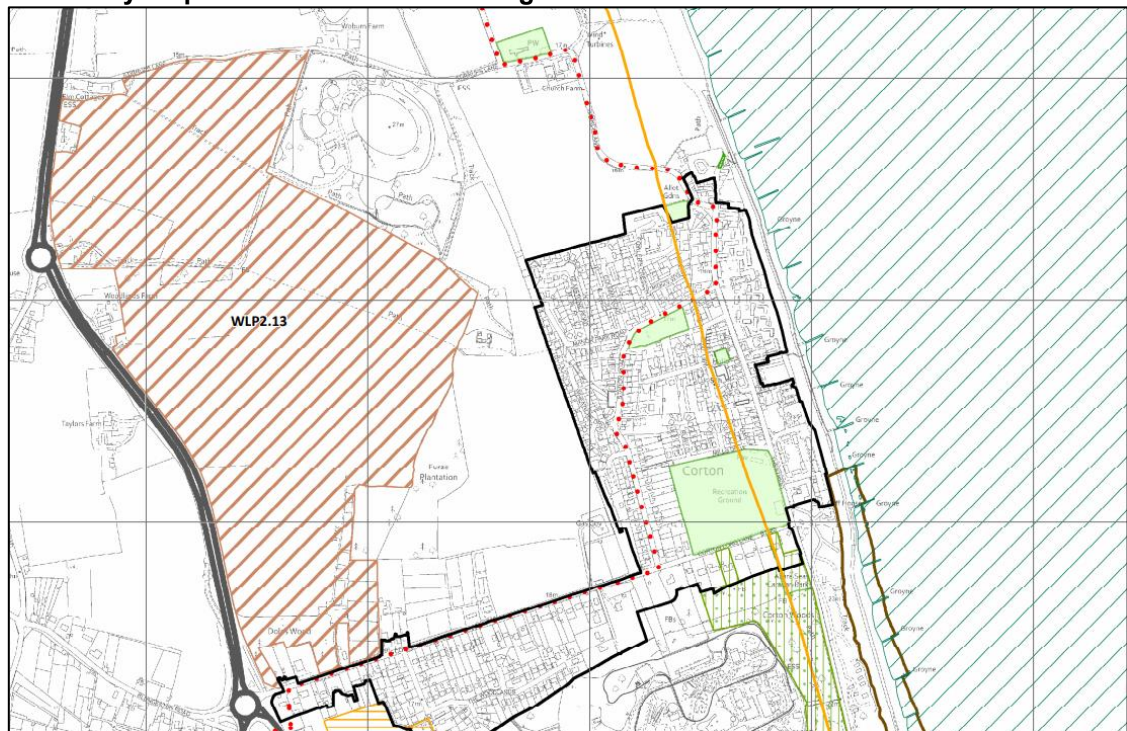
Policy WLP2.13: North of Lowestoft Garden Village

5.101 The North of Lowestoft Garden Village (approximately 71 hectares) is allocated for a comprehensive mixed-use development, including approximately 1,300 homes. The policy map is set out in

5.102

5.103 Figure 5-10.

Figure 5-10 Policy map – Lowestoft Garden Village



Source: Local Plan, Policy WLP2.13

5.104 The development will be expected to accord with the following criteria:

- a) Approximately 1,300 new dwellings;
- b) Retirement community comprising a care home / nursing home and extra care and/or sheltered dwellings;
- c) 2 form entry primary school and a pre-school setting (2.2 hectares);
- d) A local shopping centre comprising a convenience store, cafés, a pre-school setting, community centre and other local services;
- e) Playing field, play areas and green infrastructure; and
- f) 8 hectares of employment development (falling under use classes B1, B2 and B8).

- 5.105 A masterplan should be prepared and adopted as either a Supplementary Planning Document or as part of a Neighbourhood Plan. No development will be permitted on this site until the masterplan has been prepared.
- 5.106 The masterplan should:
- a) Set out detailed arrangements for access on to the site.
 - b) Set out the distribution of land-uses across the site. The primary school, local shopping centre and retirement community should be located centrally on the site.
 - c) Ensure the identity of the existing village of Corton is maintained.
 - d) Ensure there is no adverse effect on the operation of the water treatment works.
 - e) Set out the approach to phasing of development across the site.
 - f) Set out detailed urban design guidance and demonstrate how the principles of garden [community] developments can be met on the site.
 - g) Include an assessment of ecology and identify key ecological networks and habitats to be preserved and enhanced through the development.
 - h) Be informed by evidence of archaeology.
 - i) Set out the approach to infrastructure delivery on the site.
- 5.107 Housing development on the site should help facilitate the delivery of the employment land.
- 5.108 On-site infrastructure and specific site related infrastructure, including the primary school, pre-school provision, community centre and open space will be secured and funded through S106 planning obligations.

North Lowestoft Site representative consultation

- 5.109 We have consulted a site representative on behalf of Suffolk County Council who reported that the development of the site was in its infancy and site constraint works were still ongoing and comments could not be made in respect of any site complications.

North Lowestoft appraisal assumptions

- 5.110 The following site-specific viability inputs and assumptions have been used in our assessment:
- Sale values and unit sizes based on greenfield scenarios' in the mid value zone.
 - The housing mix in Table 5.7.
 - Development density – 37 dwellings per net hectare.
 - Gross to net site area – 50%.

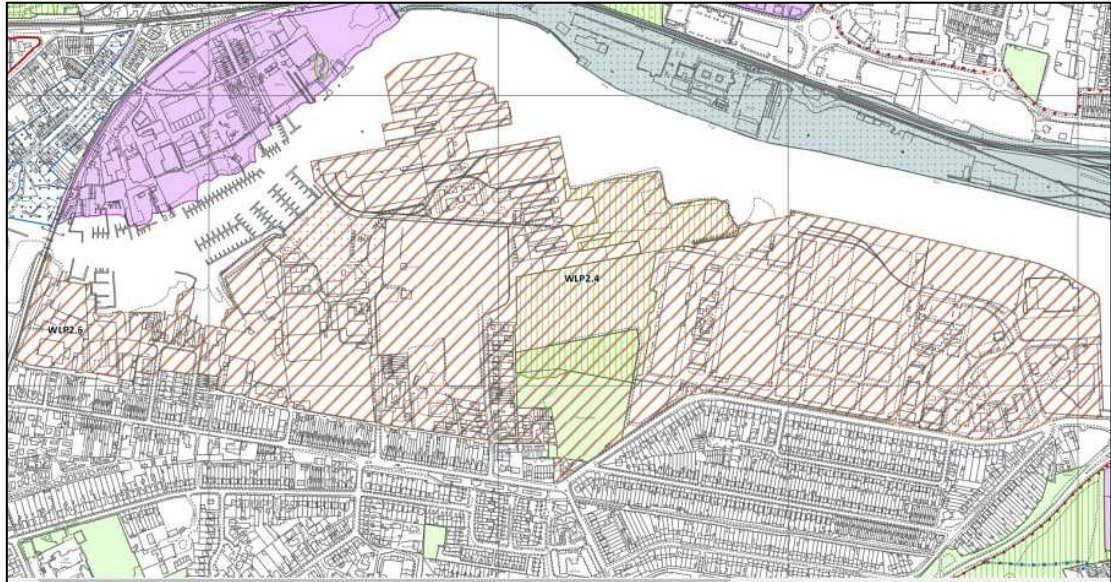
- Site area: 35.5 net hectares / 71 gross hectares.
- We have included 40% Category M4(2) homes within our appraisals as per the Waveney Local Plan requirements.
- S106 contributions based on the Waveney IDF are as follows:
 - Community centre - £715,540.
 - Playing pitches – contribution unknown – therefore assumed that pitches can be provided in the difference between the gross and net developable area and costs covered by our external allowance.
- New early years setting (including pre-school) - £2,399,436 - this cost has been provided by Suffolk County Council.
- New primary school - £6,665,100 – as above.
- An allowance of 20% for external works to include:
 - Access
 - Services
 - Open space and play facilities
 - Green infrastructure.
- Construction period of 17 years, including preconstruction (204 months)⁹¹
 - Three developers assumed.
- Sale period of 17 years (204 months) - three outlets – equating to 6 - 7 market units per month.
- New primary to be delivered at commencement of dwelling construction for 18-months, followed by construction of new early years for another 18-months and then and then community centre.

⁹¹ Waveney Local Plan, 2019, Table A3.3 Allocated Sites Housing Trajectory

Policy WLP2.4: Kirkley Waterfront and Sustainable Urban Neighbourhood

5.111 The land at Kirkley Waterfront and Sustainable Urban Neighbourhood (59.76 hectares) is a mixed-use development. The policy map is set out in Figure 5-11.

Figure 5-11 Policy map – Kirkley Waterfront and Sustainable Urban Neighbourhood



Source: Local Plan, Policy WLP2.4

5.112 The development will be expected to accord with the following criteria:

- a) Approximately 1,380 new dwellings;
- b) Retirement community comprising a care home/nursing home and extra care and/or sheltered dwellings;
- c) 2 form entry primary school and a pre-school setting (2.2 hectares);
- d) Playing field;
- e) Local retail centre comprising a mix of convenience retail, cafés and other local services;
- f) Marina facilities; and
- g) Approximately 7.5 hectares of employment development (falling under use classes B1, B2 or B8) and/or port related development fronting Lake Lothing.

Residential development should be predominantly located to the west of the site including on the former Sanyo site, the Brooke Business Park and Jeld Wen Playing Fields, the former SCA Recycling Site and the former Witham Paints Factory site.

The primary school, playing field and local centre should be located centrally within the residential development around the main access road.

- 5.113 New employment development/redevelopment (falling under use classes B1 [now E(g)], B2 or B8) should provide sufficient and appropriate space to meet identified needs and demand. Employment development should be focused on the waterfront area of the former Jeld Wen Factory Site and the Riverside Road area. Proposals involving the redevelopment or change of use of existing employment premises on Riverside Road, Lowestoft Enterprise Park and Quayside Business Centre, falling within Use Classes B1, B2 or B8, for uses not falling within Use Classes B1, B2 or B8 will only be permitted where development is part of or ancillary to the Lake Lothing Third Crossing project or where:
- a) Marketing evidence is provided which demonstrates the premises have been marketed for a sustained period of 12 months; and
 - b) The proposed use is compatible with the surrounding employment uses in terms of car parking, access, noise, odour and other amenity concerns.
- 5.114 New development and redevelopment within the site should be developed in accordance with the following site-specific criteria:
- a) The proposed use is compatible with the surrounding employment uses in terms of car parking, access, noise, odour and other amenity concerns.
 - b) The site should be configured around a legible street pattern which incorporates key views of the waterfront and provides good walking and cycling environments.
 - c) Residential development should be designed to densities of between 40 and 90 dwellings per hectare.
 - d) A central transport node with sheltered bus waiting facilities should be provided within the site close to the proposed primary school.
 - e) Development should provide active frontages along Waveney Drive.
 - f) Employment development should consider neighbouring residential uses and landscaping and buffers should be employed to avoid amenity issues.
 - g) Development should provide a continuous east-west waterfront pedestrian and cycle route across the site. Signage and wayfinding measures should be provided to help navigation between the seafront and the Broads. The waterfront path should include a multifunctional hard surfaced public space.
 - h) Development should facilitate the provision of a pedestrian and cycle bridge over Lake Lothing at the Brooke Peninsula. The bridge should be an opening bridge and should not cause an unacceptable adverse impact upon navigation and other harbour operations.
 - i) A new access road from the Jeld Wen Playing Fields is required to serve the majority of the residential development.

- j) A network of children's play areas totalling 1,800 sqm should be provided in accessible, well-overlooked locations throughout the residential parts of the site.
- k) Development should facilitate the enhancement of the Brooke Yachts and Jeld Wen Mosaic County Wildlife Site to mitigate the loss of part of the site which is needed to facilitate the construction of the access road. A completed ecological assessment undertaken by a suitably qualified person will be required as part of any planning application.
- l) Development should support and enhance ecological networks throughout the site.
- m) Slipways on the Brooke Peninsula should be retained and made available for use by the public and businesses.
- n) A full site investigation report assessing the risk of ground contamination should be submitted with any planning application.
- o) All new development will be subject to a site-specific flood risk assessment. A flood evacuation plan and details of mitigation measures to the satisfaction of the Council's Emergency Planners must be submitted with any planning application.

A Transport Assessment and Travel Plan should be submitted with any planning application.

Development on the site should also be in conformity with the guidance and the outline masterplan detailed in the Sustainable Urban Neighbourhood and Kirkley Waterfront Development Brief. Revisions may be made to the Development Brief through a revised Supplementary Planning Document or as part of a Neighbourhood Plan.

On-site infrastructure, including the primary school, pre-school provision, playing field and pedestrian/cycle bridge will be secured and funded through S106 planning obligations.

Kirkley Waterfront Site representative consultation

- 5.115 We have consulted a site representative who reported that their involvement with the development of the site was minimal at this stage and was not able to comment beyond that which is contained within the existing planning proposals. We understand that the site is split into three different land ownerships (there is also a commercial lease on part of the site that is soon coming to an end).

Kirkley Waterfront appraisal assumptions

- 5.116 The following site-specific viability inputs and assumptions have been used in our assessment:
- Sale values and unit sizes based on brownfield scenarios' in the lower value zone.
 - The housing mix in Table 5.7, supported by the latest SHMA mixes for the local authority area. This site will be delivered as a mixture of flats and housing due to the high density of

development. Therefore, we have devised our own opinion of the mix using our professional judgement.

- Development density – 50 dwellings per net hectare.
- Gross to net site area – 46%.
- Site area: 27.60 net hectares / 56.76 gross hectares.
- We have included 40% Category M4(2) homes within our appraisals as per the Waveney Local Plan requirements.
- S106 contributions based on the Waveney IDF are as follows:
 - Provision of playing pitches - £250,000.
- New early years setting (including pre-school) - £2,563,500 - this cost has been provided by Suffolk County Council.
- New primary school - £7,075,260 – as above.
- An allowance of 20% for external works to include
 - Access
 - Services
 - Open space and play facilities
 - Provision of green infrastructure
 - Provision of pedestrian and cycle bridge over lake Lothing at Brooke Peninsula
 - Enhancement of Brooke Yachts and Jeld Wen Mosaic County Wildlife Site.
- Abnormal costs
 - We are aware that the site, being brownfield in nature, will likely have contamination and remediation issues. At this stage, site remediation costs are unknown. These costs are worthy of consideration and would further decrease viability.
- Construction period of 21 years 9 months, including preconstruction (255 months)⁹².
 - Three developers assumed.
- Sale period of 21 years 9 months (255 months) – three outlets – equating to between 5 – 6 market units per month.
- New early years delivered in first 18-months of construction of dwellings, then followed by build of new primary school and playing pitches simultaneously.

⁹² Waveney Local Plan, 2019, Table A3.3 Allocated Sites Housing Trajectory

Viability testing results – strategic sites summary

5.117 A summary of the strategic site testing results is below in Table 5.30.

Table 5.30 Strategic sites summary of results

Site	Resulting Max CIL £ psm	Affordable housing requirement %	Development density (net)	Value zone
South Saxmundham Garden Neighbourhood	£309	33%	24	Mid higher
North Felixstowe Garden Neighbourhood	£338	33%	28	Mid higher
Land off Howlett Way, Trimley St Martin	£527	33%	42	Mid higher
Land south of The Street, Carlton Colville	£301	20%	35	Mid
Beccles and Worlingham Garden Neighbourhood	£153	30%	30	Mid
North of Lowestoft Garden Village	£208	30%	37	Mid
Kirkley Waterfront	£0	20%	50	Lower

Scenario: AspinallVerdi

5.118 It is important to note that paragraph 57 of the NPPF states that:

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.

- 5.119 We understand that the Government's objective is to reduce the delays to delivery of new housing due to the site-specific viability process that was created as a result of the previous paragraph 173. Once a new Local Plan is adopted no site-specific viability assessment should be required (except in exceptional circumstances) and developers should factor into their land buying decisions the cost of planning obligations (including affordable housing) and CIL.
- 5.120 The NPPF restates the tests for planning obligations which are set out under the CIL Regulations 2010⁹³, as follows:
- a) necessary to make the development acceptable in planning terms;
 - b) directly related to the development; and
 - c) fairly and reasonably related in scale and kind to the development.
- 5.121 Notwithstanding the latest changes to the CIL Regulations (2019) which do-away with the requirements for a Regulation 123 list of infrastructure, these tests ensure that Local Authorities cannot charge S106 or CIL twice ('double-dip') for the same infrastructure (as this would not be fair and reasonable). Consideration should therefore be given to calving out the strategic-sites from CIL and setting a £0 psm rate to ensure maximum S106 flexibility.

⁹³ Set out in Regulation 122(2) of the Community Infrastructure Levy Regulations 2010

6 Holiday Accommodation Viability Testing

- 6.1 In our residential analysis, we consider holiday lets. Policy 'SCLP6.5: New Tourist Accommodation' and 'WLP8.15: New Self-Catering Tourist Accommodation' sets out criteria for the development of new tourist accommodation. New tourist accommodation will be restricted using planning conditions which permits holiday use only, restricts the period the accommodation can be occupied plus requires a register of all lettings, to be made available at all times.
- 6.2 Our commission is to investigate the following types of tourism uses in our Market Report, we have agreed three typologies with East Suffolk Council, outlined below:
- New buildings consented as holidays lets (sui generis or C3 with a restrictive occupancy condition). Based on the evidence of tourism development planning applications, we will consider a 5-unit greenfield tourism housing scenario.
 - Barn conversions/changes of use (sui generis or C3 with a restrictive occupancy condition). Based on the evidence of tourism development planning applications we will consider a 5-unit conversion/change of use scenario.
 - Large lodges/park homes (hereafter described as holiday lodges) which are not compliant with the Caravan Act. Based on the evidence of tourism development planning applications we will consider a 30-unit holiday lodge scheme.

Holiday Accommodation Typologies

- 6.3 To inform suitable scenarios we have reviewed the schemes analysed in our Market Report in Appendix 2. We have used the comparable schemes to establish suitable average unit sizes, density and number of units to test. We are seeing development as a mix of lodge/chalet, purpose-built flats and conversions.

New build flats:

- Number of units - 5
- Average unit size – 65 sqm for a 2-bed

Barn conversions:

- Number of units - 5

Holiday lodges:

- Number of units - 30
- Density - 30 dph
- Average unit size – 74 sqm for a 1 bed and 90 sqm for a 2 bed

Holiday Accommodation Value assumptions

6.4 We set out below our values assumptions for the holiday accommodation typologies.

New build holiday lets

6.5 Asking prices are variable across the District, with the highest values typically in locations within, or close to, the Suffolk Coast & Heaths AONB. Based on our evidence in our Market Report in Appendix 2, we have used a single sale value of £220,000 (£3,385 psm), assuming flatted development around Felixstowe. There is no value zone differential across the District due to a lack of data.

Barn conversions

6.6 As for the barn conversion, we have assumed values for 2 and 3 bed units, as per our Market Report in Appendix 2. There is no value zone differential across the District due to a lack of data.

Holiday lodges

6.7 For this type of development, we see variable sales values for holiday lodge accommodation. Our research shows that certain coastal locations command a premium to the rest of the District. These are mostly within the higher value zone. Therefore, we have assessed two value zones, as per our Market Report in Appendix 2.

Holiday Accommodation value conclusions

6.8 The values used to support our holiday accommodation testing is set out in Table 6.1.

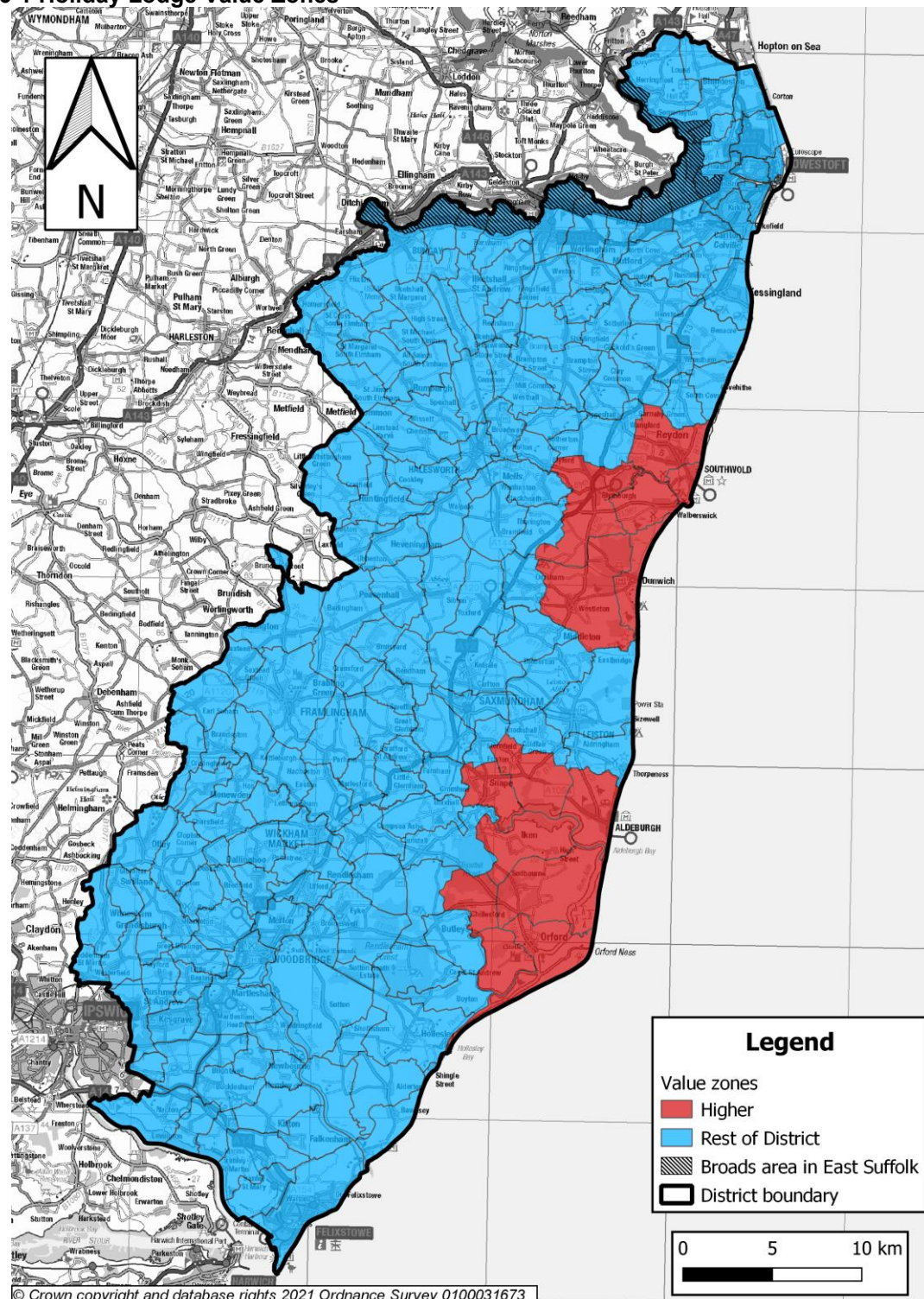
Table 6.1 Holiday let accommodation values

Scenario	Unit size sqm GIA	Unit Sale price / weekly rate	£ psm / yield
New build holiday let	75	£700	5%
Barn conversions / change of use holiday let	75	£700	5%
Holiday lodge - higher value	2 bed: 74 3 bed: 90	2 bed: £200,000 3 bed: £300,000	2 bed: £2,703 3 bed: £3,333
Holiday lodge - rest of District	2 bed: 74 3 bed: 90	2 bed: £100,000 3 bed: £150,000	2 bed: £740 3 bed: £1,666

Scenario: AspinallVerdi, 2021

- 6.9 The corresponding value zones are in Figure 6-1, as mentioned previously, there is a higher value zone applicable only for holiday lodge type development. The other uses have been tested in a singular value zone, encompassing the entire District.

Figure 6-1 Holiday Lodge Value Zones



Source: AspinallVerdi, East Suffolk Council, QGIS

Build cost assumptions and timescales

6.10 The majority of costs used in the holiday lets testing are the same as that has been used in the residential testing in Chapter 5. Where they do differ, these are set out in Table 6.2. We have tested scenarios on both greenfield and brownfield sites.

Table 6.2 Holiday accommodation build costs assumptions

Element	Cost	Comment
Build cost-flats	£1,306 psm	Based on median BCIS costs for flats generally – 5-year sample to reflect current building regulations. This cost is rebased to Suffolk Coastal in Appendix 4.
Build cost barn conversions	£1,346 psm	BCIS upper quartile estate housing – 5-year sample rebased to Suffolk Coastal. We have adopted upper quartile build costs to reflect higher build costs when converting barns due to structural deficiencies often being found.
Build cost holiday lodge lower value	£600 psm	Based on research, the cost of Mountain Lodge Homes, reconciled with the lowest observed BCIS cost for residential development rebased to Suffolk Coastal, Appendix 4.
Build cost holiday lodge higher value	£1,082 psm	Based on research, the lowest quartile observed BCIS cost for residential development rebased to Suffolk Coastal, Appendix 4.
RAMS contribution	£321.22 per dwelling	<p>The RAMS contribution is set at £121.89 per dwelling within Zone A and £321.22 per dwelling within Zone B. The bulk of development tested is within Zone B. There is a small proportion of the Land in Zone A at the £121.89 per dwelling tariff. These scenarios are represented in the sensitivity analysis.⁹⁴</p> <p>This cost assumption was used in the Suffolk Coastal study where development triggers “Recreational Avoidance Mitigation Contribution”.</p> <p>This was not incorporated into the Waveney study; however, the Recreational Disturbance Avoidance and Mitigation Strategy (RAMS) zone of influence includes</p>

⁹⁴ East Suffolk ArcGIS Web Application 2021, Recreational Disturbance Avoidance and Mitigation Strategy (RAMS)

<p>the former Waveney District and Waveney policy WLP8.34 bears influence to the protection of these sites.</p> <p>Therefore, we have used this mitigation cost in our updated cost assumptions, most of the sites proposed fall into Zone B.</p>		
Biodiversity Net Gain (BNG)	£1,018 per dwelling – greenfield scenario only and £243 per dwelling for brownfield scenarios	<p>We have relied upon the calculation set out in the Biodiversity Net Gain and Local Nature Recovery Strategies, 2019. In reality, the BNG costs will depend upon a range of factors including the biodiversity that already exists on the site and the potential for net gain which is entirely sites specific.</p> <p>Note that RAMS payments would cover mitigation costs for European protected sites.</p>
Management costs	50% turnover	For the new build and conversion, holiday let appraisals.
Occupancy	60%	Evidence from Visit England, England Occupancy Survey
Timescales	12 months	12 month build period assumed for all typologies

Source: AspinallVerdi

Benchmark Land Value for Holiday Accommodation

- 6.11 In our generic residential viability testing we have assumed a brownfield land value of £210,000 per gross hectare (£85,000 per gross acre) and greenfield at £247,000 per gross hectare (£100,000 per gross acre). We agree that the greenfield land value for generic residential should be used in the higher value zone, because landowners in this area would likely need strong incentive to release land for holiday use development.
- 6.12 However, we believe that greenfield land values in the rest of the District should be treated differently. Note that that benchmark land value used in the generic residential testing has been set on the premise that a landowner must receive a reasonable incentive to bring forward the land for general needs housing development, and not the premium that would be required to release land for any speculative holiday uses.
- 6.13 It is unlikely that holiday use sites would be allocated for general needs residential development. It follows that there would be reduced development prospects for these sites beyond speculative

holiday uses. A landowner would therefore be willing to receive a sum lower than our BLV established for general needs housing. To reflect this, we have chosen to adopt a greenfield land value with a lower multiplier, say 7x in this instance, resulting in a BLV of £191,870 per gross hectare (£70,000 per gross acre). We have applied this in our testing of the rest of the District.

- 6.14 Whilst we have used a lower greenfield land value in the rest of the District, we have not changed the brownfield land value. This is because such sites are likely to be located in existing built-up areas and may otherwise be allocated for general needs residential development, hence no differential in the land value treatment that has been used in the generic brownfield residential testing.

Viability testing results – Holiday Accommodation

- 6.15 We set out below the results of our holiday accommodation appraisals.

New build flats

- 6.16 Our viability testing results are set out in Appendix 7. The results of our testing show that new build flats on greenfield sites for holiday lets are viable with the adopted policy asks. In addition, there is scope for a CIL charge up to £120 psm (maximum – excluding any buffer).
- 6.17 New build flats on brownfield sites are viable with the adopted policy asks. In addition, there is scope for a CIL charge up to £60 psm (maximum – excluding any buffer).

Barn conversions

- 6.18 Our viability testing results are set out in Appendix 7. The results of our testing show that new barn conversions on greenfield sites for holiday lets are viable, there is scope for a CIL charge up to £50 psm (maximum – excluding any buffer) with the adopted policy asks.
- 6.19 In addition, barn conversion development on brownfield sites is marginally viable with the adopted policy asks, there is scope for a CIL charge up to £10 psm (maximum – excluding any buffer).

Holiday lodges – higher value zone

- 6.20 Our viability testing results are set out in Appendix 7. The results of our testing show that holiday lodge development in the higher value zone is viable with the adopted policy asks. In addition, there is scope for a CIL charge up to £325 psm (maximum – excluding any buffer).

Holiday lodges – rest of District

- 6.15 Our viability testing results are set out in Appendix 7. The results of our testing show that holiday lodge development in the rest of the District value zones is marginally viable, and there is scope for a CIL charge up to £20 psm (maximum – excluding any buffer).

7 Specialist Residential Accommodation Testing

- 7.1 We have tested three types of specialist residential accommodation; sheltered housing, extra care housing and registered care (nursing/residential care homes).
- 7.2 The Ipswich and Waveney Strategic Housing Market Assessment Volume 2 (September 2017) (SHMA) assessment for Suffolk Coastal includes an assessment of the needs for specialist accommodation for older people (sheltered housing, enhanced sheltered housing and extra care housing) and identifies a need for a total of 1,287 units by 2036. This SHMA also identifies a need for a further 1,118 spaces in Registered Care (nursing and residential care homes) over the plan period. As for Waveney, the SHMA identifies a need for 1,197 additional units over the plan period, and an additional 905 spaces in Registered Care.

Specialist Accommodation for Older People typologies

- 7.3 We have tested the typologies set out in Table 7.1 for sheltered and extra care housing, and nursing/residential care homes. The specialist accommodation we have tested are defined in the Housing for Older and Disabled People PPG⁹⁵, as:

“Age-restricted general market housing: *This type of housing is generally for people aged 55 and over and the active elderly. It may include some shared amenities such as communal gardens, but does not include support or care services.*

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.*

Residential care homes and nursing homes: *These have individual rooms within a residential building and provide a high level of care meeting all activities of daily living. They do not usually*

⁹⁵ MHCLG, 26 June 2019, PPG, Paragraph: 010 Reference ID: 63-010-20190626

include support services for independent living. This type of housing can also include dementia care homes.”

- 7.4 For the purposes of our testing, “age-restricted general market housing” and “retirement living or sheltered housing” are a very similar physical product. The PPG descriptions are very closely aligned. The main difference between the two are the provision of 24-hour on-site assistance (alarm) and a warden or house manager.
- 7.5 The age-restricted general market housing is effectively a flatted typology. We do not consider that the ‘age-restriction’ has a negative impact on viability. Indeed, it is likely to generate a premium over open market flats as part of a new retirement community with housing equity from downsizing. The ‘retirement living or sheltered housing’ PPG definition is more recognisably retirement housing (e.g. a ‘McCarthy & Stone’ or ‘Churchills Retirement Living’ typology) and we have explicitly tested this model. This includes lower net-to-gross floor areas than general needs housing due to the communal facilities.
- 7.6 The SHMA 2017 uses different definitions which predate the PPG. The SHMA refers to:
- Sheltered housing - A collection of self-contained units of accommodation (usual bedsits within a communal block), which have on-site warden support (usually daytime only with on call service at night) and communal social areas and activities.
 - Enhanced sheltered housing - A similar provision in type to sheltered accommodation, but with enhanced provision for personal care of frailer older people. On-site support is usually provided on a 24 hour rather than day-time only basis.
 - Extra care housing - An enhanced sheltered housing setting with a focus on the extra care needs of people often focused on addressing the needs of people with dementia.
- 7.7 As can be seen from the above the SHMA definition of ‘sheltered housing’ includes a level of care/support which is not suggested in the PPG definition of ‘age-restricted general market housing’ and this is a hybrid between age-restricted and PPG retirement living / sheltered housing’. In reality the distinction between age-restricted general market housing and retirement living or sheltered housing is very blurred. For this reason, we have only appraised sheltered housing and not age-restricted housing (with no care and no communal facilities). Age restricted accommodation without any additional facilities would be classed as C3 general needs accommodation and has therefore been tested as part of our generic residential appraisals.
- 7.8 Furthermore, we have explicitly modelled ‘extra-care housing’ which includes even lower net-to-gross and larger unit size assumptions (to accommodate accessibility requirements etc).
- 7.9 We have reviewed the recent care home planning approvals across East Suffolk. This insight allowed us to analyse the local market for residential care homes and nursing homes. These have individual rooms within a residential building and provide a high level of care meeting all

activities of daily living. They do not usually include support services for independent living. This type of housing can also include dementia care homes.

- 7.10 Schemes are coming forward on both brownfield and greenfield sites, however brownfield sites have a larger implication on viability due to land value and site remediation costs. Typical capacity of the sites within these approvals is between 50-80 beds. If care home schemes come forward as part of mixed development, these are typically sold off to a specialist developer to build out.
- 7.11 On this basis, we have tested the viability of a sheltered housing, extra care housing and a stand-alone care home unit under brownfield and greenfield scenarios.

Table 7.1 Specialist residential accommodation – typologies

Scenario	No. of units	Development density per net ha	Dwelling mix	Internal gross to net
Sheltered Housing	50	Greenfield: 80 Brownfield: 100	40% 1-Bed & 60% 2-Bed	75%
Extra Care Housing	50	Greenfield: 100 Brownfield: 120	40% 1-Bed & 60% 2-Bed	70%
Nursing/residential care home	60	3,500 sqm	Single en-suite	50%

Source: AspinallVerdi (2020)

Specialist Accommodation for Older People Value assumptions

- 7.12 We set out below our value assumptions.

Sheltered accommodation and extra care housing value assumptions

- 7.13 We have used the following values set in Table 7.2 in our appraisals for sheltered and extra care housing.

Table 7.2 Sheltered and extra care accommodation value assumptions

Scenario	Value zone	Unit type	Unit size (sqm)	Value	Price psm	Source
Sheltered housing	Lower	1 bed	55	£138,000	£2,509	Market Report
Sheltered housing	Lower	2 bed	70	£161,000	£2,300	Market Report
Sheltered housing	Mid lower	1 bed	55	£172,500	£3,136	Market Report
Sheltered housing	Mid lower	2 bed	70	£189,750	£2,711	Market Report
Sheltered housing	Mid	1 bed	55	£184,000	£3,345	Market Report
Sheltered housing	Mid	2 bed	70	£201,250	£2,875	Market Report
Sheltered housing	Mid higher	1 bed	55	£207,000	£3,764	Market Report
Sheltered housing	Mid higher	2 bed	70	£230,000	£3,286	Market Report
Sheltered housing	Higher	1 bed	55	£230,000	£4,182	Market Report
Sheltered housing	Higher	2 bed	70	£281,750	£4,025	Market Report
Extra Care housing	All	1 bed	60	£225,000	£3,750	Market Report
Extra Care housing	All	2 bed	75	£250,000	£3,333	Market Report

Source: AspinallVerdi, 2021

Residential care home value assumptions

7.14 We have used the value inputs as set out in Table 7.3 for our testing of a nursing/residential care home. The values are based on our Market Report in Appendix 2.

Table 7.3 Nursing/residential care home value assumptions

Element	Input	Comment
Resident's fees per room per week (25 sqm single room en- suite)	£1,100	Based on comparable evidence in Market Report
Resident's fees per annum	£57,200	
Management & maintenance costs	60% of fees	Based on Adult Social Care Activity and Finance Report, England 2018-19
Net resident fees	£22,880	
Net initial yield	6.50%	The yield based on Knight Frank Healthcare Capital Markets 2020 and Savills UK Healthcare Real Estate Q1 2020
Rent-free for the build-up of income	30	Months – to reflect the time taken for a scheme to build up to full occupancy
Occupancy	88%	Based on Knight Frank Care Homes Trading Performance Review - 2020

Source: AspinallVerdi, 2021

Build cost assumptions – specialist residential accommodation

7.15 The majority of the cost assumption used in our specialist residential testing are the same as the market residential. Where costs differ, these are set out in Table 7.4.

7.16 These uses were not tested in our previous studies in the area so no comparison has been made.

Table 7.4 Specialist accommodation costs assumptions

Element	Cost	Source
Build costs - care homes	£1,753 psm	BCIS median build costs for care homes for the elderly re-based for 10-years to Suffolk, details contained in Appendix 4. Due to small sample sizes, we have rebased the costs to Suffolk as a whole, to ensure that build costs are accurate. We believe this is a conservative approach.
Build costs – Sheltered accommodation	£1,306 psm	BCIS build costs for flats, as per generic residential typologies.
Build costs – Extra care	+ 4%, therefore £1,358 psm	As above +4%. Based on Retirement Housing Group Viability Base Data evidence ⁹⁶ .
Externals (all types)	15% of BCIS build costs	As per residential testing.
Marketing	5% market value	Comparable scheme analysis shows higher costs over 'general needs market housing'. Cost allowance assumed still in line with the Harman report (p.35) but at higher end.
M4(2) housing requirements	£0 per dwelling	Sheltered and extra-care accommodation will by its very nature be built to accommodate the particular needs of their (typically elderly) residents, and so an allowance for M4(2) costs does not need to be made.
RAMS contribution	£321.22 per dwelling	The RAMS contribution is set at £121.89 per dwelling within Zone A and £321.22 per dwelling within Zone B. The bulk of development tested is within Zone B. There is a small proportion of the Land in Zone A at the

⁹⁶ RHG Retirement Housing Group, Retirement Housing Viability Base Data (April 2013) / Briefing Paper for CIL Practitioners Retirement Housing and the Community Infrastructure Levy (June 2013) by Churchill Retirement Living and McCarthy and Stone

Element	Cost	Source
Purchasers costs (Nursing/residential care home only)	5.76% of GDV	£121.89 per dwelling tariff. These scenarios are represented in the sensitivity analysis. ⁹⁷
		This cost assumption was used in the Suffolk Coastal study where development triggers “Recreational Avoidance Mitigation Contribution”.
		This was not incorporated into the Waveney study; however, the Recreational Disturbance Avoidance and Mitigation Strategy (RAMS) zone of influence includes the former Waveney District and Waveney policy WLP8.34 bears influence to the protection of these sites.
		Therefore, we have used this mitigation cost in our updated cost assumptions, most of the sites proposed fall into Zone B.
		East Suffolk Council have advised this cost is not applicable to care homes and we have not included it in our care home testing.
Gross to net	75%	Sheltered housing
Gross to net	70%	Extra care housing
Gross to net	50%	Care homes

Source: AspinallVerdi, 2021

⁹⁷ East Suffolk ArcGIS Web Application 2021, Recreational Disturbance Avoidance and Mitigation Strategy (RAMS)

Timescales

7.17 Table 8.6 sets out the timescales used in the appraisals.

Table 7.5 Comparison retail scenarios timescales

Scenario	Lead in period	Development period	Sales period
Sheltered Housing	6 months	18 months	18 months (on practical completion)
Extra Care Housing	6 months	18 months	18 months (on practical completion)
Nursing/residential care home	6 months	24 months	Investment sold on practical completion. But a 30-month rent free included to account for occupancy 'build up period'

Source: AspinallVerdi, 2020

Benchmark Land Value for Specialist Housing for Older People

7.18 In our viability testing we have assumed a brownfield land value of £100,000 per net acre (£247,000 per net hectare) and a greenfield land value of £80,000 per net acre (£197,680 per net hectare) and greenfield at £100,000 per net acre.

Viability testing results – Specialist Housing for Older People

7.19 We set out below a summary of our viability findings, appraisal for the greenfield residential scenarios is contained in Appendix 8.

Sheltered housing - higher value - greenfield sites

7.20 Sheltered housing development in the higher value zone on greenfield sites is viable with 35% affordable housing and adopted policy asks. In addition, there is scope for a CIL up to £120 psm (maximum – excluding any buffer).

Sheltered housing - higher value - brownfield sites

7.21 Sheltered housing development in the higher value zone on brownfield sites is viable with 35% affordable housing and adopted policy asks. In addition, there is scope for a CIL up to £100 psm (maximum – excluding any buffer).

Sheltered housing – mid higher, mid, mid lower and lower value zones

- 7.22 Sheltered housing development in the mid higher, mid, mid lower and lower values is unviable on both greenfield and brownfield sites. These typologies are **not viable** with any affordable housing contribution. Sales values in this area are low and build costs create viability difficulty.

Extra care housing

- 7.23 Extra care housing development is unviable on both greenfield and brownfield sites in all value zones. These typologies are **not viable** with any affordable housing contribution. This is primarily driven by increased build costs and a lower gross to net.

Care homes

- 7.24 Our testing of the greenfield care home scenarios show that development is viable, there is scope for a CIL up to £155 psm (maximum – excluding any buffer).
- 7.25 Our testing of the brownfield care home scenarios show that development is viable, there is scope for a CIL up to £105 psm (maximum – excluding any buffer).
- 7.26 Care homes are valued on a trading basis and therefore have unique characteristics in terms of income and expenditure profiles and capitalisation yield assumptions. This depends on the operator model and the appraisal model should be treated with some caution.

8 Retail Viability Testing

- 8.1 Policy “SCLP3.1: Strategy for Growth in Suffolk Coastal District” identifies the following requirements for new retail floorspace over the plan period:
- 4,100 - 5,000 sqm floorspace for convenience retail and
 - 7,700 - 13,100 sqm floorspace for comparison retail
- 8.2 In the Waveney District, Policy “WLP1.1: Scale and Location of Growth” identifies the following requirements for new retail floorspace over the plan period:
- 2,200 sqm floorspace for convenience retail (food) and
 - 11,000 sqm floorspace for comparison retail.
- 8.3 The Town and Country Planning (Use Classes) (Amendment) (England) Regulations 2020 which came into effect on 1 September 2020 creates a much broader Class E (commercial, business and service) and replaces a number of other use classes such as A1, A2, B1(a) and B1(C). The changes in the use class order does not prohibit the ability to charge CIL on different uses as long as the use is not tied to *‘the classes of development in the Town and Country Planning Act (Use Classes) Order 1987 (as amended)’*.⁹⁸

Convenience retail typologies

- 8.4 Rents achievable on convenience retail units are not as location sensitive compared to residential uses so we would not expect to see a great deal of rent variation across the area. Therefore, there is no justification to vary the testing by values. In determining scenarios, we have had regard to current occupier requirements:
- Tesco typically only seek sites for their express format i.e. circa 200 sqm in main urban areas
 - Waitrose stores tend to vary greatly in their format, dependent on the location and size of the site with examples in their portfolio of between 230 – 5,200 sqm
 - Aldi and Lidl:
 - Prominent sites in town, District, edge of centre or out of town locations
 - Unit sizes flexible on design and scale between 1,300 and 2,500 sqm
 - 0.53 – 0.65 hectares plus for standalone units or up to 1.6 hectares for mixed-use sites.

⁹⁸ MHCLG, Revision 16 November 2020, PPG, Paragraph: 201 Reference ID: 25-201-20201116

- Iceland's requirements for this format is 930 – 1,400 sqm size units located on out-of-town retail parks.
- 8.5 Based on current occupier requirements and planned growth for convenience retail in the District, we have tested the following typologies:
- Express – 350 sqm, with 20% site coverage / gross to net 90%
 - Budget - 2,000 sqm, with 35% site coverage / gross to net 85%
- 8.6 We have run scenarios on both brownfield and greenfield sites. Brownfield sites would be windfall sites and greenfield sites would form part of the planned development in the garden neighbourhoods in South Saxmundham and North Felixstowe as well as Kirkley Waterfront and Sustainable Urban Neighbourhood, Former Battery Green Car Park, North of Lowestoft Garden Village, Land South of the Street Carlton Colville and Beccles and Worlingham Garden Neighbourhood.

Convenience Retail Value assumptions

- 8.7 We have used the values set in Table 8.1 in our appraisals for convenience retail.

Table 8.1 Convenience retail value assumptions

Scenario	GIA sq m	Rent psf	Rent free	Yield	Source
Express	350	£15.50	6 months	5.0%	Market Report contained in Appendix 2
Budget	2,000	£15.00	6 months	4.75%	Ditto

Source: AspinallVerdi

Cost assumptions (convenience retail)

- 8.8 Table 8.2 sets out the cost assumptions used in our appraisals for convenience retail. Again, we have outlined the previous assumptions that were used in the Suffolk Coastal and Waveney studies. We have assumed that development will come forward on brownfield sites and greenfield sites as part of garden neighbourhoods.

Table 8.2 Previous appraisal and proposed convenience retail build cost inputs

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
Build cost	£1,390 psm	£1,424 psm	£1,368 psm	BCIS median build costs supermarkets, re-based for Suffolk Coastal details contained in Appendix 4. As shown in Appendix 4 supermarket build costs have now changed since the previous studies. Suffolk Coastal builds costs are currently higher than Waveney. In this study we have taken a conservative approach and used the higher figure in our analysis.
External works for services and infrastructure	15% of BCIS build costs	15% of BCIS build costs	15% of BCIS build costs	External works will vary, depending on site requirements. Industry norms and other schemes coming forward in the District.
Site abnormalities	£110,000 per net developable acre (if brownfield)	£110,000 £ per net developable acre (if brownfield)	£110,000 £ per net developable acre (if brownfield)	Site abnormalities will vary significantly from site to site. We have assumed our allowance includes the cost for demolition and remediation. We have had regard to HCA (now Homes England) guidance on dereliction, demolition and remediation costs March 2015, along with comparable and other schemes coming forward in the District. Any site-specific costs which are greater than that assumed in this study will need to be reflected in a reduced land value.
Professional fees	8% of BCIS build cost	8% of BCIS build costs	8% of BCIS build cost	Typically ranges between 8% - 12%, based on industry norms and other schemes coming forward. Any higher professional fees will be reflected in a reduced land value.

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
Contingency	5% of all construction costs	5% of all construction costs	5% of all construction costs	Typically ranges between 3% - 5%, based on industry norms and other schemes coming forward
Community Infrastructure Levy	Treated as viability output	Appraisal output	Treated as viability output	
S106 costs	Treated as viability output	Appraisal output	Treated as viability output	Council can assess whether infrastructure to be delivered through S106 if not CIL.
Letting Agents Costs	10.0%	10.0%	10.0%	Based on industry norms and other schemes coming forward on the District.
Letting Legal Costs	5.0%	5.0%	5.0%	Ditto
Investment Sale Agents Costs	1.0%	1.0%	1.0%	Ditto
Marketing and Promotion	1.0%	1.0%	1.0%	Ditto
Profit	20.0% on GDV	20.0% on GDV	20.0% on GDV	'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. Alternative figures may also be appropriate for different development types.' ⁹⁹

⁹⁹ MHCLG, 24 July 2018, PPG, Paragraph: 018 Reference ID: 10-018-20180724

Cost Element	Suffolk Coastal Study Dec 18	Waveney Study Mar 18	CIL viability testing June 21	Comment
				Some commercial developers operate on the basis of profit on cost and therefore this margin provides an additional level of buffer or contingency/margin.
Interest	6.25%	6.5%	6.5%	Industry norms and other schemes coming forward in the District. Interest rates used were 0.25% lower in the Suffolk Coastal study, we use the higher interest rate in the updated cost assumptions.
SDLT on land value	5.0%	5.0%	Up to £150,000 - 0% £150,001 to £250,000 – 2% Over £250,000 – 5%	Based on HMRC rates for non-residential and mixed land and property. ¹⁰⁰
Agents fee on land value	1.0%	1.0%	1.0%	Industry norms and other schemes coming forward in the District.
Legal fee on land value	0.5%	0.5%	0.5%	Ditto

Source: AspinallVerdi

¹⁰⁰ <https://www.gov.uk/stamp-duty-land-tax/nonresidential-and-mixed-rates>

Timescales

8.9 Table 8.3 sets out the timescales used in the convenience retail testing appraisals.

Table 8.3 Convenience retail scenarios timescales

Scenario	GIA sqm	Lead in period	Development period
Express	350	6 months	9 months
Budget	2,000	6 months	9 months

Source: AspinallVerdi

Benchmark Land Value – convenience retail

8.10 In our viability testing we have assumed the following land values:

- Brownfield £210,000 per net hectare (£85,000 per net acre).
- Greenfield £247,000 per net hectare (£100,000 per net acre).

Viability testing results – convenience retail

8.11 Our viability testing results for convenience retail are set out in Appendix 9.

8.12 Our testing shows that budget format stores are viable on both greenfield and brownfield sites. On greenfield sites there is scope for a £220 psm CIL charge and on brownfield sites a £110 psm CIL charge.

8.13 Express greenfield sites are viable with a CIL surplus of up to £170 psm and brownfield sites in this format are viable with a CIL surplus of up to £100 psm.

Comparison retail typologies

8.14 As set out in our Market Report in Appendix 2, the comparison retail market is in a state of flux with currently limited new store requirement to base our viability testing. We have appraised two scenarios as follows to represent local/regional retailer and national retailer:

- Smaller format – 500 sqm / 90% net to gross
- Larger format – 1,000 sqm / 85% net to gross

8.15 In both scenarios we have assumed a 40% site coverage.

Comparison Retail Value assumptions

8.16 Table 8.4 sets out the value assumptions used in our appraisal for comparison retail.

Table 8.4 Comparison retail value assumptions

Scenario	GIA sqm	Rent psf	Yield	Rent Free	Source
Smaller format	500	£20.00	10%	12 months	Market Report contained in Appendix 2
Larger format	1,000	£18.00	10%	12 months	Ditto

Source: AspinallVerdi

Cost assumptions (comparison retail)

8.17 The majority of the cost assumption used in the comparison retail are the same as the convenience retail. Where costs differ, these are set out in Table 8.5. We also outline the costs used in the previous studies.

Table 8.5 Comparison retail costs assumptions

Element	Suffolk Coastal Study	Waveney Study	CIL viability testing 2021	Source
Build costs	£1,048 psm	£731 psm	£1,121 psm	BCIS median build costs shops re-based for Suffolk Coastal, details contained in Appendix 4. Again, Suffolk Coastal build costs are currently higher than Waveney. In this study we have taken a conservative approach and used the higher figure in our analysis.

Source: AspinallVerdi

Timescales

8.18 Table 8.6 sets out the timescales used in the comparison retail testing appraisals.

Table 8.6 Comparison retail scenarios timescales

Scenario	GIA sqm	Lead in period	Development period
Smaller format	500	6 months	9 months
Larger format	1,000	6 months	9 months

Source: AspinallVerdi

Benchmark Land Value – comparison retail

- 8.19 In our viability testing we have assumed a brownfield land value of £85,000 per net acre.
- 8.20 This represents older obsolete brownfield land as the 'best-case' scenario for testing. Clearly, brownfield comparison retail land in the urban centres and on high streets will be significantly more valuable (in its existing use).

Viability testing results – comparison retail

- 8.21 Our viability testing results for comparison retail are set out in Appendix 9. Our results show that comparison retail is considerably unviable across the board and there is no scope for a CIL charge.

9 Employment Viability Testing

- 9.1 Policy “SCLP3.1: Strategy for Growth” in the Suffolk Coastal Local Plan identifies the need for 11.7 hectares of land for employment uses to deliver at least 6,500 jobs. Policy SCLP4.2: “New employment development” identifies the following new employment areas:
- SCLP12.3 North Felixstowe Garden Neighbourhood (as part of master-planned approach)
 - SCLP12.29 South Saxmundham Garden Neighbourhood (as part of master-planned approach)
 - Growth in the A12 and A14 corridors
 - New employment allocations around key transport corridors.
- 9.2 Policy “WLP1.1: Scale and Location of Growth” in the Waveney Local Plan identifies the need for 43 hectares of land for employment uses to deliver at least 5,000 jobs. There is no policy specifically identifying the employment sites specifically in the former Waveney District, however Policy WLP1.1 outlines the percentage split of the employment development.
- 9.3 The areas of distribution for employment is as follows:
- 60% - Lowestoft (including Carlton Colville, Oulton, Oulton Broad, and the parts of Gisleham and Corton bordering the built-up area)
 - 25% - Beccles
 - 15% - other towns and rural areas.
- 9.4 The areas of distribution for retail and leisure is as follows:
- 60% - 70% Lowestoft Town Centre
 - 15% Beccles.
- 9.5 To reflect the planned employment growth, we have tested both office and industrial development. As explained above, testing by different uses for CIL is permissible as long as no specific reference is made to the previous use class order.

Office typology

- 9.6 As with retail, there is little variation in value for office space across the District. We have tested a single scenario as follows:
- Office – 425 sqm NIA / 500 sqm GIA – gross to net 85%
 - Site coverage – 40%

Office Value assumptions

9.7 Table 9.1 sets out the value assumptions used in our appraisal for office development.

Table 9.1 Office value assumptions

GIA sqm	Rent psf	Yield	Rent Free	Source
500	£14	8%	12	Market Report contained in Appendix 2

Source: AspinallVerdi

Cost assumptions - Office

9.8 We have assumed that office development will share many of the same costs as retail development (see Table 8.1). Where they differ, these are set out in Table 9.2. Based on Policy SCLP4.2 we have assumed that development will come forward on greenfield sites, therefore we make no allowance for site clearance and demolition.

9.9 Although Policy WLP1.1 specifies the areas for employment growth, it is unclear whether these are greenfield or brownfield sites. We will test for greenfield only on this basis, as brownfield sites will share higher sites clearance costs which may render developments less viable. Testing greenfield sites will present the most viable options.

Table 9.2 Office costs assumptions

Cost Element	Suffolk Coastal Study	Waveney Study	CIL viability testing 2021	Source
Build costs	£1,673 psm	£1,577 psm	£1,689 psm	BCIS median build costs for offices re-based for 5 years for Suffolk Coastal, details contained in Appendix 4. Again, Suffolk Coastal build costs are currently higher than Waveney. In this study we have taken a conservative approach and used the higher figure in our analysis.

Timescales

9.10 Table 9.3 sets out the timescales used in the office development testing appraisals.

Table 9.3 Office development timescales

Scenario	GIA sqm	Lead in period	Development period
Office	500	6 months	12 months

Source: AspinallVerdi (2020)

Benchmark Land Value - office

9.11 In our assessment we have used a greenfield land value of £100,000 per net acre.

Viability testing results - office

9.12 Our viability testing results for office development is set out in Appendix 10.

9.13 Our results show that new office development is considerably unviable in the District (based upon our generic value and cost assumptions herein) and there is no scope for a CIL charge.

9.14 Our sensitivity analysis confirms that an increase in scheme Gross Development Value (GDV) coupled with a fall in build costs still does not result in a viable scenario. Clearly some office development will be delivered within the District, but this will be subject to site specific assumptions in respect of land value, site abnormal costs and infrastructure and value assumptions (e.g. pre-let, institutional fundable lease, covenant strength etc.). All these factors will have an impact on the deliverability of office schemes in the District.

Industrial typology

9.15 As with retail and offices, there is little variation in value for industrial space across the District, we have therefore tested a single scenario as follows:

- Industrial – 1,000 sqm GIA – as a single building or subdivided
- Site coverage – 40%.

Industrial Value assumptions

9.16 Table 9.4 sets out the value assumptions used in our appraisal for industrial uses.

Table 9.4 Industrial value assumptions

GIA sqm	Rent psf	Yield	Rent Free	Source
1,000	£8.00	6%	12	Market Report contained in Appendix 2

Source: AspinallVerdi

Cost assumptions - industrial

- 9.17 Again, we have assumed that industrial development will share many of the same costs as retail development (see Table 8.1). Where costs differ, these are set out in Table 9.5. Again, based on Policy SCLP4.2 and Policy WLP1.1, we have assumed that development will come forward on greenfield sites, therefore we make no allowance for site clearance and demolition. Since the Suffolk Coastal and the Waveney studies, build costs for this type of development has now fallen, hence the lower figure that we will be incorporating into this study.

Table 9.5 Industrial build costs assumptions

Element	Suffolk Coastal Study	Waveney Study	CIL viability testing 2021	Source
Build costs	£876 psm	£991 psm	£731 psm	BCIS median build costs for warehouses/store re-based for Suffolk Coastal with a 10-year sample, details contained in Appendix 4. Again, Suffolk Coastal build costs are currently higher than Waveney. In this study we have reviewed the BCIS build costs and have taken a conservative approach and used build costs for warehouses/store re-based for Suffolk Coastal for a default period, higher than those in Waveney.

Source: AspinallVerdi

Timescales

9.18 Table 9.6 sets out the timescales used in the industrial testing appraisals.

Table 9.6 Industrial scenarios timescales

Scenario	GIA sq m	Lead in period	Development period
Industrial	1,000	6 months	12 months

Source: AspinallVerdi

Benchmark Land Value - industrial

9.19 In our assessment we have used a greenfield land value of £100,000 per net acre.

Viability testing results - industrial

9.20 Our viability testing results for industrial development is set out in Appendix 10.

9.21 Our results show that industrial development is currently unviable in the District and there is no scope for a CIL charge. Our sensitivity analysis confirms that there would need to be an increase in at least 115% in Gross Development Value (GDV), or a fall in build costs to 85% to result in a viable scenario.

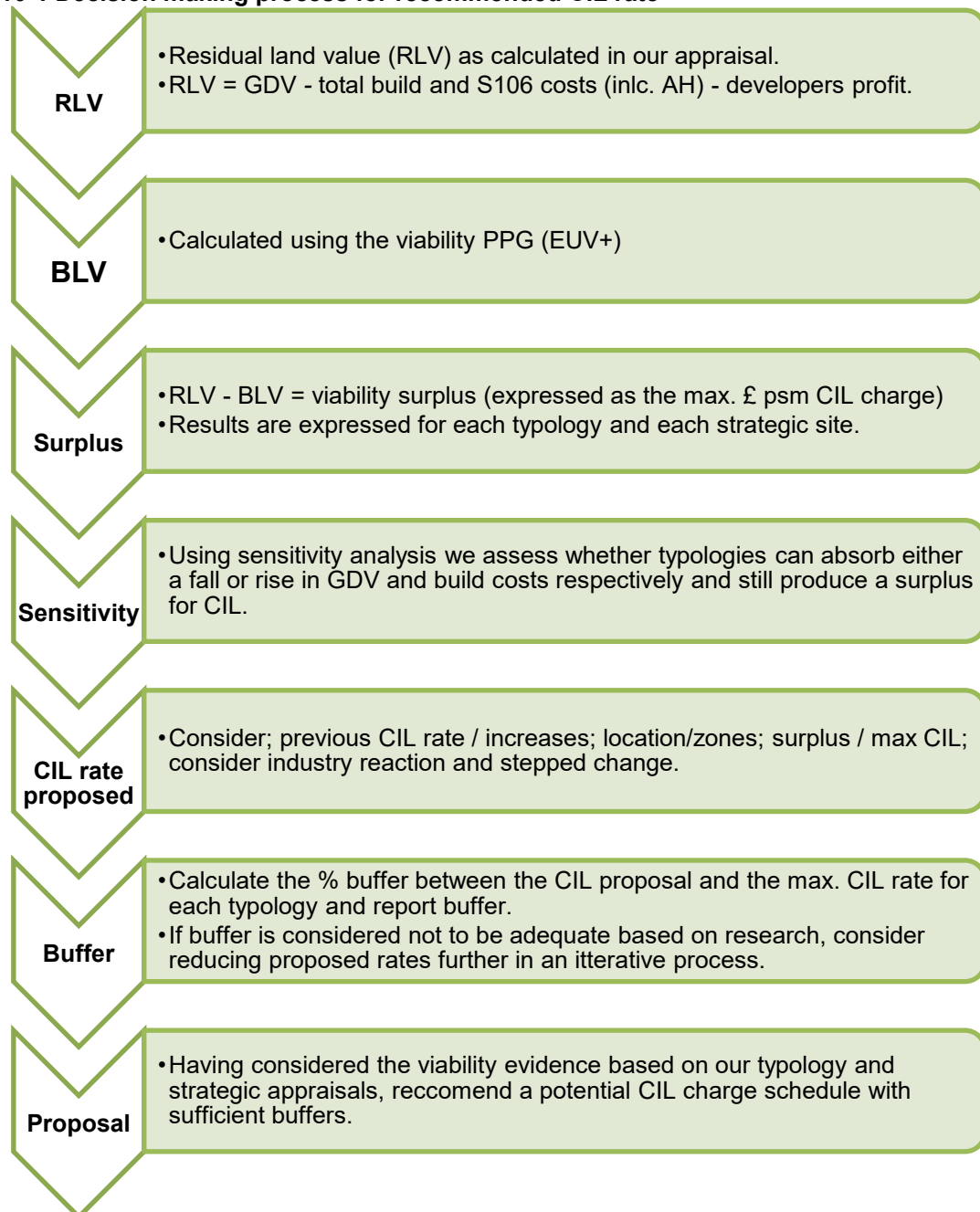
9.22 As with office development, some commercial and industrial development will be delivered within the District, but this will be subject to site specific assumptions in respect of land value, site abnormal costs and infrastructure and value assumptions (e.g. pre-let, institutional fundable lease, covenant strength etc.). All these factors will have an impact on the deliverability of industrial schemes in the District. This variation in scheme economics makes it very difficult to justify a meaningful CIL rate that would capture grade A / Prime development without undermining the deliverability of stock in secondary locations and / or without the benefit of pre-lets etc.

10 Recommendations - Setting of CIL Rates

Approach to CIL rate setting

10.1 Our decision-making process in Figure 10-1 explains how we have arrived at our proposed CIL charge schedules.

Figure 10-1 Decision making process for recommended CIL rate



Source: AspinallVerdi

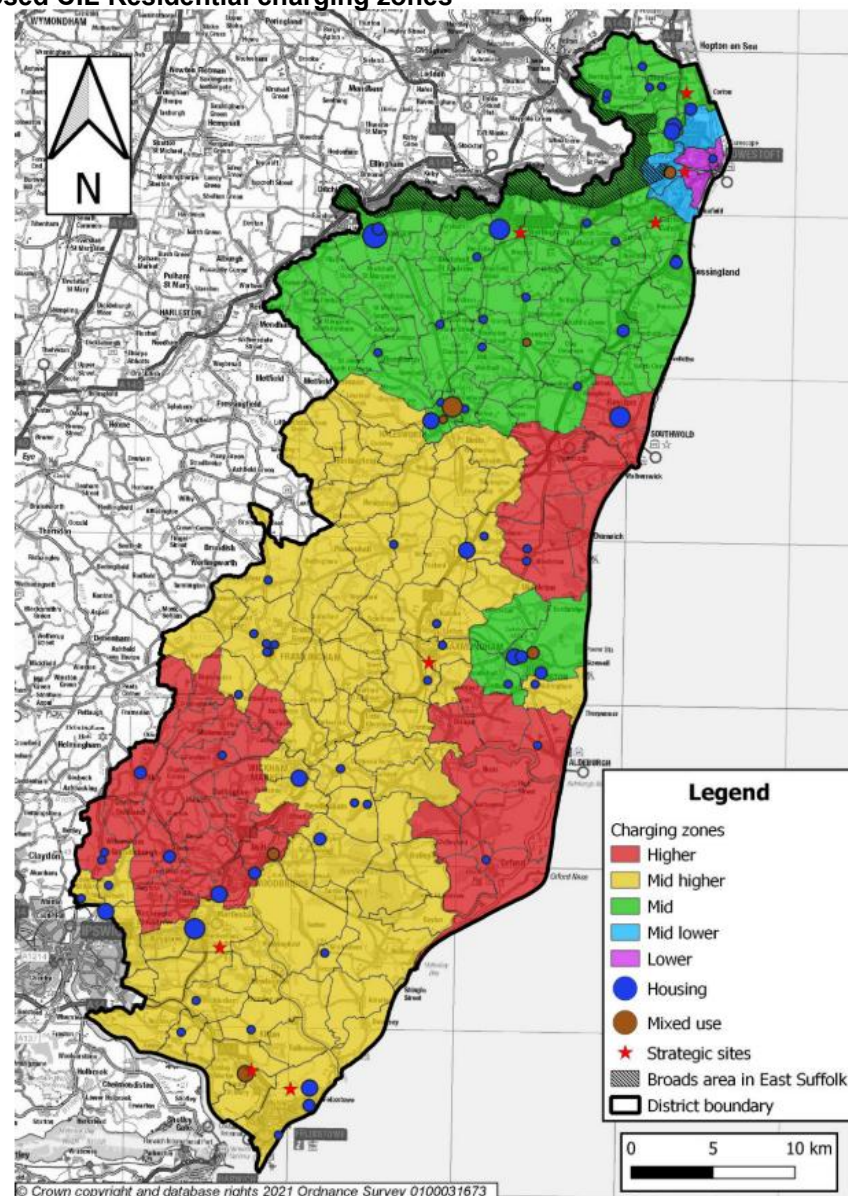
- 10.2 Setting a CIL rate and determining a buffer does not have an exact formula and a judgment needs to be formed. The PPG states that the, *'proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence.'* *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.*
- 10.3 To inform our judgement on suitable CIL rates and viability buffers we have had regard to:
- Review of existing CIL rates.
 - The pattern of the proposed development and the variable surpluses are shown in the viability results generated by the different scenarios tested.
 - Iterations of potential CIL rates that consider:
 - Using our sensitivity tables to consider whether the proposed CIL rates can absorb a drop in GDV or increase in build costs to take into account an economic crash or downturn which may negatively impact viability. The recommended CIL rate mustn't be at the margins of viability, as per the PPG.
 - Buffers of around 30% in line with research²⁶
 - Cross-reference to other charging schedules. We have recognised these adopted schedules and in particular their highest CIL charge levels. To assess the reasonableness of our recommendations for the highest value zone, we have taken account of these levels as a guided range in conjunction with our results, namely:
 - Chichester with the highest C3 charge of £200 psm, adopted in 2016
 - Cornwall with the highest C3 charge of £400 psm, adopted in 2018
 - Waverley with the highest C3 charge of £452 psm, adopted in 2018
- 10.4 There are multiple considerations when setting a proposed CIL, as set out above.
- 10.5 In our judgement, the buffers presented in our results tables below are appropriate given the particular circumstances and evidence set out in this report.

- 10.6 We outline below our recommended CIL rates for the uses that we have tested in our study. Note that the results presented above generally refer to the maximum CIL / development surpluses. In the following sections, we reduce these downwards to account for an appropriate buffer.

Recommended Residential CIL Rates

- 10.7 We propose the District is divided into five charging zones as defined in Figure 10-2.

Figure 10-2 Proposed CIL Residential charging zones



Source: AspinallVerdi, East Suffolk Council, QGIS

- 10.8 In determining these value zones, we have considered sale values and the proposed pattern of development. The decisions on value zone boundaries are driven by both sales values and proposed development. A high-level decision must be made with respect to the typologies and

value zone boundaries. For example, in some geographical instances, there will be small pockets of high values but the overwhelming majority of the geographic area is lower in value. When this is the case, we ensure that the proposed pattern of development is not concentrated around this high value pocket, and then a decision is made as to choose where to draw the value zone boundaries.

- 10.9 The application of the value zone boundaries is not an exact science. Evidence from our heatmap in the Market Report may suggest a particular area is lower value. However, the decision underpinning the value zoning will account for the location of the proposed development and the sales values of new build development in this area. An example of this is Felixstowe where the heatmap shows the area to be low value compared to elsewhere in East Suffolk. It is important to consider that the data in our heatmap takes account of both new and second-hand sales data. Moreover, development is coming forward on the periphery of the town (i.e., not within the low value centre), and the sale price evidence in the marketing report shows that new build development in Felixstowe is akin to the values achieved in the mid value zone.
- 10.10 In Table 10.2 overleaf, we have outlined to what extent our recommended rates are ‘buffered’ against the range of typologies in the value zones. The majority of development typologies are buffered to a level where the sites can absorb a minimum change of 5% reduction in GDV or a 5% increase in build costs. Some scenarios are not viable with the CIL charge but we refer back to the importance of considering the scale and pattern of development coming forward. These sites have very low densities or are brownfield sites but are not reflective of the majority of development coming forward in the District.
- 10.11 Our recommended CIL rates for the above value zones are set out in the table below (including appropriate buffers).

Table 10.1 - Recommended Residential CIL Rates

Zone	Recommended CIL Rate
Higher value zone	£300 psm
Mid higher value zone	£200 psm
Mid value zone	£100 psm
Mid lower value & lower value zones	£0 psm

- 10.12 The above recommended CIL rates reflect the values, costs and land values across the various value zones. We have also taken account of the planned growth in our recommendations:

Table 10.2 Buffer analysis – generic residential typologies

Value zone	Typology	Greenfield / brownfield	Density (net dph)	Max CIL result £ psm	Affordable housing %	Recommended CIL rate £ psm	GDV sensitivity (Rounded)	Build cost sensitivity (Rounded)	Equivalent buffer % (from max)
High	22HVGLD	Greenfield	11	£765	40%	£300	-17.5%	20%	61%
High	29HVG	Greenfield	30	£920	40%	£300	-25%	25%	67%
High	145HVG	Greenfield	29	£890	40%	£300	-20%	25%	66%
High	100HVBFF	Brownfield	79	£155	40%	£300	0%	0%	-94%
Mid high	24MHVG	Greenfield	33	£500	33%	£200	-12.5%	12.5%	60%
Mid high	76MHVLD	Greenfield	19	£375	33%	£200	-8%	8%	47%
Mid high	140MHVGHD	Greenfield	44	£505	33%	£200	-13%	15%	60%
Mid high	100MHVB	Brownfield	30	£350	33%	£200	-7%	7%	43%
Mid high	300MHVB	Brownfield	41	£390	33%	£100	-10%	10%	74%
Mid	17MVGLD	Greenfield	14	£65	33%	£100	No	No	-54%
Mid	50MVG	Greenfield	25	£180	33%	£100	-4%	3%	44%
Mid	102MVG	Greenfield	31	£225	33%	£100	-6%	6%	56%
Mid	255MVG	Greenfield	23	£155	33%	£100	-3%	3%	35%
Mid	8MVB	Brownfield	39	£190	33%	£100	-4%	4%	47%

Source: AspinallVerdi

- 10.13 Table 10.2 demonstrates that there is a very healthy viability buffer in the majority of typologies. Eleven out of the fourteen typologies have a viability buffer of over 40%.
- 10.14 Only two of the typologies are unable to withstand their recommended rates, these are 100HVBFF (flatted brownfield) and 17MVGLD (low density). Across the board, there is still a healthy buffer across the majority of typologies and there is scope for further savings to be absorbed through our conservative BLV and profit assumptions (see the sensitivity analysis appended to the appraisal).
- 10.15 Our recommended CIL rate is made by reference to the greenfield typologies which are the majority of the site allocations. If our recommended CIL charge rates were 'reduced down' to the lowest brownfield site, this would lead to the failure to capture any land value uplift from the greenfield sites.
- 10.16 Some of the largest buffers are in the high value zone. We note that the highest indexed CIL charge in East Suffolk at the time of writing is approximately £225 psm. Our proposed rates are mindful of the existing charges and the importance of a stepped change for the industry to absorb.

Strategic Sites CIL Rates

- 10.17 The level of detail available to support our assumptions and inputs of the larger site testing is limited because most of the sites are still in the early stages of being brought forward. Due to the size of the development, development viability is very sensitive to small changes in the inputs used. We would therefore recommend a cautious approach is taken when setting CIL charges (i.e. a higher buffer).
- 10.18 Furthermore, the District as the billing authority will need to set out clearly in the *'infrastructure funding statement which infrastructure they intend to fund and detail the different sources of funding'*¹⁰¹. As set out previously in this report, many Local Authorities elect to zero rate strategic sites to allow flexibility for infrastructure and harm to be mitigated through S106 contributions.
- 10.19 The strategic site, Policy SCLP12.19: Brightwell Lakes, Martlesham, already has an outline permission (granted in 2018) with a signed S106 and the first reserved matters applications expected to be lodged in autumn 2021. Given that the infrastructure for the site is already secured through the signed S106, and to ensure no double counting of infrastructure provision, we recommend that the site remains zero rated for residential CIL.
- 10.20 Based on our viability assessment and buffer approach that we have set out above, we recommend the following CIL charges in Table 10.3.

¹⁰¹ MHCLG, revision 01 September 2019, PPG, Paragraph: 170 Reference ID: 25-170-20190901

- 10.21 As with the generic residential typologies we have outlined to what extent our recommended rates for the strategic sites are 'buffered' against the appraisal result, in Table 10.3. Again, the strategic sites are buffered to assess what level of changes in GDV or in build costs can be absorbed. If the sites are unable to absorb reasonable sensitivity changes, then we have recommended no CIL charge.

Table 10.3 Buffer equivalence – strategic sites

Site	Density (net dph)	Max CIL result £ psm	Affordable housing %	Recommended CIL charge £ psm	GDV sensitivity (Rounded)	Build cost sensitivity (Rounded)	Equivalent buffer % (from max)
South Saxmundham Garden Neighbourhood	24	£309	33%	£90	-10.0%	12.5%	71%
North Felixstowe Garden Neighbourhood	28	£338	33%	£100	-12.5%	15.0%	70%
Land off Howlett Way, Trimley St. Martin	42	£527	33%	£160	-17.5%	20.0%	70%
Land south of the Street, Carlton Colville	35	£301	20%	£70	-12.5%	15.0%	77%
Beccles and Worlingham Garden Neighbourhood	30	£153	30%	£40	-7.5%	7.5%	74%
North Lowestoft Garden Village	37	£208	30%	£60	-10.0%	10.0%	71%
Kirkley Waterfront	50	£0	0%	£0	n/a	n/a	0%

Source: AspinallVerdi, 2021

10.22 We have provided our rationale for each strategic site buffer and subsequent recommended CIL rate in Table 10.4.

Table 10.4 Buffer rationale – strategic sites

Site	Buffer rationale commentary
Saxmundham Garden Neighbourhood	There is a significant 71% buffer between the max CIL and the recommended rate on this site. This site has high costs and therefore a lower surplus for CIL. Therefore, the recommended CIL rate is lower than the other strategic sites in the mid-high value zones after an equivalent buffer.
North Felixstowe Garden Neighbourhood	There is a significant 70% buffer between the max CIL and the recommended rate on this site. This site includes early years and primary education costs as well as additional police funding. A 70% buffer is therefore considered appropriate.
Land off Howlett Way, Trimley St. Martin	There is a significant 70% buffer between the max CIL and the recommended rate on this site. The site is higher density and therefore the recommended CIL rate is higher, compared with Saxmundham and Felixstowe, which are in the same value zone.
Land south of the Street, Carlton Colville	There is a significant 77% buffer between the max CIL and the recommended rate on this site. This site has a higher density and lower affordable housing requirement compared to Beccles and North Lowestoft, which are in the same value zone. Therefore, this site has a higher surplus available for CIL.
Beccles and Worlingham Garden Neighbourhood	There is a significant 74% buffer between the max CIL and the recommended rate on this site. This site has the lowest surplus for CIL of all the strategic sites (save for Kirkley and the tightest sensitivity buffers (-7.5% GDV and +7.5% build cost) and therefore we recommend a CIL at a slightly higher equivalent buffer.
North Lowestoft Garden Village	There is a significant 71% buffer between the max CIL and the recommended rate on this site. This site is towards the middle of the range of the overall surplus in the mid value zone and benefits from a marginally higher density.
Kirkley Waterfront	<p>We are not recommending CIL for this site – therefore the buffer is not applicable.</p> <p>This site is not viable even at 0% affordable housing. The site is in the lowest value zone and flatted sales values are particularly low. The site is brownfield which requires higher site remediation cost and there are significant S106 contributions expected. The site is considered very unviable without external financial support (to assist with decontamination, for example).</p> <p>It is understood that the Council is continuing to work with the landowners/site promoters, Homes England and other bodies to try to find ways of delivering the site viably.</p>

Source: AspinallVerdi, 2021

- 10.23 We would recommend that the Council as the charging authority ensures that there is no double counting between site specific S106 contributions sought on the strategic sites and what is expected to be funded through CIL (in the interests of fairness). The NPPF restates the tests for planning obligations which are set out under the CIL Regulations 2010¹⁰², as follows:
- a) necessary to make the development acceptable in planning terms;
 - b) directly related to the development; and
 - c) fairly and reasonably related in scale and kind to the development.
- 10.24 It is allowable to charge CIL on strategic sites. However, site specific S106's do have to pass the NPPF 'tests' but it is up to Councils what infrastructure projects they spend their CIL on. The Council's Infrastructure Funding Statement states which kinds of infrastructure are normally expected to be funded through CIL and which through S106.

¹⁰² Set out in Regulation 122(2) of the Community Infrastructure Levy Regulations 2010

Holiday accommodation recommendations

- 10.25 Given our findings, we do not recommend imposing a CIL charge on new build, conversion/change of use holiday let or (for most of the district) holiday lodge development. Though these types of development are viable, viability is very sensitive to changes in build costs or changes in GDV and could not withstand a 5% fall in GDV or a 5% increase in build costs.
- 10.26 However, we recommend imposing a £210 psm CIL charge on holiday lodge development in the higher value zone (see Figure 6-1), this represents a 30% buffer on the £300 psm CIL result from our appraisal and the development can withstand a 5% fall in GDV or a 5% increase in build costs at this recommended rate.

Specialist accommodation for Older Persons recommendations

- 10.27 For specialist accommodation we propose the following rates:
- Sheltered housing in higher value zone – this type of development is viable with a surplus available for CIL on greenfield and brownfield sites in the higher value zone only. However, when accounting for a buffer to respond to at least a 5% fall in GDV or a 5% rise in build costs, there is no longer any surplus available to support a CIL charge. Therefore, we do not recommend a CIL charge for this type of development.
 - Extra care housing in all zones – this type of development is not viable and should be zero rated for CIL.
 - Care homes – this type of development is viable on greenfield and brownfield sites. However, when accounting for a buffer to respond to at least a 5% fall in GDV or a 5% rise in build costs, only greenfield sites remain viable with a surplus capable of a £25 psm CIL charge. Therefore, we do not recommend a CIL charge for this type of development.

Retail recommendations

- 10.28 For convenience retail, we propose a revised CIL rate of £70 psm. This is currently below the existing rates but ensures development remains viable, based on the latest market data.
- 10.29 Comparison retail is currently unviable and hence we recommend that this is zero rated for CIL.

Employment recommendations

- 10.30 Our viability testing shows that both office and industrial uses are currently unviable, and there is therefore not an opportunity to seek CIL. We recommend that these uses are zero rated for CIL.

Best Practice

- 10.31 In addition, we recommend that, in accordance with best practice, the East Suffolk CIL viability is reviewed on a regular basis to ensure that the CIL remains relevant as the property market cycle(s) change.
- 10.32 Furthermore, to facilitate the process of review, we recommend that the East Suffolk Council monitor the development appraisal parameters herein, but particularly data on land values within the area.

Appendix 1 – Policy Review

Suffolk Coastal Local Plan – Adopted 23 September 2020

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
SCLP2.1: Growth in the Ipswich Strategic Planning Area	Low	<p>The policies states that over the period 2018-2036, the Suffolk Coastal Local Plan will contribute to:</p> <ul style="list-style-type: none"> • The creation of at least 30,320 jobs through the provision of at least 44.9ha of employment land across the Ipswich Functional Economic Area. • The collective delivery of at least 37,278 dwellings across the Ipswich Housing Market Area. • Supporting the continued role of Ipswich and County Town. 	<p>We have tested a range of scenarios across different housing areas as well as strategic sites.</p>
SCLP2.2: Strategic infrastructure priorities	High	<p>The Council will work with partners in supporting and enabling the delivery of key strategic infrastructure, and in particular the timely delivery of:</p> <ul style="list-style-type: none"> • Ipswich Northern Route • A12 improvements • A14 improvements • Sustainable transport measures in Ipswich • Improved walking and cycle routes • Increased capacity on railway lines for freight and passenger traffic • Appropriate education provision to meet needs resulting from growth • Appropriate health and leisure provision to meet needs resulting from growth • Appropriate police, community safety and cohesion provision to meet needs resulting from growth 	<p>Cost considered either through site specific S.106 and/or CIL contributions through Section 123 list.</p>

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
		<ul style="list-style-type: none"> Provision of green infrastructure and Suitable Alternatives Natural Greenspace Improvements to water supply, foul sewerage and sewage treatment capacity Provision of appropriate digital telecommunications to provide mobile, broadband and radio signal for residents and businesses. 	
Policy SCLP2.3: Cross-boundary mitigation of effects on Protected Habitats	Low	Policy deals with working with other authorities to address the requirements of the Recreational Avoidance and Mitigation Strategy and implementation of mitigation measures for the benefit of the European protected sites across the Ipswich Strategic Planning Area.	Cost considered either through site specific S.106 and/or CIL contributions. We have assumed a cost of £321.22 per dwelling across the board which is a worst case scenario, see Table 5.15 of the main report.
Policy SCLP3.1: Strategy for growth in Suffolk Coastal District	Low	<p>Policy sets out the Council's growth strategy for the period between 2018 - 2036 as follows:</p> <ul style="list-style-type: none"> 11.7 ha of land for employment uses to deliver at least 6,500 jobs Between 4,100 -5,000 sq m of convenience retail floorspace and between 7,700 – 13,100 sqm of comparison retail floorspace; 582 new dwellings per annum (at least 10,476 over the period 2018 - 2036) – to be a mix and to include affordable housing; Ensuring the provision of infrastructure needed to support growth; Protecting and enhancing the quality of the historic, built and natural environment; <p>To support the growth the Council has identified the following opportunities:</p>	We have tested a range of scenarios across different housing areas as well as strategic sites.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
		<ul style="list-style-type: none"> • The delivery of new Garden Neighbourhoods at North Felixstowe and South Saxmundham; • Utilising opportunities provided by road and rail corridors, including a focus on growth in the A12 and A14 corridors; • New strategic employment allocations based around key transport corridors, including to support the Port of Felixstowe; • Strategies for market towns which seek to reflect and strengthen their roles and economies • Appropriate growth in rural areas that will help to support and sustain existing communities. 	
Policy SCLP3.2: Settlement hierarchy	Low	<p>The policy sets out the settlement hierarchy for the district. The policy explains that the development requirements for Major Centres, Market Towns, Large Villages and Small Villages will be delivered through site allocations in the Local Plan or in Neighbourhood Plans, plus through windfall development in accordance with other policies in this Local Plan.</p> <p>The development requirements in the countryside will come forward through Neighbourhood Plans and windfall sites in accordance with other policies in this Local Plan.</p>	We have tested a range of scenarios that reflect the planned growth in the area.
Policy SCLP3.3: Settlement boundaries	Low	<p>Policy sets out the settlement boundaries for the district. The policy explains that new residential, employment and town centre development will not be permitted in the countryside except where specific policies in the Local Plan or Neighbourhood Plans indicate otherwise.</p> <p>Proposals for new residential development outside of the Settlement Boundaries will be strictly controlled in</p>	We have tested a range of scenarios that reflect the planned growth in the area.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
	Low	accordance with national planning policy guidance and the strategy for the countryside.	
Policy SCLP3.4: Proposals for major energy infrastructure projects		The policy sets out the partners and policy considerations required when considering major energy infrastructure project developments.	No major energy infrastructure projects are identified in the plan therefore no specific testing has been undertaken.
Policy SCLP3.5: Infrastructure provision	High	<p>Policy sets out the partners that they will work with to deliver infrastructure to support the planned growth. The policy explains that all development will be expected to contribute towards infrastructure provision to meet the needs generated. Any off-site infrastructure will be expected to be funded through CIL. On-site infrastructure to be funded through section 106 planning obligations.</p> <p>The policy sets out the open space to be provided on residential development, in accordance with Policy SCLP8.2.</p> <p>The policy also explains that development should contribute towards education where there is inadequate capacity within local catchment.</p> <p>If there is no capacity in the water recycling centre and the wastewater network in time to serve the development, development may need to be phased to allow for improvement works.</p> <p>Regards need to be made to electricity supply network, particularly large-scale employment sites.</p> <p>All new developments must provide the most viable high-speed broadband connection.</p>	<p>The viability testing assesses the level of Section 106/CIL scheme can viably provide. On larger sites whereby, infrastructure needs are known then separate costs are included in the appraisals.</p> <p>Appraisal allows for phasing of schemes.</p> <p>Cost for broadband assumed to be covered through general external works allowance.</p>
Policy SCLP4.1: Existing employment areas	Low	Policy sets out the identified existing employment areas for the planned period.	Assumed that the majority of employment growth will come through new sites see policy below.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
Policy SCLP4.2: New employment development	Low	<p>Policy sets out the basis where new employment will be permitted if it falls outside the defined employment areas. Also, it sets out the new employment areas as follows:</p> <ul style="list-style-type: none"> • SCLP12.3 North Felixstowe Garden Neighbourhood (as part of masterplanned approach) • SCLP12.20 Land at Felixstowe Road • SCLP12.29 South Saxmundham Garden Neighbourhood (as part of masterplanned approach) • SCLP12.35 Land at Innocence Farm 	Viability testing considers B1 office and B2/B8 employment development.
Policy SCLP4.3: Expansion and intensification of employment sites	Low	Policy sets out the parameters for expansion and intensification of employment sites.	Viability testing considers B1 office and B2/B8 employment development.
Policy SCLP4.4: Protection of employment premises	Low	Policy sets out the parameters for protection of existing employment sites.	Not considered in our testing.
Policy SCLP4.5: Economic development in rural areas	Low	Policy sets out the circumstances whereby economic development in the rural areas will be supported.	This type of development is not considered fundamental to the delivery of the plan therefore no sperate testing undertaken.
Policy SCLP4.6: Conversion and replacement of rural buildings for employment use	Low	Policy sets out criteria for permitting conversion replacement of rural buildings for employment.	This type of development is not considered fundamental to the delivery of the plan therefore no sperate testing undertaken.
Policy SCLP4.7: Farm diversification	Low	The policy supports diversification schemes to encourage continued viability of the farms.	Not considered in our testing.
Policy SCLP4.8: New retail and commercial leisure development	Low	Policy explains that priority will be given to retail and commercial leisure development within Town Centres in the Suffolk Coastal Retail Hierarchy and the neighbouring regional town centre of Ipswich. The retail hierarchy in Suffolk Coastal is:	We have tested a range of retail scenarios. It is assumed that the costs of any impact assessments would be taken account of in the professional fees.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
		<ul style="list-style-type: none"> Level 1 – Town Centre – Felixstowe (resort town), Level 2 – Town Centres – Aldeburgh, Framlingham, Leiston, Saxmundham, Woodbridge (market towns), Level 3 – District Centres, Level 4 – Local Centres <p>Retail and commercial leisure development will only be permitted on out of centre sites where there are no suitable or available sites within a Town Centre or edge of centre location. Proposals greater than 750 sqm will require a retail impact assessment.</p>	
Policy SCLP4.9: Development in town centres	Low	<p>Policy explains that the A1 development will be targeted at Primary Shopping Frontage. With regards Secondary Shopping frontage, this to provide a mixture of town centre.</p> <p>The policy allows for some residential development in the town centres, where it is targeted at smaller homes and specialist housing where it does not undermine the main town centre use.</p>	We have tested a range of retail and residential scenarios to reflect the growth identified.
Policy SCLP4.10: Town centre environments	Medium	Sets out the strategy to encourage people for spend more time in the town centres. This includes improving public spaces.	It is assumed the cost of these works will be covered through CIL or Section 106.
Policy SCLP4.11: Retail and commercial leisure in Martlesham	Low	Specific policy in relation to retail and commercial leisure development for Martlesham.	We have tested a range of retail scenarios to reflect the growth identified.
Policy SCLP4.12: District and local centres and local shops	Low	Sets out the roles for District and Local Centres and Local Shops.	Not considered in our testing.
Policy SCLP5.1: Housing development in large villages	Low	Policy sets on the basis for development in large villages.	We have tested a range of scenarios across different housing areas as well as strategic sites to ensure the scale, type

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
			and location of growth is captured.
Policy SCLP5.2: Housing development in small villages	Low	Policy sets on the basis for development in small villages.	We have tested a range of scenarios across different housing areas as well as strategic sites to ensure the scale, type and location of growth is captured.
Policy SCLP5.3: Housing development in the countryside	Low	Policy sets on the basis for development in the countryside.	We have tested a range of scenarios across different housing areas as well as strategic sites to ensure the scale, type and location of growth is captured.
Policy SCLP5.4: Housing in clusters in the countryside	Low	Policy sets on the basis for clustering development in the countryside.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.5: Conversions of buildings in the countryside for housing	Low	Policy sets on the basis for Conversions of Buildings in the countryside for housing.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.6: Rural workers dwellings	Low	Policy sets on the basis for development of Rural Workers Dwellings.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.7: Infill and garden development	Low	The policy sets out criteria for infill development or residential development within existing gardens	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.8: Housing mix	High	Policy sets out housing mix for new development for 5 or more dwellings as follows:	Viability testing reflects the housing mix set out in this policy,

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study										
		<table><tr><th>No. of bedrooms</th><th>Percentage of District wide need</th></tr><tr><td>1</td><td>12%</td></tr><tr><td>2</td><td>29%</td></tr><tr><td>3</td><td>27%¹</td></tr><tr><td>4+</td><td>33%</td></tr></table> <p>On these developments, at least 40% to be 1 or 2 bed properties.</p> <p>10 units or more at least 50% to meet Part M4(2) of the Building Regulations.</p> <p>Sheltered and extra-care housing will be supported where there is an identified need and where the scheme incorporates a mix of tenures.</p> <p>Neighbourhood Plans may set out an approach to housing type and mix specific to the local area.</p>	No. of bedrooms	Percentage of District wide need	1	12%	2	29%	3	27% ¹	4+	33%	<p>which ensures at least 40% of dwellings are 1 and 2 beds.</p> <p>Viability testing allows for Part M4(2) costs.</p> <p>Assumed elderly accommodation is delivered through bungalows as part of the housing mix. This is how schemes have been meeting the need previously and there is little evidence of specialist accommodation built.</p>
No. of bedrooms	Percentage of District wide need												
1	12%												
2	29%												
3	27% ¹												
4+	33%												
Policy SCLP5.9: Self build and custom build housing	Low	<p>The policy states that developments of 100 or more dwellings will be expected to provide a minimum of 5% self or custom build properties on site through the provision of serviced plots.</p> <p>Developments of 5 or more self-build or custom build dwellings in a single site location should be developed in accordance with a set of design principles to be submitted with planning applications and agreed by the Local Planning Authority.</p>	<p>Assumed that market value will be paid for self-build plot therefore no need to make separate allowance for this typology.</p>										
Policy SCLP5.10: Affordable housing on residential developments	High	<p>Developments of 10 units or more or sites of 0.5ha or more to provide 1 in 3 dwellings as affordable dwellings.</p> <p>Of these affordable dwellings, 50% should be for affordable rent / social rent. 25% should be for shared</p>	<p>Appraisal tests whether this policy is viable along with sensitivity testing at other affordable housing percentages.</p>										

¹ Due to rounding the Councils percentage mix totals 101%. To account for this we have assumed three bedrooms to be 26% of the mix our appraisals.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
		ownership and 25% should be for discounted home ownership. Neighbourhood Plans may set requirements for a greater proportion of affordable housing where this is supported by evidence of need and viability assessment.	
Policy SCLP5.11: Affordable housing on exception sites	Low	Policy sets out the criteria for affordable housing development in the countryside. The policy outlines that only a limited amount of market housing will be permitted as part of affordable housing development in the countryside where it is required to cross-subsidise the affordable housing.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.12: Houses in multiple occupation	Low	The policy sets out criteria for HMO development.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.13: Residential annexes	Low	Policy sets out the criteria for residential annexes in the countryside	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.14: Extensions to residential curtilages	Low	Policy sets out conditions for extensions to residential curtilages.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.15: Residential moorings, jetties and slipways	Low	Policy sets out conditions for the construction of new residential moorings, jetties and slipways, and proposals for alterations to and/or replacement of existing residential moorings, jetties and slipways.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP5.16: Residential caravans and mobile homes	Low	The policy sets out requirements for permanent residential caravans and mobile homes	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
Policy SCLP5.17: Gypsies, travellers and travelling showpeople	Low	The policy sets out requirements for new gypsy and traveller sites.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP6.1: Tourism	Low	<p>Policy encourages the development of tourism whilst protecting the environment, the local facilities and the local road network. The policy lists the areas with further capacity of growth:</p> <ul style="list-style-type: none"> • The resorts of Felixstowe and Aldeburgh; • Market towns of Woodbridge, Framlingham, Saxmundham and Leiston; • The Heritage Coast environment which is of national significance; • The Suffolk Coast and Heaths Area of Outstanding Natural Beauty; and • Rural areas across the rest of the District. <p>Applicant's will need to undertake biodiversity and habitat assessments to ensure that any development of tourism related facilities does not conflict with environmental policies.</p>	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP6.2: Tourism destinations	Low	Sets out the basis where the Council will support proposals for tourism development.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP6.3: Tourism development within the AONB and heritage coast	Low	Sets out the basis where the Council will support proposals for Tourism Development within the AONB and Heritage Coast.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP6.4: Tourism development outside of the AONB	Low	The policy outlines the scenarios in which tourist development outside the AONB and Heritage Coast will be supported.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
			not fundamental to the delivery of the plan.
Policy SCLP6.5: New tourist accommodation	Medium	Policy sets out criteria for development of new self-catering tourist accommodation. New self-catering tourist accommodation will be restricted by means of planning conditions which permits holiday use only, restricts the period the accommodation can be occupied plus requires a register of all lettings, to be made available at all times.	We have considered holiday lets in our scenario testing. The user restriction compared to private housing will impact viability and this is reflected in the values used.
Policy SCLP6.6: Existing tourist accommodation	Low	The policy explains that existing tourist accommodation will be protected and change of use will only be considered in exceptional circumstances where it can be fully and satisfactorily demonstrated that there is no current or future demand for the tourist accommodation.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP7.1: Sustainable transport	Low	<p>The policy encourages people to travel using non-car modes to access home, school, employment, services and facilities. The policies set out the criteria that must be followed in new developments. Proposals for new development that would have significant transport implications should be accompanied by a Travel Plan. A Travel Plan will be required for proposals for:</p> <ul style="list-style-type: none"> • New large-scale employment sites; • Residential development of 80 or more dwellings; and • A development that when considered cumulatively with other developments, is likely to have an adverse impact on the local community or local road network. <p>In order to identify potential transport impacts and mitigation measures, a Transport Statement will be required for development of 50 -80 dwellings and a</p>	We have applied a £943 per dwelling cost for sites in the former Suffolk Coastal area. See Table 5.15 of the main report.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
		Transport Assessment will be required for developments of over 80 dwellings.	
Policy SCLP7.2: Parking proposals and standards	Medium	The policy states that the level of parking provision required will depend on the location, type and intensity of use. Proposals that minimise congestion, encourage sustainable transport modes and reduce conflict between road users across the District will be supported. The policies set out the criteria for the proposal including vehicle parking. Where proposals involve public transport improvements or re-developments, the Council will encourage the provision of Park & Ride facilities, if appropriate.	It is assumed any on-site parking costs will be covered through external costs allowances. Any off-site mitigation measures to be covered through S.106 or CIL.
Policy SCLP8.1: Community facilities and assets	Low	Sets out the basis where the Council will support proposals for Community Facilities and Assets.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP8.2: Open space	Medium	Policy explains that new residential development will be required to contribute to the provision of open space and recreational facilities in order to benefit community health, and well-being and green infrastructure.	Testing assumes that open space provision to be provided on the difference between the gross to net developable area.
Policy SCLP8.3: Allotments	Low	The policy explains that the Council will encourage the provision of new allotments in order to meet a locally identified demand.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP8.4: Digital infrastructure	Low	The policy encourages the improvement of the provision of digital infrastructure across the district	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.
Policy SCLP9.1: Low carbon & renewable energy	Low	The policy sets out the Council's aspiration to support low carbon and renewable energy developments through adopting some precautions and changes.	Not considered separately in our testing as type of development is not fundamental to the delivery of the plan.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
Policy SCLP9.2: Sustainable construction	High	<p>The policy sets out that all new developments of more than 10 dwellings should achieve higher energy efficiency standards that result in a 20% reduction in CO2 emissions below the Target CO2 Emission Rate (TER) set out in the Building Regulations.</p> <p>Residential to achieve the optional technical standard in terms of water efficiency of 110 litres/person/day.</p> <p>The use of locally sourced, reused and recycled materials, along with on-site renewable energy generation are encouraged in order to achieve environmental net gain in new build or conversion developments.</p> <p>All new non-residential developments of equal or greater than 1,000sqm gross floorspace are required to achieve the British Research Establishment Environmental Assessment Method 'Very Good' standard or equivalent unless it can be demonstrated that it is not viable or feasible to do so.</p>	Cost reflected through SuDs and BCIS, and other extra costs in the appraisal we have listed in the appraisal
Policy SCLP9.3: Coastal Change Management Area	Low	The policy outlines the Coastal Change Management Area and the circumstances whereby development will be permitted.	Not considered separately in our testing as assumed that the planned development falls outside of the coastal change management area.
Policy SCLP9.4: Coastal change rollback or relocation	Low	The policy outlines the conditions for the relocation and replacement of community facilities, commercial, agricultural and business uses affected by coastal erosion.	Not considered in our testing.
Policy SCLP9.5: Flood risk	Medium	The policy sets out criteria where planning permissions will be granted where the proposed development is at risk of flooding.	The majority of the sites identified are not affected by flood risk. Any sites affected it is assumed mitigation measures are dealt with in the balance of the gross and net site areas. With any

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
			associated cost covered through the external works allowance.
Policy SCLP9.6: Sustainable Drainage Systems	Medium	<p>The policy states that developments should use SUDS.</p> <p>Developments of 10 dwellings or more, or non-residential development with upwards of 1,000 sq. m of floorspace or that equates to 1ha or more, will be required to utilise SUDs unless demonstrated to be inappropriate. SUDs should:</p> <p>a) Be integrated into the landscaping scheme and green infrastructure provision of the development; b) Contribute to the design quality of the scheme; and</p> <p>C) Deliver sufficient and appropriate water quality and aquatic biodiversity improvements, wherever possible. This should be complimentary of any local designations such as Source Protection Zone.</p>	Appraisals assume that the costs of SUDs are covered through external works allowance.
Policy SCLP 9.7: Holistic water management	Low	The policy states that the dwellings of developments should be phased to allow water and wastewater infrastructure to be in place when needed. The policy encourages the construction of infrastructure that leads to a reduction in the amount of water released to the sewer system will be favoured.	Measures assumed to be covered through general build costs allowance.
Policy SCLP10.1: Biodiversity and geodiversity	Low	Policy supports development that maintains, restores or enhances the existing green infrastructure network and positively contributes towards biodiversity	Not considered in our testing.
Policy SCLP10.2: Visitor Management of European Sites	High	The policy outlines that applications for new car parking provision (public or privately owned which are available for wider public use) located within 1km boundary of a designated site or new access points direct into the estuary such as slipways or jetties will need to demonstrate that they will not result in an increase in activity likely to have a significant effect upon a European site whether on their own, or in combination with other uses. Such proposals need to	We have considered Management of European Sites area separately in our testing as assumed that the planned development falls within Zone B. The tariff for zone B is £321.22. A small part of the district lies within £0 zone and zone A £121.89. The

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
		be subject to a project level Habitats Regulation Assessment.	impact of these have been considered in our conclusions.
Policy SCLP10.3: Environmental quality	Low	The policy outlines that development proposals will be expected to protect the quality of the environment and to minimise and, where possible, reduce all forms of pollution and contamination.	Measures assumed to be covered through general build costs allowance.
Policy SCLP10.4: Landscape character	Low	The policy sets out the considerations for development as to its impact on the character of the area.	Measures assumed to be covered through general build costs allowance.
Policy SCLP10.5: Settlement coalescence	Low	The policy forbids development that contributes towards the coalescence of settlements through a reduction in openness and space or the creation of urbanising effects between settlements.	Not considered separately in our testing
Policy SCLP11.1: Design quality	Low	The policy sets out their design principles for new development.	Measures assumed to be covered through general build costs allowance.
Policy SCLP11.2: Residential amenity	Low	The policy outlines the criteria that must be respected to protect residential amenity.	Measures assumed to be covered through general build costs allowance.
Policy SCLP11.3: Historic environment	Low	The policy lists the criteria that the Council, partners, developers and the community must follow to conserve and enhance the historic environment.	Not considered separately in our testing as assumed that the planned development falls outside the historic environment.
Policy SCLP11.4: Listed buildings	Low	Policy sets out circumstances whereby proposals to alter, extend or change the use of a listed building will be supported.	Not considered separately in our testing as assumed that the planned development does not involve listed buildings.
Policy SCLP11.5: Conservation areas	Low	The policy sets out the criteria for development in the conservation areas.	Not considered separately in our testing as assumed that the planned development does not involve development in the Conservation Areas.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
Policy SCLP11.6: Non-designated heritage assets	Low	Policy sets out circumstances whereby proposals to alter, extend or change the use of Non-Designated Heritage Assets will be supported.	Not considered separately in our testing as assumed that the planned development does not involve Non-Designated Heritage Assets.
Policy SCLP11.7: Archaeology	Medium	The policy states that a full Archaeological Assessment must be included with any planning application affecting areas of known or suspected archaeological importance to ensure that provision is made for the preservation of important archaeological remains.	Assumed costs will be covered through professional fees allowance. For any remains found, the cost to be treated as an abnormal costs and reflected in reduced land value. Furthermore, there is a contingency allowance for unforeseen costs that could be accessed to cover these works.
Policy SCLP11.8: Parks and gardens of historic or landscape interest	Low	<p>The policy lists 6 parks which are included in the National Register of Parks and Gardens of Special Historic Interest compiled by Historic England and have the status as Designated Heritage Assets.</p> <p>Development proposals affecting these assets or other historic parklands will be considered in relation to the policy on Designed/Non-Designated Heritage Assets contained in the National Planning Policy Framework and guidance contained in Supplementary Planning Guidance SPG6 (or any subsequent Supplementary Planning Document).</p>	Not considered separately in our testing as assumed that the planned development does not affect the Parks and Gardens of Historic or Landscape Interest.
Policy SCLP11.9: Areas to be protected from Development	Low	The policy states that development within protected areas will be severely restricted to maintain the character of the area and ensure settlement coalescence is not compromised.	Not considered separately in our testing as assumed that the planned development does not affect the Areas to be Protected from Development.
Policy SCLP11.10: Newbourne - former land	Low	The policy states that the Council encourages the retention in horticultural or agricultural use of those parts of the former Land Settlement Association Holdings shown on the Policies Map, not currently	Not considered separately in our testing.

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
settlement association holdings		used or required in connection with the residential curtilages, taking account of any physical features which currently mark garden limits.	

Waveney Local Plan – Adopted 20 March 2019

Draft Planning Policy	Impact on Viability	Local Plan Viability Implications	How have these costs been dealt with in the study
WLP1.1 – Scale and Location of Growth	Low	<p>The policy identifies housing growth as a minimum of 8,223 dwellings in the district. The areas of distribution are as follows:</p> <ul style="list-style-type: none"> • Lowestoft (including Carlton Colville, Oulton, Oulton Broad, and the parts of Gisleham and Corton bordering the built-up area) - 55% of housing growth • Beccles and Worlingham - 16% of housing growth • Halesworth and Holton - 8% of housing growth • Bungay - 6% of housing growth • Southwold and Reydon - 4% of housing growth • Rural Area - 10% of housing growth <p>The policy also identifies the aim of achieving a minimum of 5,000 additional jobs in Waveney through providing:</p> <ul style="list-style-type: none"> • 43ha of employment land for B1/B2/B8 uses • 2,200m² (net) of convenience (food) and 11,000m² (net) of comparison (non-food) retail floorspace <p>The areas of distribution for employment is as follows:</p> <ul style="list-style-type: none"> • 60% - Lowestoft (including Carlton Colville, Oulton, Oulton Broad, and the 	We have tested a range of scenarios across different housing areas as well as strategic sites to ensure the scale, type and location of growth is captured.

		<p>parts of Gisleham and Corton bordering the built up area)</p> <ul style="list-style-type: none"> • 25% Beccles • 15% other towns and rural areas <p>The areas of distribution for retail and leisure is as follows:</p> <ul style="list-style-type: none"> • 60 % - 70% Lowestoft Town Centre • 15% Beccles 	
WLP8.1 – Housing Mix	High	Policy identifies the basis for assessing mix of size and types of units and that 35% of dwellings are 1 and 2 bed properties.	Included in appraisal housing mix.
WLP8.2 – Affordable Housing	High	<p>Policy sets out the Council's affordable housing requirement for 11 dwellings or more must make provision for 20% of all dwellings as affordable housing in the Lowestoft and Kessingland area (excluding Corton), 40% affordable housing in the Southwold and Reydon area and 30% affordable housing in the remainder of the district. Of these affordable dwellings, 50% should be for affordable rent.</p> <p>Sheltered and extra-care housing should be included as affordable units where needed and where practicable.</p>	Cost included in appraisal, assumed that provision is made on site.
WLP8.3 – Self Build and Custom Build	Low	100 of more dwellings schemes are expected to provide of 5% self or custom build properties on site through the provision of serviced plot.	Assumed that market value will be paid for self-build plot therefore no need to make sperate allowance for this typology.
WLP8.4 – Conversion of Properties to Flats	Low	No further conversions to self-contained flats/houses in multiple occupation will be permitted in Flat Saturation Zone. Outside the Flat Saturation Zones planning permission will be granted for conversion of existing buildings to fully self-contained accommodation where the saturation figure for the street does not exceed	

		20% and residential properties are above average size (i.e. above 160sqm original gross floor space and include at least 5 bedrooms), no longer suited to family occupation or have a long established use (i.e. 10 years or more) as a House in Multiple Occupation or flats.	
WLP8.5 – Gypsy and Traveller Sites	Low	Sets out requirements for new gypsy and traveller sites.	
WLP8.6 – Affordable Housing in the Countryside	Low	Policy sets out the criteria for affordable housing development in the countryside. The policy explains that only a limited number of market housing will be permitted to cross-subsidise the affordable dwellings.	Not part of our testing.
WLP8.7 – Small Scale Residential Development in the Countryside	Low	Policy explains the circumstances whereby small scale residential development will be permitted in the countryside. Including density requirements to be in keeping with the local area.	Not part of our testing.
WLP8.8 – Rural Workers Dwellings in the Countryside	Low	Policy sets out the criteria for development of dwellings countryside for rural workers.	Not considered in our testing.
WLP8.9 – Replacement Dwellings and Extensions in the Countryside	Low	Policy sets out the criteria for replacements and extensions of dwellings in the countryside.	Not considered in our testing.
WLP8.10 – Residential Annexes in the Countryside	Low	Policy sets out the criteria for residential annexes in the countryside.	Not considered in our testing.
WLP8.11 – Conversion of Rural Buildings to Residential Use	Low	Policy explains the criteria for conversion of redundant rural buildings in the countryside to residential use.	Not considered in our testing.
WLP8.12 – Existing Employment Area	Low	Policy sets out the criteria for permitting redevelopment or change of use of existing	Not considered in our testing.

		employment premises in existing employment areas and outside of these areas.	
WLP8.13 – New Employment Development	Low	Policy sets out the criteria for permitting development existing employment areas and outside of these areas.	Office and industrial scenarios used in viability testing.
WLP8.14 – Conversion and Replacement of Rural Buildings for Employment Use	Low	Policy sets out the criteria for permitting conversion or replacement of rural buildings for employment.	Not considered in our testing.
WLP8.15 – New Self Catering Tourist Accommodation	Medium	Policy sets out criteria for development of new self-catering tourist accommodation of varying sizes. In addition, the user restrictions e.g. which permits holiday use only and restricts the period the accommodation can be occupied.	We have considered holiday lets in our scenario testing. The user restriction compared to private housing will impact viability and this is reflected in the values used.
WLP8.16 – New Hotels and Guest House	Low	Policy sets out where new hotel development and criteria of conversion of properties to hotels will be supported.	Hotel development is not considered vital to the plan delivery in terms of growth, therefore not considered as part of our testing.
WLP8.17 – Existing Tourist Accommodation	Low	Policy explains that existing tourism accommodation will be protected and the criteria where be a change of use will be permitted.	Not considered in our testing.
WLP8.18 – New Town Centre Use Development	Low	Policy sets out location for new development of A1, A2, A3, A4, A5, C1, D2 and B1a uses within Town Centre Boundaries.	We have tested a range of scenarios across different housing areas as well as strategic sites to ensure the scale, type and location of growth is captured.
WLP8.19 – Vitality and Viability of Town Centres	Low	Policy sets out where changes of use of ground floor premises in primary and secondary shopping frontages will be permitted.	Not considered in our testing.
WLP8.20 – Local Shopping Centres	Low	Policy sets out the types of uses that will be permitted in local shopping centres.	

WLP8.21 – Sustainable Transport	Low	Policy encourages people to travel using non-car modes to access home, employment, services and facilities. Policy explains that Transport Statements required for residential developments between 50-80 dwellings; and Transport Assessments and Travel Plans will be required for residential developments larger than 80 dwellings.	It is assumed that these costs will be covered through the professional fees.
WLP8.22 - Built Community Services and Facilities	Low	Policy sets out the criteria whereby new community facilities can be built and existing facilities can be redeveloped.	Not considered in our testing.
WLP8.23 – Protection of Open Space	Low	Policy states that there is a presumption against any development that involves the loss of open space or community sport and recreation facilities and explains the exceptional circumstances whereby development can take place in these areas.	Not considered in our testing.
WLP8.24 – Flood Risk	Low	Sets out criteria where planning permission will be granted where the proposed development is at risk of flooding.	No significant amount of development is proposed in flood risk areas.
WLP8.25 – Coastal Change Management Area	Low	Policy explains that new residential development including conversion of existing buildings will not be permitted in the Coastal Change Management Area.	Not considered in our testing.
WLP8.26 – Relocation and Replacement of Development Affected by Coastal Erosion	Low	Policy sets out the criteria for relocation and replacement of community facilities, commercial and business uses and dwellings affected by coastal erosion.	Not considered in our testing.
WLP8.27 - Renewable and Low Carbon Energy	Low	Sets out criteria for renewable and low carbon energy development.	This is a current requirement. It is assumed that these costs will be covered through general build costs.

WLP8.28 – Sustainable Construction	Medium	<p>Policy sets out the Council's aspiration for sustainable construction and the following requirements:</p> <ul style="list-style-type: none"> • Residential development to achieve water efficiency of 110 litres/person/day. • Office development of equal or greater than 1,000 sqm gross floorspace are required to achieve the British Research Establishment Environmental Assessment Method "Very Good" standard. • Proposals for residential development of 10 or more houses should demonstrate where practical they have incorporated environmental sustainability. 	Cost included as part of our testing but cost impact is low.
WLP8.29 – Design	Medium	Policy sets out redesign requirements for high quality development.	BCIS median used re-based for Waveney are sufficient to meet design standards. Density assumptions reflect the area of development.
WLP8.30 – Design of Open Spaces	Medium	Policy sets out the requirements for high quality design and open space provisions, major developments must be assessed against the Building for Life 12 guidelines.	With regard to gross to site areas, the provision of open space been taken account of when considering the gross to net development calculations which will impact density.
WLP8.31 – Lifetime Design	High	<p>Sites of 10 dwellings or more to make provision for 40% of all dwellings to meet Requirement M4(2) of Part M of the Building Regulations for accessible and adaptable dwellings. With dwellings that meet Requirement M4(3) of Part M of the Building Regulations can count towards the provision.</p> <p>M4(2) Category 2 - Accessible and adaptable dwellings – are dwellings that provide a higher level of accessibility that is beneficial to a wide range of people who occupy or visit the dwelling, and provides particular benefit to older and</p>	Cost including within the appraisal.

		<p>disabled people, including some wheelchair users.</p> <p>M4(3) Category 3 - Wheelchair user dwellings – are dwellings that are suitable, or potentially suitable through adaptation, to be occupied by wheelchair users.</p> <p>This has a cost implication for development. In addition to the baseline BCIS construction costs we have made extra-over allowance for these optional Building Regulations requirements to demonstrate that this is achievable:</p> <p>+ £521 per unit for accessible and adaptable housing M4(2) Category 2.</p> <p>+ £10,111 per unit for wheelchair adaptable dwellings M4(3) Category 3.</p> <p>This is based on the DCLG housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157.</p>	
WLP8.32 – Housing Density and Design	Medium	Policy sets out development density at least 30 dwellings per hectare, unless local character indicates otherwise.	Development density is a key driver for viability. We have had regard to unit sizes and development density (the two go hand-in-hand) to ensure scenarios testing is reflective of the area.
WLP8.33 – Residential Gardens and Urban Infilling	Low	Sets out criteria for acceptable development for development of gardens and infill sites.	Our scenario testing captures this form of development.
WLP8.34 – Biodiversity and Geodiversity	Medium	Policy supports development that maintains, restores or enhances the existing green infrastructure network and positively contributes towards biodiversity.	Not considered in our testing.
WLP8.35 – Landscape Character	Low	Sets out the considerations for development as to its impact on the character of the area.	Not considered in our testing.

WLP8.36– Coalescence of Settlements	Low	Prohibits development that contributes towards the coalescence of settlements through a reduction in openness and space between settlements or creation of urbanising effects between settlements.	Not considered in our testing.
WLP8.37 – Historic Environment	Low	Explains the considerations for development proposals for heritage assts.	Not considered in our testing.
WLP8.38 – Non- Designated Heritage Assets	Low	Sets out the impact of development on the Local List of Non-Designated Heritage Assets or otherwise identified non-designated heritage assets.	Not considered in our testing.
WLP8.39 – Conservation Areas	Low	Sets out the criteria for development in the conservation areas.	Not considered in our testing.
WLP8.40 – Archaeology	Low	Full archaeological assessment must be included with any planning application affecting areas of known.	This is a current policy requirement. We would expect the cost of this to be covered through the professional fees.

Appendix 2 – Market Report

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East Suffolk Council



October 2021

Quality Assurance

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Date	8 October 2021
Authorised by	
Date	

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1 Introduction

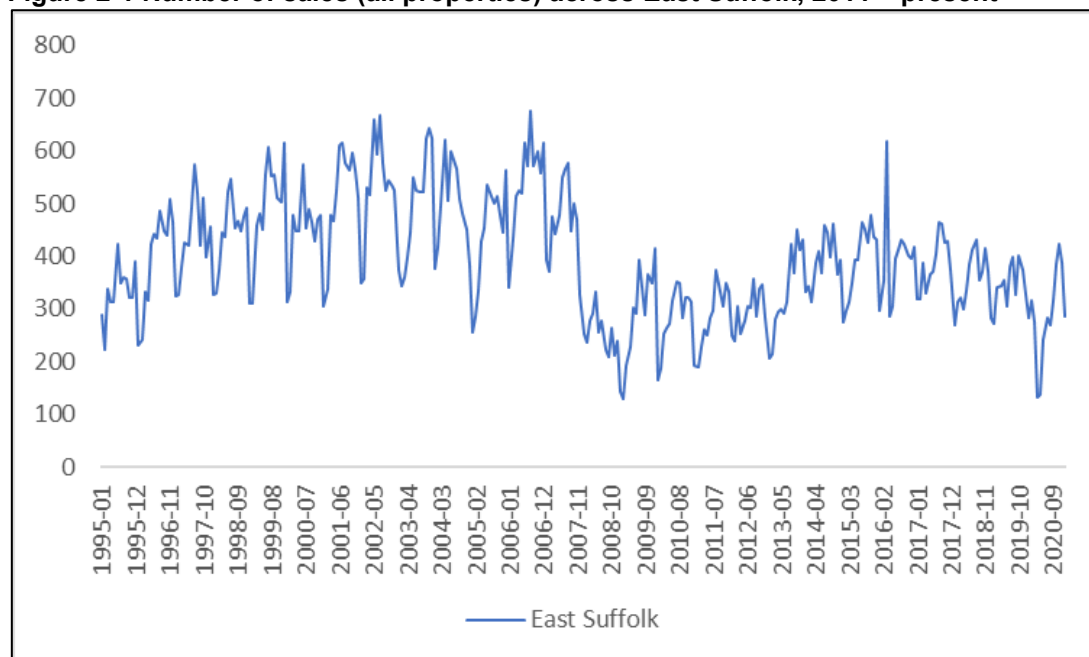
- 1.1 This Market Report has been used to inform our assumptions for the East Suffolk Council CIL Review. This report draws on data from recognised published sources such as CoStar, Land Registry, Rightmove.co.uk, Zoopla Energy Performance Certificate (EPC) and commercial property market reports. We have supplemented the desk-based research with telephone consultations with residential agents. The property market analysis commenced in October 2019 and has been latterly updated in June 2021.
- 1.2 Our Market Report considers the following market sectors:
- General needs residential.
 - Holiday accommodation.
 - Retail (comparison and convenience).
 - Office uses.
 - Industrial uses.

2 Residential

- 2.1 This section deals with the residential market; for context, we firstly provide an overview of market conditions at a national, regional and local scale. We then analyse second-hand sales evidence and new-build development data in terms of achieved and asking prices to ensure the value assumptions and inputs adopted within the financial appraisals are robust.

Residential market overview

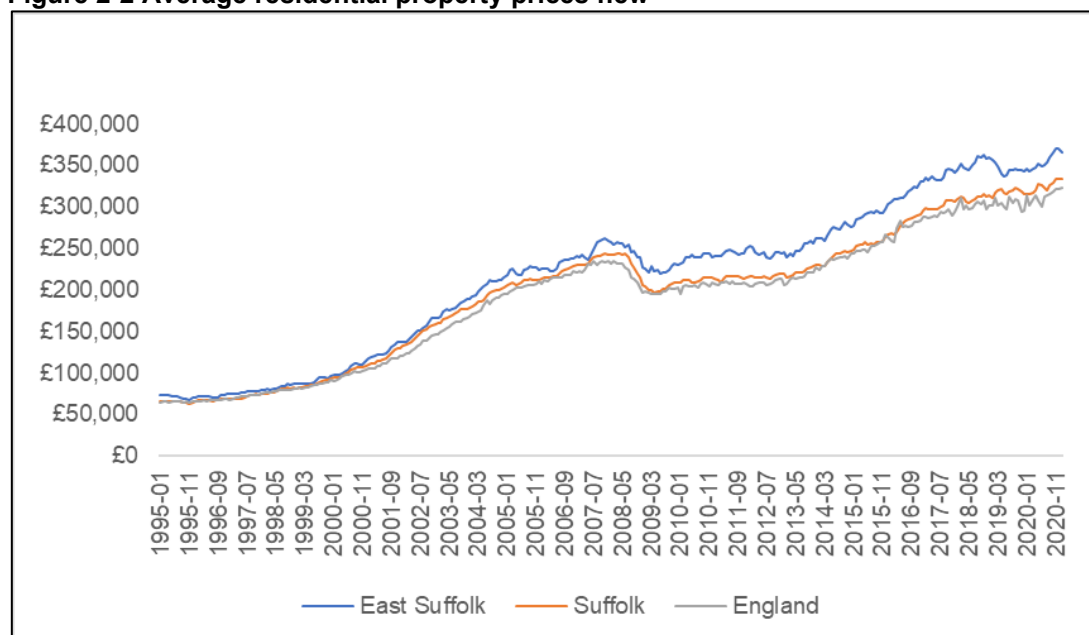
- 2.2 Following the global financial crisis in 2007-9, the residential market in England & Wales was generally in a period of growth. The growth was initially seen in London, which responded to the quickest to the financial crisis. This growth then rippled out to the southeast and regions. But the growth in values was not been spread equally across England. Those regions that performed well were located within an hour's commute to London, commonly known as the 'golden hour' for commuters. As London faced affordability issues, those locations within an hour commute had become more attractive as they often provided better value money for those wishing to buy, or upsize.
- 2.3 In recent years, the market has become more unstable due to; changes in Stamp Duty Land Tax (SDLT), the UK leaving the EU and entering into a transition period and more recently and much more severe the impact of COVID-19. As demonstrated in Figure 2-1, during the first national lockdown in March 2020 caused by the global pandemic, the number of sales fell sharply due to uncertainty in the market and restrictions on movement. As the first lockdown eased in the summer of 2020, sale volumes recovered through a combination of delayed transactions completing and government support. The government announced on 08 July 2020 that from that date until 30 September 2021 there will be a SDLT holiday for properties up to the value of £500,000.

Figure 2-1 Number of sales (all properties) across East Suffolk, 2011 – present

Source: Land Registry, accessed 14 June 2021

Average property prices

- 2.4 Figure 2-2 shows the average new build property prices for England, Suffolk and East Suffolk. The data shows that since around 2002 average new-build prices across East Suffolk have outperformed that of the country and nationally. The data shows that average prices fell in 2018 but have slowly recovered since then despite the uncertainties created by the global pandemic.

Figure 2-2 Average residential property prices new

Source: Land Registry, accessed 14 June 2021

- 2.5 Table 2-1 sets out the most recent average new build prices across all the areas, and shows that East Suffolk average new build prices are around 9% higher than Suffolk and 13% higher than the national average.

Table 2-1 Average new build prices @ January 2021

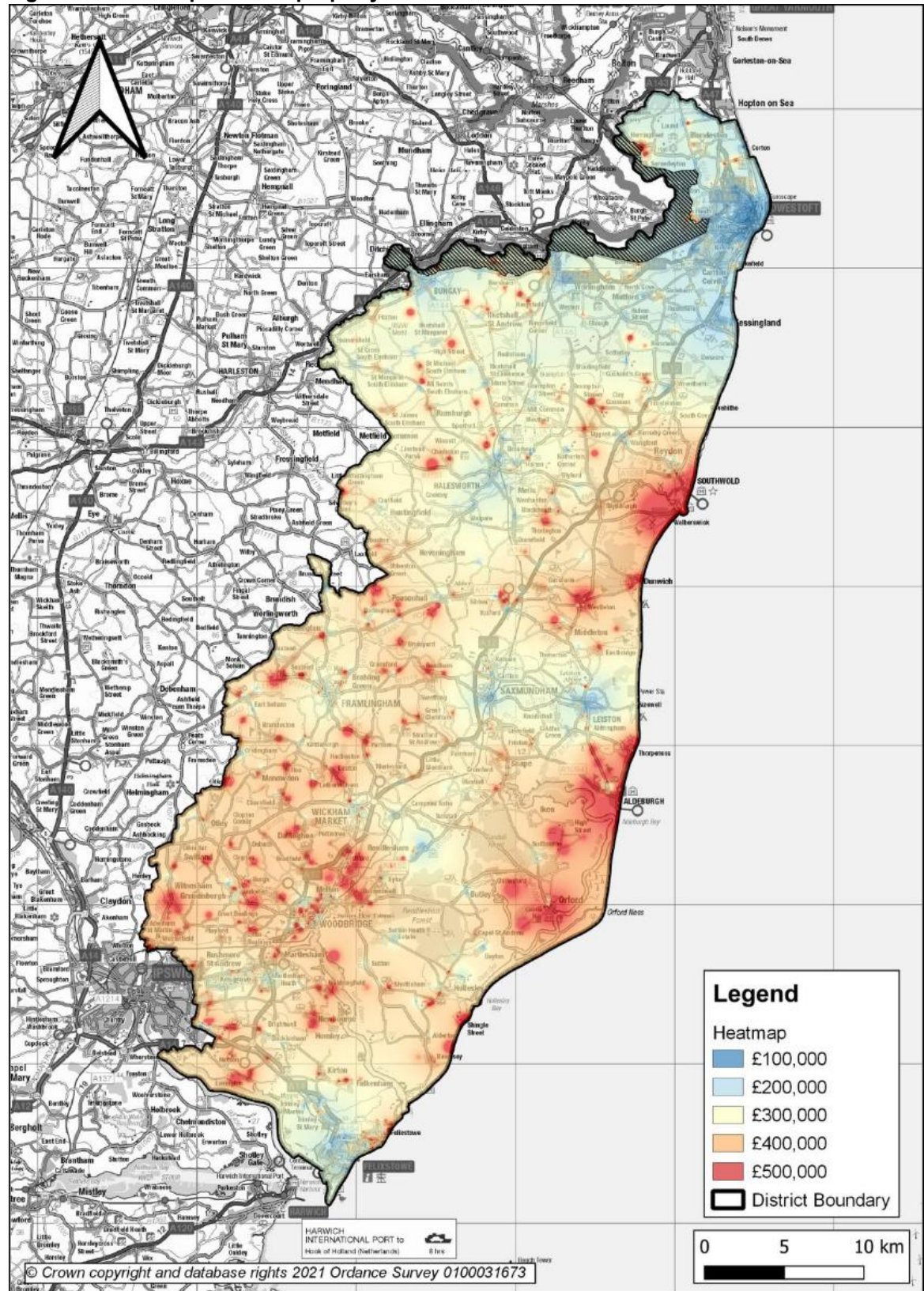
	England	Suffolk	East Suffolk
Average new build price	£323,339	£334,171	£365,618
% difference with Suffolk			9.4%
% difference with England			13.08%

Source: Land Registry, accessed 14 June 2021

East Suffolk Council overview

- 2.6 Analysis has been undertaken of Land Registry data of sold prices for re-sales over the last two years at an East Suffolk wide level. In our analysis, we have created a map to show average prices paid which enables us to see different areas of value across East Suffolk.
- 2.7 The map in Figure 2-3 shows the average re-sale sold prices recorded on Land Registry expressed a “heat map.” The data is not “fixed” against any boundary, thus allowing for finer grain analysis of the value areas. The data is taken from January 2019 to April 2021. The analysis shows that there are some relatively large pockets of higher value areas around the coastline in Walberswick/Southwold (North-East), Aldeburgh (East) and Orford (south east). Further inland, there are several higher value areas “peppered” around the south west of the District, mostly stemming from Woodbridge into its surrounding villages. The highest concentration of higher value pockets is found in the south of the District, as identified throughout our data analysis.
- 2.8 With regards to lower value areas, these are pronounced in the south around Felixstowe and Martlesham (south-west), in the middle of the District around Rendlesham, to the east around Leiston, and in the north around Halesworth and Beccles. The highest concentration of the lower value areas is found in the north of the District, where Lowestoft is the lowest value area.

Figure 2-3 Heatmap all sales property value



Source: Land Registry Sale Value data, accessed June, 2021; Basemap ArcGIS online (2021)

East Suffolk Council new build sold prices

- 2.9 New build sale values have been analysed using Land Registry data, this data has been analysed on a £ per sqm basis through cross-referencing with EPCs. The data covers around four years of sales (August 2017 – June 2021), the full analysis is contained in Appendix 2.1.

Lowestoft

- 2.10 Table 2-2 and Table 2-3 show the new build sale prices for the developments in Lowestoft. The price per sqm in Lowestoft ranges from £1,590 to £3,938. The units being delivered are small in size, especially terraced and semi-detached units.

Table 2-2 New build sold prices Land North of Lime Avenue, Oulton

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Terraced	2	36	67	£128,796	£185,000	£1,590	£2,842
Terraced	3	11	69	£170,995	£183,995	£2,478	£2,667
Terraced	N/a	3	50	£113,596	£119,996	£2,272	£2,400
Semi Detached	2	2	66	£159,995	£170,995	£2,311	£2,807
Semi Detached	3	13	73	£176,995	£219,000	£2,442	£2,739
Semi Detached	N/a	8	70	£189,000	£225,000	£2,554	£3,261
Detached	2	2	85	£285,000	£324,000	£3,353	£3,812
Detached	3	15	92	£206,950	£315,000	£2,210	£3,938
Detached	4	23	111	£227,995	£344,000	£2,109	£2,500
Detached	5	8	127	£254,995	£271,995	£2,102	£2,198

Source: Land Registry, EPC, AspinallVerdi

- 2.11 The large village of Kessingland which is only 5 miles south of Lowestoft has also seen a recent new build development. The Table 2-8 price per sqm in Kessingland ranges from £2,212 to £3,618, again some of the units being small.

Table 2-3 New build sold prices Land off Heritage Green, Kessingland

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Terraced	2	3	61	£184,950	£189,950	£3,083	£3,114
Terraced	3	6	81	£184,950	£189,950	£2,283	£2,345

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Semi Detached	3	2	83	£199,950	£199,950	£2,409	£2,409
Detached	3	2	77	£272,500	£274,950	£3,539	£3,618
Detached	4	7	118	£264,950	£334,000	£2,212	£3,292

Source: Land Registry, EPC, AspinallVerdi

Halesworth

- 2.12 Table 2-4 and Table 2-5 show the new build sale prices of different developments in Halesworth. The price per sqm in Halesworth ranges from £2,500 to £5,287 which is akin to values in other areas shown above. Analysis shows that the nearby village of Wenhaston has a number of larger detached properties (120 – 142 sqm) which means these unit prices are higher than other areas and supports the reasoning behind pockets of higher value areas in villages outside market towns.

Table 2-4 New build sold price Palfrey Place, Halesworth

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	2	3	70	£185,000	£193,000	£2,643	£2,757
Terraced	N/a	1	72	£200,000	£200,000	£2,778	£2,778
Semi Detached	3	4	80	£200,000	£220,000	£2,500	£2,750
Detached	3	1	119	£370,000	£370,000	£3,109	£3,109
Detached	4	3	122	£350,000	£390,000	£2,953	£3,153
Detached	N/a	3	74	£334,000	£370,000	£4,313	£5,387

Source: Land Registry, EPC, AspinallVerdi

Table 2-5 New build sold prices Beckers View, Wenhaston, Halesworth

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	3	3	102	£248,000	£269,995	£2,431	£2,647
Semi Detached	2	2	61	£185,000	£199,995	£3,033	£3,279
Detached	2	1	77	£239,995	£239,995	£3,117	£3,117
Detached	4	8	142	£259,995	£505,000	£2,549	£3,144

Source: Land Registry, EPC, AspinallVerdi

Saxmundham

- 2.13 Table 2-6 shows the new build sale prices for the developments in the Saxmundham area. The price per sqm in Saxmundham ranges from £2,110 to £4,105. The data shows that the prices in Saxmundham are also higher than Leiston when viewed on a per square metre basis.

Table 2-6 New build sold prices Beech Road, Saxmundham

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	2	2	61	£209,995	£215,000	£3,443	£3,525
Terraced	3	8	120	£249,000	£307,500	£2,110	£2,990
Terraced	4	1	116	£314,995	£314,995	£2,715	£2,715
Terraced	N/a	3	77	£193,450	£264,995	£2,732	£3,171
Semi	3	4	97	£267,995	£294,995	£2,794	£3,229
Detached							
Semi	N/a	4	75	£219,995	£248,200	£2,930	£3,424
Detached							
Detached	3	5	104	£279,995	£310,000	£2,672	£3,494
Detached	4	7	119	£290,000	£359,995	£2,520	£2,903
Detached	N/a	5	108	£289,000	£449,995	£3,125	£4,105
Flats	N/a	1	65	£159,200	£159,200	£2,449	£2,449

Source: Land Registry, EPC, AspinallVerdi

Leiston

- 2.14 When we undertook the original analysis in 2019 there were very few transactions recorded for Leiston on the Land Registry so we combined the analysis of the schemes. Since our original assessment, more sales have occurred. Values in Leiston range between £1,944 and £3,603 psm. The upper values are not as high as we see elsewhere in the District.

Table 2-7 New build sold prices Leiston

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	2	3	69	£187,500	£195,000	£2,717	£2,826
Terraced	3	5	102	£245,000	£289,995	£2,465	£2,772
Terraced	N/a	9	81	£187,500	£245,000	£2,296	£3,125
Semi	4	1	122	£344,995	£344,995	£2,828	£2,828
Detached							

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Semi Detached	N/a	4	103	£199,995	£263,995	£1,944	£3,333
Detached	3	5	109	£247,995	£289,995	£2,275	£2,624
Detached	4	1	144	£395,000	£395,000	£2,743	£2,743
Detached	N/a	11	105	£215,000	£417,000	£2,194	£3,603

Source: Land Registry, EPC, AspinallVerdi

Framlingham

- 2.15 Table 2-8 and Table 2-9 show the new build sale prices of different housing developments in Framlingham. The price per sqm in Framlingham is wide ranging from £2,482 to £3,750. The data shows that the prices in Framlingham were generally higher than Saxmundham and Leiston. Again, there is evidence showing larger homes are built here, up to 146 square metres.

Table 2-8 New build sold prices Mount Pleasant, Framlingham

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Terraced	2	5	56	£200,995	£209,995	£3,589	£3,750
Terraced	3	13	75	£215,995	£247,995	£2,767	£3,478
Terraced	N/a	15	81	£194,000	£299,995	£2,500	£3,548
Semi Detached	3	6	79	£262,995	£264,995	£3,329	£3,354
Semi Detached	N/a	10	87	£200,000	£310,000	£2,673	£3,226
Detached	3	5	91	£297,995	£303,995	£3,275	£3,341
Detached	4	13	111	£294,995	£374,995	£2,658	£3,275
Detached	5	4	146	£369,995	£406,995	£2,482	£2,891
Detached	N/a	16	133	£294,995	£480,000	£2,529	£3,333

Source: Land Registry, EPC, AspinallVerdi

Table 2-9 New build sold price Castle Keep Development, Framlingham

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Terraced	2	3	62	£216,500	£224,995	£3,492	£3,629
Terraced	3	4	98	£289,995	£294,995	£2,636	£4,677

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Semi	2	1	62	£200,000	£200,000	£3,226	£3,226
Detached							
Semi	3	2	80	£249,995	£249,995	£3,125	£3,125
Detached							

Source: Land Registry, EPC, AspinallVerdi

Woodbridge and surrounding villages

- 2.16 Table 2-10 to Table 2-12 show the new build sale prices of different housing developments in the area of Woodbridge. The price per sqm in Woodbridge ranges from £2,727 to £4,731. The analysis shows that there has been a significant amount of new build development occurring in Woodbridge by a range of developers, providing a range of product and house types but most notably very large detached properties.

Table 2-10 New build sold price Longwood Fields, Melton, Woodbridge

Typology	No. of Beds	No. of sales	Average size sqm	Sold value min	Sold value max	£psm min	£ psm max
Semi-detached	3-bed	6	85	£294,995	£354,995	£3,611	£3,944
Detached	2-bed	8	69	£280,000	£334,995	£3,722	£4,545
	3-bed	19	94	£328,995	£529,995	£3,464	£4,731
	4-bed	13	143	£414,995	£544,995	£3,039	£3,562
	5-bed	5	162	£492,000	£519,995	£3,037	£3,210

Source: Land Registry, EPC, AspinallVerdi

Table 2-11 New build sold prices St Johns Way, Tunstall, Woodbridge

Typology	No. of Beds	No. of sales	Average size sqm	Sold value min	Sold value max	£psm min	£psm max
Semi-detached	2-bed	1	73	£239,995	£239,995	£3,288	£3,288
	3-bed	3	108	£299,995	£300,000	£2,727	£2,913
Detached	2-bed	2	90	£289,995	£320,000	£3,299	£3,494
	3-bed	4	128	£314,995	£439,995	£2,966	£3,058
	4-bed	2	179	£499,995	£549,995	£2,865	£3,012

Source: Land Registry, EPC, AspinallVerdi

Table 2-12 New build sold prices Felgate Way, Grundisburgh, Woodbridge

Typology	No. of Beds	No. of sales	Average size sqm	Sold value min	Sold value max	£psm min	£psm max
Detached	4-bed	3	201	£610,000	£649,995	£3,058	£3,177
	5-bed	4	231	£639,995	£764,995	£2,863	£3,266

Source: Land Registry, EPC, AspinallVerdi

Felixstowe

2.17 Table 2-13 through to Table 2-16 show the new build sale prices of different housing developments in the area of Felixstowe. The price per sqm in Felixstowe are wide ranging from £2,195 to £3,614. The data shows that the prices in Felixstowe can be higher than Leiston and are similar to Saxmundham.

Table 2-13 New build sold prices Paddock Close Kirton Ipswich

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Semi Detached	3	1	79	£254,995	£254,995	£3,228	£3,228
Detached	3	3	113	£339,995	£379,995	£3,009	£3,363
Detached	4	2	190	£462,495	£462,495	£2,434	£2,434
Detached	5	4	233	£475,000	£489,995	£2,039	£2,103

Source: Land Registry, EPC, AspinallVerdi

Table 2-14 New build sold prices Walton Gate, Felixstowe

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Terraced	2	9	57	£184,995	£206,995	£3,246	£3,631
Terraced	3	10	100	£257,995	£276,995	£2,477	£3,395
Terraced	N/a	10	77	£199,995	£269,995	£2,477	£3,509
Semi Detached	3	14	78	£244,995	£279,995	£3,182	£3,506
Semi Detached	N/a	19	78	£249,995	£286,995	£3,176	£3,543
Detached	3	16	81	£254,995	£287,995	£3,035	£3,555
Detached	4	14	109	£279,995	£354,995	£2,851	£3,177

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Detached	5	1	168	£550,000	£550,000	£3,274	£3,274
Detached	N/a	34	93	£264,995	£369,995	£2,929	£3,824

Source: Land Registry, EPC, AspinallVerdi

Table 2-15 New build sold prices Land South of Thurmans Lane, Trimley St Mary

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
Terraced	2	8	58	£190,500	£239,722	£3,284	£4,206
Semi Detached	2	4	58	£222,995	£224,995	£3,845	£3,879
Semi Detached	3	12	79	£243,000	£284,995	£3,076	£3,506
Semi Detached	4	1	128	£356,995	£356,995	£2,789	£2,789
Semi Detached	N/a	4	83	£235,000	£285,000	£2,938	£3,406
Detached	3	13	84	£272,995	£299,995	£3,289	£3,614
Detached	4	15	127	£300,000	£394,995	£2,586	£3,103
Detached	N/a	4	115	£335,000	£340,000	£2,913	£2,957

Source: Land Registry, EPC, AspinallVerdi

Table 2-16 New build sold prices Goslings Way, Trimley St Martin

Typology	No. of Beds	No. of sales	Average size sqm	Sold value min	Sold value max	£psm min	£psm max
Detached	4-bed	3	131	£349,995	£389,995	£2,714	£3,097
	5-bed	4	197	£432,495	£489,995	£2,195	£2,487

Source: Land Registry, EPC, AspinallVerdi

Ipswich fringe

- 2.18 Table 2-17 shows the prices in Foxhall, approximately 8 miles north west of Felixstowe. Prices psm range from £2,717 to £3,054, generally lower than Felixstowe.

Table 2-17 New build sold prices The Hollies, Foxhall, Ipswich

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Semi Detached	1	1	67	£200,000	£200,000	£2,985	£2,985
Detached	2	3	91	£245,000	£250,000	£2,717	£2,722
Detached	3	1	212	£647,500	£647,500	£3,054	£3,054
Detached	5	2	255	£730,000	£760,000	£2,857	£3,004

Source: Land Registry, EPC, AspinallVerdi

Aldeburgh

- 2.19 Table 2-18 shows new build sale prices in Aldeburgh area. The price per sqm ranges from £3,417 to £4,657 across terraced and detached.

Table 2-18 New build sold prices Brickfields, Aldeburgh

Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Detached	4	6	204	£725,000	£950,000	£3,417	£4,657
Terraced	N/a	9	96	£290,000	£422,500	£3,521	£4,265

Source: Land Registry, EPC, AspinallVerdi

New build quoting prices

- 2.20 Comparable analysis of new build available properties has been undertaken to gain an understanding of location of new build schemes and their quoting prices these are set in Appendix 2-2.
- 2.21 The analysis shows there is new build schemes across the District being delivered by national house builder Persimmon, but there is also a lot of activity from other regional/local house builders (e.g. Hopkins Homes) and other smaller developers. The diverse nature of the District combined with the range of developers bringing forward the sites means there are wide range of products

available. With the smaller schemes providing a bespoke product that typically results in larger units and a price premium on a unit basis being achieved, namely North Road in Southwold and Balfour Place in Felixstowe.

- 2.22 There is generally a good flow of new build across the main urban areas. The bulk is around the south in areas like Felixstowe, Woodbridge and Saxmundham and Leiston. However, Persimmon is delivering a high volume scheme in Lowestoft (Woods Meadow). We would expect this to be the case as volume builders will benefit from economies of scale allowing them to develop in lower value zones.
- 2.23 The quoting prices further highlights shows a wide range, from £170,000 for a 3-bed semi-detached in Lowestoft for £192,000 to a £1.8mil 4-bed detached house in Felixstowe and £675,000 3 bed town house in Southwold.

Residential agent consultation

- 2.24 To supplement the desk-based research telephone consultations were undertaken in early autumn 2019 with local estates agents¹ active across East Suffolk Council District. Below are the summarised responses:

- **Saxmundham** – The current market is static, prices have fallen. The market is fuelled by the grey pound moving into the area from cheaper areas. Saxmundham is preferred over Leiston due to being closer to the A12 and Ipswich for jobs and benefits from two supermarkets. Agents said that Framlingham is considered a “nicer area” and therefore prices in this area are higher than Saxmundham. Generally, 3-bed semi-detached properties sell well.
- **Leiston** – Prices have been falling and Leiston is considered a lower value area that attracts first time buyers and investors meaning demand is for smaller dwellings, usually terraced and semi-detached. Saxmundham is considered a nicer area as people move out here as an upgrade to a second home.
- **Framlingham** – Again, Framlingham is considered one of the more upmarket areas, better than Saxmundham. It is considered one of the nicer areas in the east Suffolk central belt when compared with Leiston and Saxmundham. The town is pleasant and desirable and has an older population. Here, larger developments are sought after, typically 3-bed semi or detached and 4-bed detached homes.

¹ Local estate agent telephone consultations (Cornerstone, Leaders Estate Agents Woodbridge, Hamilton Smith, Jennie Jones).

- **Felixstowe** – The market has slowed over the past few years; Old Felixstowe is an area that commands a price premium due to being quieter and more desirable, this is closely followed by Trimley which benefits from regular bus services, is well connected and has recently experienced a lot of large developments. Car parking is important to buyers. Large new housing estates have also managed to create a premium when the estate is designed to a high standard, creating a sub-market, named examples of this are Gosling Way and the Josselyns in Trimley. The population is mixed, with older people retiring close to the coast and workers and families also benefiting from the employment options given Felixstowe's unique maritime location. There is a wide mix of properties in demand, from 1 – 4 bedrooms to cater for the variety of residents. Nearby villages such as Kirton will demand price premiums. There is flatted development in the centre but this is not believed to reflect the true need of the area, as the flats are usually executive and aiming for a much more affluent market, this is likely drawing in the older buyers who are taking advantage of this investment and improvement in the area, possibly making properties unaffordable for younger buyers. Agents quote that 2-bed semi-detached homes would be popular among purchasers in Felixstowe, as well as bungalows but only where located near to infrastructure. Agents speculate an increase in prices as a result of Local Authority investment, regenerating the area.
 - **Woodbridge and surrounding areas** – Slower market recently, 3-bed semi-detached and detached homes are the most popular. Woodbridge is an affluent area, with higher value surrounding areas including Melton and Grundisburgh. The population is older, with cash purchases and buy-to-let investing. Houses near the centre command a premium. Demand is driven by transport links into London and high quality of the area. Agents note that larger Victorian properties have been converted into flats.
 - **Aldeburgh** – the most expensive houses are along the coast; the higher priced properties are second-hand prices achieving over £1 million in some instances.
- 2.25 As part of our telephone consultations we asked agents their opinions of sale values in different areas of the district to provide a “check” against our analysis of published data – their responses are summarised in Table 2-19.
- 2.26 Agents also commented that across the District 4-bed units are generally higher value because a larger proportion of them are detached; this is common in most areas with the exception of Leiston.

2.27

Table 2-19 Proposed sale prices across the Districts

Location	Typology	Agents quoting unit prices
Lowestoft	2 bed flat	£100,000 - £190,000*
	2 bed terraced	£80,000 - £160,000*
	3 bed terraced	£170,000
	3 bed semi-detached	£185,000 - £199,000
	3 bed detached	£240,000
	4 bed detached	£240,000 - £350,000
Halesworth	2 bed terraced	£165,000
	3 bed terraced	£175,000
	3 bed semi-detached	£185,000
	3 bed detached	£250,000
	4 bed detached	£325,000 - £375,000
Saxmundham	2 bed flat	£160,000 - £190,000
	2 bed terrace	£140,000 - £165,000
	3 bed terrace	£180,000 - £200,000
	2 bed semi-detached	£155,000 - £200,000*
	3 bed semi-detached	£300,000
	3 bed detached	£300,000+
	4 bed detached	£280,000 - £350,000
Leiston	1 bed flat	£120,000
	2 bed flat	£160,000
	2 bed terraced	£190,000 - £200,000
	3 bed terraced	£
	3 bed semi-detached	£225,000
	3 bed detached	£

Location	Typology	Agents quoting unit prices
	4 bed detached	£300,000
Framlingham	1 bed flat	£250,000
	2 bed flat	£310,000
	3 bed detached	£900,000
Woodbridge	3 bed semi-detached	£250,000 - £300,000*
Felixstowe	2 bed flats	£
	2 bed terraced	£185,000
	3 bed terraced	£250,000
	3 bed semi detached	£250,000 - £350,000*
	3 bed detached	£350,000
	4 bed detached	£350,000 - £375,000*
	4 bed detached	£430,000 - £450,000**

**Agents quoted these figures as being heavily dependent on the location of the property*

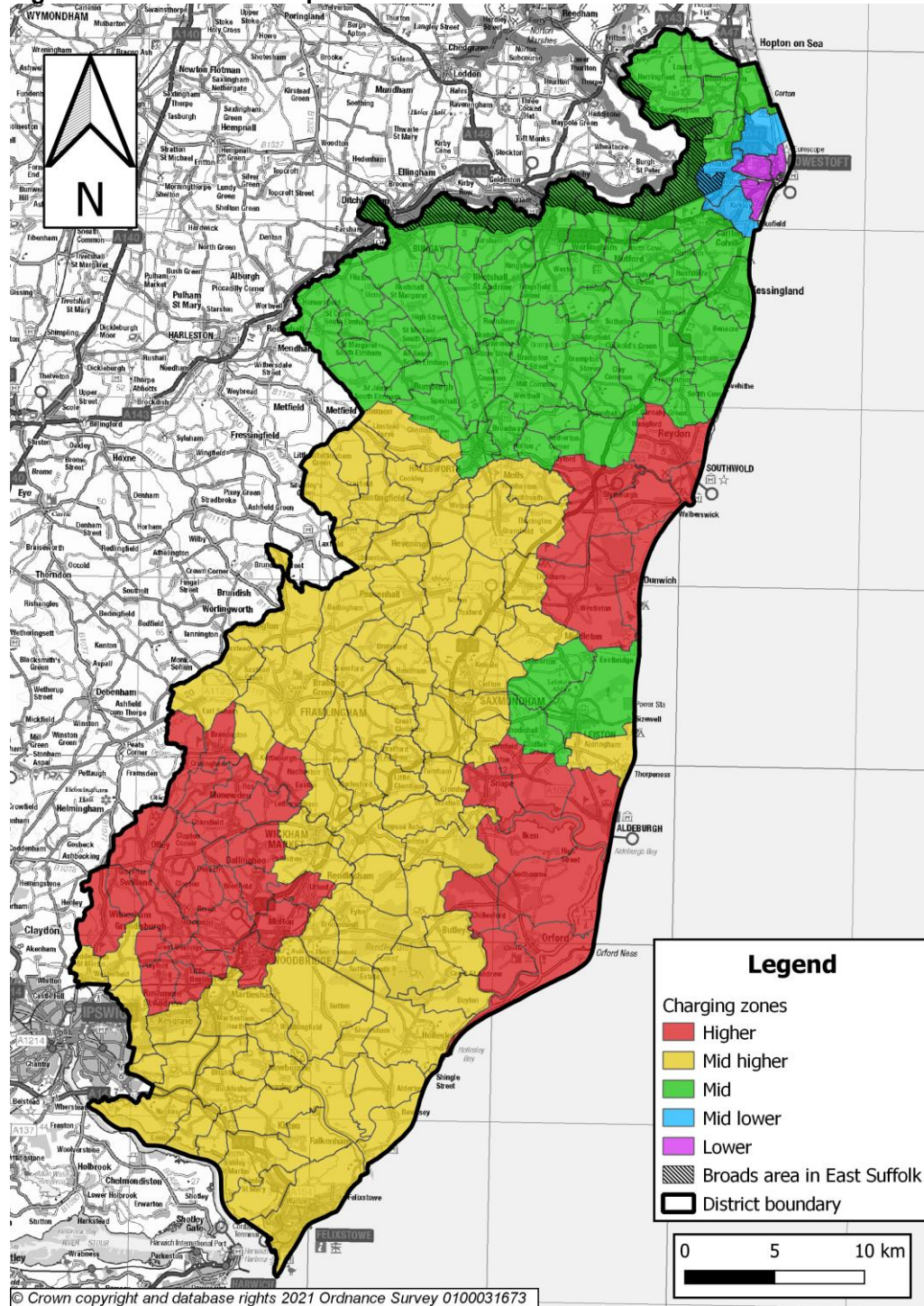
***Agent quoted this price based on a premium for being a luxury apartment, pricing out the regular market*

Source: Local estate agent telephone consultations, 2019

Conclusion

- 2.28 Based on our market analysis we proposed to test five value zones based on the geographies set out in Figure 2-4.

Figure 2-4 Value areas map East Suffolk District



Source: Land Registry Sale Value data, accessed June, 2021; Basemap ArcGIS online (2021)

2.29 The values which we have attributed to each zone are set out in Table 2-20.

Table 2-20 Value zone assumptions

Value zone	Housing / Flatted	No. of Bed	Unit size sqm	Unit price	£psm
Higher	Housing	1 bed	60	£220,000	£3,667
		2 bed	80	£280,000	£3,500
		3 bed	100	£330,000	£3,300
		4 bed	120	£380,000	£3,167
		4 bed*	160	£495,000	£3,094
	Flatted	1 bed	55	£200,000	£3,636
		2 bed	65	£245,000	£3,769
	Mid higher	1 bed	60	£200,000	£3,333
		2 bed	80	£235,000	£2,938
		3 bed	100	£295,000	£2,950
		4 bed	120	£350,000	£2,917
	Flatted	1 bed	55	£180,000	£3,273
		2 bed	65	£200,000	£3,077
	Mid	1 bed	60	£185,000	£3,083
		2 bed	80	£215,000	£2,688
		3 bed	100	£275,000	£2,750
		4 bed	120	£315,000	£2,625
	Flatted	1 bed	55	£160,000	£2,909
		2 bed	65	£175,000	£2,692
	Mid lower	1 bed	60	£165,000	£2,750
		2 bed	80	£200,000	£2,500
		3 bed	100	£225,000	£2,250
		4 bed	120	£290,000	£2,417
	Flatted	1 bed	55	£150,000	£2,727
		2 bed	65	£165,000	£2,538
	Lower	1 bed	60	£150,000	£2,500
		2 bed	80	£180,000	£2,250
		3 bed	100	£210,000	£2,100
		4 bed	120	£275,000	£2,292
Lower	Flatted	1 bed	55	£120,000	£2,182

2 bed	65	£140,000	£2,154
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**For low density typology testing, assuming larger dwellings are delivered*

Source: AspinallVerdi

3 Holiday accommodation


Introduction

- 3.1 The style and type of accommodation in the holiday lets market is wide ranging, it can form purpose-built dwellings, static caravans or lodges. The holiday lets market is distinguished from traditional market housing due to occupancy restriction e.g. not for single occupancy all year round.
- 3.2 The holiday lets market is performing well in Britain since the weak currency is forcing some families to opt for “staycation”.²
- 3.3 Sanderson Weatherall report that ‘*Despite the many challenges we have all faced and with 3 lockdowns (to date) the UK holiday park sector has again shown its resilience and ability to adapt and thrive in the face of quickly changing and new emerging market trends and conditions...Throughout 2020 Sanderson Weatherall have seen very strong demand across the country for all types of parks and it is clear the sector continues to be a very attractive asset class for operators and investors.*’³
- 3.4 The travel restrictions with the global pandemic mean many people have little choice this year but to choose a staycation. Reports indicate that demand is up 200% for staycations this summer compared to last year.⁴

New build sold holiday let prices

- 3.5 Table 3-1 shows the most recent new build sold evidence for holiday let accommodation in Felixstowe.

Table 3-1 Holiday let in Felixstowe

Date of transaction	Address	Size (sqm)	Unit price adjusted for House Price Index (HPI)	£psm adjusted for HPI	Description
1/30/2015	14 Marine Parade Walk	68	£216,801	£3,188	

² Moore, C., 2017, Britain's holiday rental market booms.

³ Sanderson Weatherall, 2021, Holiday & Caravan Park Market Report

⁴ <https://www.thisismoney.co.uk/money/holidays/article-9520609/Holidaymakers-stick-staycations-summer-demand-200.html>

Date of transaction	Address	Size (sqm)	Unit price adjusted for House Price Index (HPI)	£psm adjusted for HPI	Description
05/08/2015	8 Marine Parade Walk	64	£214,120	£3,346	(see above)
08/05/2016	12 Marine Parade Walk	66	£214,010	£3,243	(see above)
08/09/2017	6 Marine Parade Walk	60	£242,133	£4,036	(see above)

Source: Land Registry, EPC, accessed October 2018

East Suffolk District holiday let quoting prices

- 3.6 Table 3-3 shows the range of holiday let accommodation asking prices. Asking prices are a robust assessment of value in this sense because there is generally no negotiation on the accommodation costs.
- 3.7 The cost is expressed as a weekly charge. We recognise that the holiday let market differs from the B & B market. For this reason, we have focussed our criteria on the lettings of entire houses, capable of sleeping a typical family of four.

Table 3-2 Holiday let quoting prices East Suffolk

Site address	No. beds	Quoting price per week	Picture
Chediston, Halesworth, IP19	2	£614	

Site address	No. beds	Quoting price per week	Picture
Marsh View, Friston, IP15	2	£759	
Eves Cottage, Theberton, IP16	2	£704	
Tunstall, Woodbridge, IP12	3	£750	
Felixstowe, IP11	2	£805	

Source: Airbnb, accessed August 2021


- 3.8 Unsurprisingly, most AirBnB type lettings are located within towns with proximity to the coast. Our assessment shows that a typical 2 bed holiday let can command a rental value of between £614 - £805 per week. We do not believe there is enough data to justify a difference in value zone across the District for this type of use. There is a diverse range of specifications, and each will have varying degrees of cost. For this reason, we have adopted one single value zone.

East Suffolk District new build park home quoting prices

- 3.9 The holiday let market in the District is diverse with purpose-built holiday villages and individual properties. Table 3-3 shows the most recent new build quoting prices for a holiday let accommodation in Felixstowe for static caravan style accommodation.

Table 3-3 Holiday let quoting prices East Suffolk

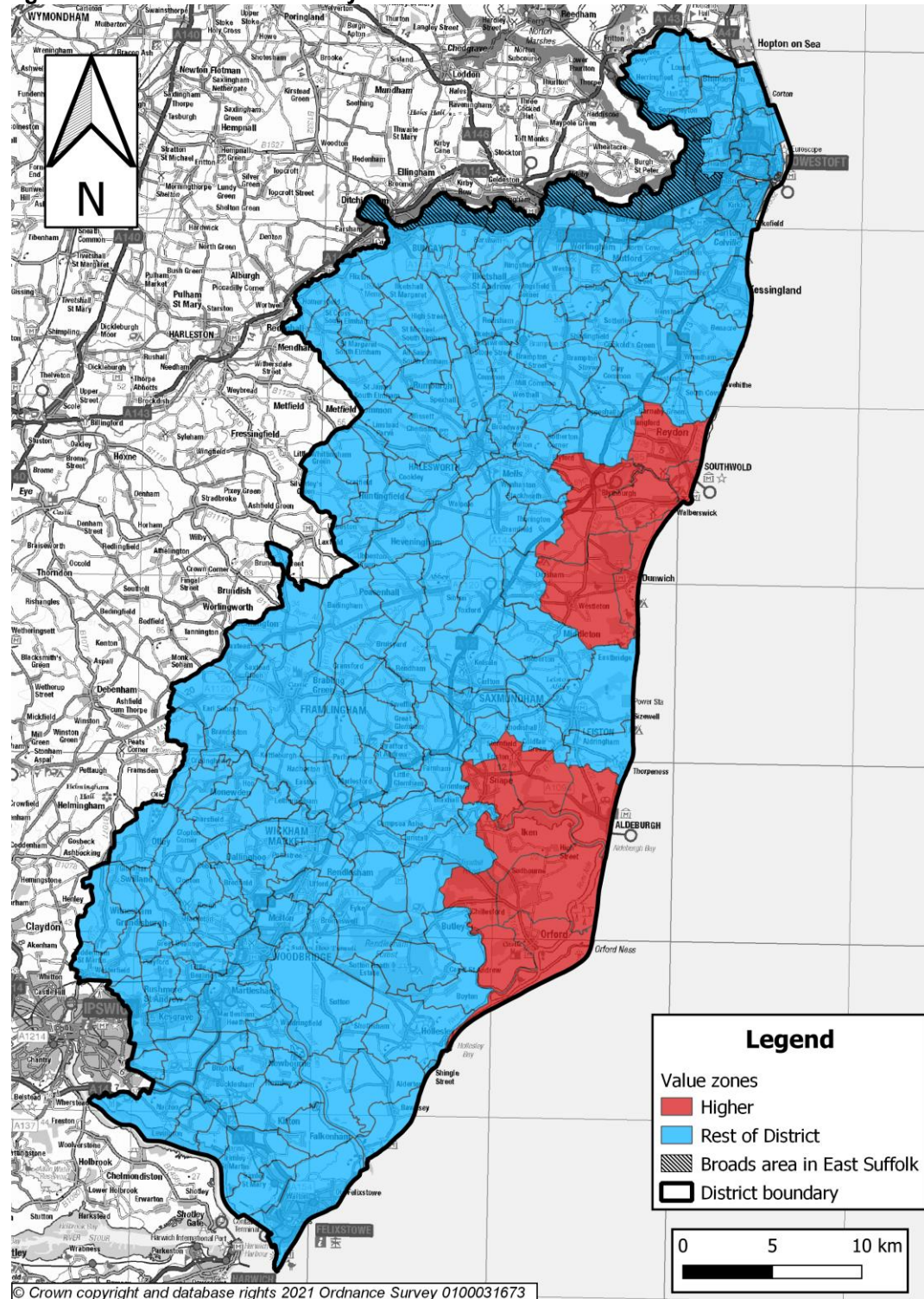
Site address	Scheme description	Quoting prices	Picture
Cliff House Holiday Park, Dunwich, Saxmundham	1 luxury 3-bed holiday home 990 sqft/92 sqm	£289,950	
Church Farm holiday park, Aldeburgh, IP15	2 bed Size: n/a	£329,995	
Azure Sea's Holiday Park, Corton, Lowestoft	3 luxury 2-bed holiday homes 800 sqft/74 sqm	£149,995 - £189,995	
8 Chapel Farm Barns	2 bed 860 sqft/80 sqm	£125,000	

Site address	Scheme description	Quoting prices	Picture
Broadland Sands, Corton	2 bed	£145,000	
Victoria Road, Oulton Broad, Lowestoft	2 bed 769 sqft/72 sqm	£130,000	

Source: Rightmove, accessed June 2021

- 3.10 We can see that holiday lodges form a significant part of the tourist stock in East Suffolk. Moreover, there are more desirable parks than others, say in locations such as Aldeburgh, Southwold and Reydon. We believe that there is justification for a high value zone, and a 'rest of District' zone, reflecting the high end of the market and the remaining 'standard spec' park homes. This value zone is outlined in Figure 4-1 below.

Figure 3-1 Value zones – holiday accomodation



Source: AspinallVerdi, East Suffolk Council, QGIS

Conclusion

- 3.11 Based on our analysis an appropriate capital value to use in the viability testing is a single sale value of £215,000 (£3,308psm), assuming flatted development around Felixstowe and the variable sales values for caravan/lodge accommodation as set out in Table 3-4.

Table 3-4 Holiday let caravan/lodge accommodation values

Scenario	Unit size sqm GIA	Unit Sale price / weekly rate	£ psm / yield
New build holiday let	75	£700	5%
Barn conversions / change of use holiday let	75	£700	5%
Lodge/park home - higher value	2 bed: 74 3 bed: 90	2 bed: £200,000 3 bed: £300,000	2 bed: £2,703 3 bed: £3,333
Lodge/park home - rest of District	2 bed: 74 3 bed: 90	2 bed: £100,000 3 bed: £150,000	2 bed: £740 3 bed: £1,666

Scenario: AspinallVerdi

4 Specialist residential accommodation

Introduction

- 4.1 With an ageing population, the demand for forms of specialist accommodation for the elderly is growing. This type of specialist accommodation usually takes the form of retirement living (typically over 55 accommodations), housing with support, and housing with care. The specialist accommodation we have tested are defined in the housing for Older and Disabled People PPG⁵, as:

“Age-restricted general market housing: This type of housing is generally for people aged 55 and over and the active elderly. It may include some shared amenities such as communal gardens, but does not include support or care services.

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.

Residential care homes and nursing homes: These have individual rooms within a residential building and provide a high level of care meeting all activities of daily living. They do not usually include support services for independent living. This type of housing can also include dementia care homes.”

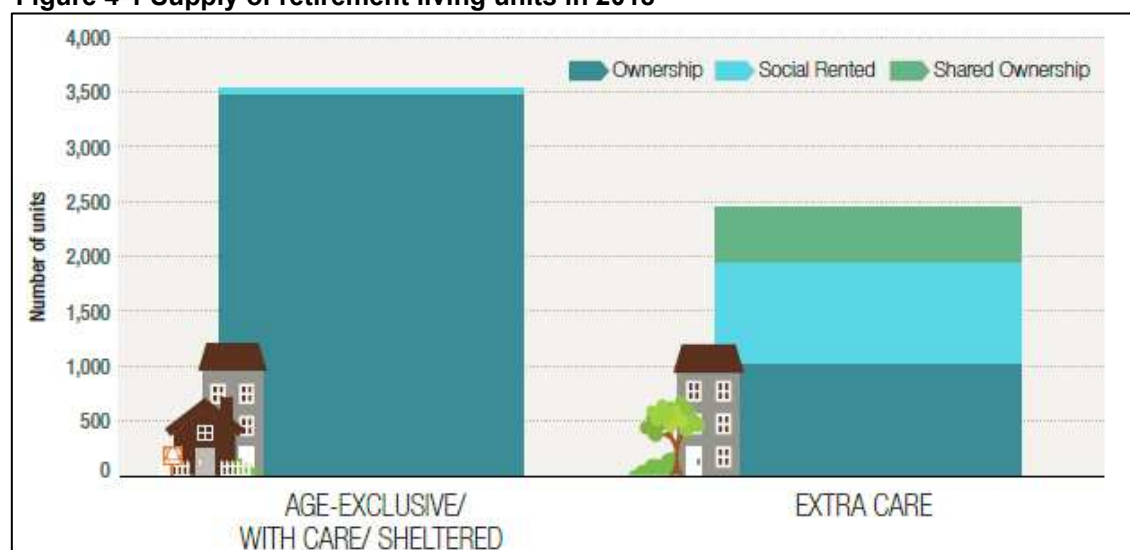
- 4.2 For the purposes of our testing, “age-restricted general market housing” and “retirement living or sheltered housing” are a very similar physical product. The PPG descriptions are very closely aligned. The main difference between the two are the provision of 24 hour on-site assistance (alarm) and a warden or house manager.
- 4.3 The age-restricted general market housing is effectively a flatted typology. We do not consider that the ‘age-restriction’ has a negative impact on viability. Indeed, it is likely to generate a premium over open market flats as part of a new retirement community with housing equity from

⁵ MHCLG, 26 June 2019, PPG, Paragraph: 010 Reference ID: 63-010-20190626

downsizing. The 'retirement living or sheltered housing' PPG definition is more recognisably retirement housing (e.g. a 'McCarthy & Stone' or 'Churchills Retirement Living' typology) and we have explicitly tested this model. This includes lower net-to-gross floor areas than general needs housing due to the communal facilities.

- 4.4 Figure 4-1 shows the supply of retirement living units in 2018 and demonstrates that the majority of supply is delivered through age-restricted/exclusive or sheltered housing for sale. With extra care schemes, the tenure split is more widely spread with social rented and shared ownership options.

Figure 4-1 Supply of retirement living units in 2018



Source: Knight Frank, accessed November 2018

- 4.5 Our focus is on sheltered care and extra care as these are more likely to be developed by the private sector and are most similar to C3 use housing. Some of these schemes are developed by housing associations and others by the private sector and/or charities and all will have a different status in terms of liability for Affordable Housing, (for example, Charitable Organisations are exempt from CIL).

Specialist and extra care housing premiums

- 4.6 Research by the Retirement Housing Group⁶ (RHG) indicates that sheltered housing values carry a premium over general needs housing – this analysis is set out in Table 4-1.

Table 4-1 Sheltered housing and ECH sales values premiums

Typology	Assumption
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⁶ RHG Retirement Housing Group, 2013, Retirement Housing Viability Base Data/ Churchill Retirement Living and McCarthy and Stone, 2013, Briefing Paper for CIL Practitioners Retirement Housing and the Community Infrastructure Levy

Sheltered housing unit prices	In mid & higher-value areas -
	<ul style="list-style-type: none"> • 10-15% premium to private market 1 – 2-bed flats
Extra care housing unit prices	Or, in lower-value areas (with no apartment scheme comparables) –
	<ul style="list-style-type: none"> • 75% value of a 3-bed semi-detached house for a 1-bed sheltered housing unit, and
	<ul style="list-style-type: none"> • 100% value of a 3-bed semi-detached house for a 2-bed sheltered housing unit
	<ul style="list-style-type: none"> • 25% premium to private market 1 – 2-bed flats•

Source: Retirement Housing Group 2013

RHG rule of thumb

- 4.7 Taking the rule of thumb principle from Table 4-1, on the basis of adding a 15% premium to flats for the 1-bed and 2-bed sheltered housing units and a 25% premium for the extra care units, we have calculated potential values as set out in Table 4-2. For sheltered housing, we have applied the rule of thumb rate across all of the value zones that we have established. For the extra care housing, we believe that this is a more niche product and as such there is very little evidence on which to justify a value zone approach. Therefore, we have applied the rule of thumb approach and adopted the sales values from the mid higher value zone with a 25% uplift.

Table 4-2 Rule of thumb approach

Scenario	Value zone	Unit type	Unit size (sqm)	Value	Price psm
Sheltered housing	Lower	1 bed	55	£138,000	£2,509
Sheltered housing	Lower	2 bed	70	£161,000	£2,300
Sheltered housing	Mid lower	1 bed	55	£172,500	£3,136
Sheltered housing	Mid lower	2 bed	70	£189,750	£2,711
Sheltered housing	Mid	1 bed	55	£184,000	£3,345
Sheltered housing	Mid	2 bed	70	£201,250	£2,875
Sheltered housing	Mid higher	1 bed	55	£207,000	£3,764

Sheltered housing	Mid higher	2 bed	70	£230,000	£3,286
Sheltered housing	Higher	1 bed	55	£230,000	£4,182
Sheltered housing	Higher	2 bed	70	£281,750	£4,025
Extra Care housing	All	1 bed	60	£225,000	£3,750
Extra Care housing	All	2 bed	75	£250,000	£3,333

Source: AspinallVerdi, 2021

New build sold prices – East Suffolk

- 4.8 There are no new-build over 55 units that are currently marketed in East Suffolk or the surrounding area and have therefore relied on the rule of thumb approach.

Conclusion

- 4.9 Based on our market analysis we propose to test the values set out in Table 4-2.

Care home fees

- 4.10 We have also been commissioned to undertake an assessment of care home type development. To build an accurate assessment of this type of product, we need to understand what fees can be achieved by a care home within East Suffolk. To do this we have reviewed care home fees across East Suffolk and undertaken a telephone consultation with a local provider at Carlton Hall. The results are in Table 4-3.

Table 4-3 Care home fees East Suffolk Rule of thumb approach

Provider	Weekly fee (starting price)	Address	Care quality commission rating
Healthcare Homes	£1,270	Haughgate House, Woodbridge, IP12 1JG	Good
Carlton Hall	£1,200 +	Carlton Hall, Carlton Colville, NR33 8BL	
Care UK	£1,166	Britten Court, Lowestoft, NR32 2NY	Good

Healthcare Homes	£990	Oaklands House, Reydon, IP18 6RY	Good
Healthcare Homes	£1,080	Aldringham Court, Aldringham, IP16 4QF	Good
Caring Homes	£1,050	Cotman House, Felixstowe, IP11 7PU	Good
Greensleeves Care	£1,074	Broadlands, Lowestoft, NR32 3PW	Outstanding

Source: AspinallVerdi, 2021

- 4.11 Persons who have savings worth more than £23,250 or own their own house are not entitled to help with the cost of funding their requirements, this is the current government threshold. Persons outside of this threshold are referred to as self-funding, and will not receive any local government help to fund their care costs. For the purposes of our testing, we assume that occupants of the care homes will be 100% self-funders and will pay fees at the standard prices charged by care home operators.
- 4.12 Based on our research in Table 4-3, it is difficult to establish a value zone for the care home use. This is because the high level of service and care provided is not dependent on location. There will be slight differences in the standards of accommodation, but these will mostly be varying levels of accommodation quality.
- 4.13 We have observed weekly fees for care homes across East Suffolk, these range between £990 to £1,200 per week. For our testing, we have adopted a fee of £1,100 per week for our care home typologies.

5 Retail market

Introduction

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

Retail market overview

- 5.2 Prior to the COVID-19 pandemic, the retail market was going through a structural change. The structural changes in the retail market were being caused by the growth in online sales and falling footfall in town centres. Retailers were also facing cost pressures from business rates and national living wage. During the COVID-19 outbreak, many retailers have had to close or limit customer access due to social distancing measures introduced by the government. Many retailers have sought to take advantage of the Coronavirus Act 2020⁷ and not paid rent – CoStar reported that only 41% of March 2020 quarter date rent was collected and 40% June 2020 quarter date.⁸

Convenience sector

- 5.3 The convenience retail sector has seen a significant change since the global financial crisis. In the years following 2008 supermarkets appeared to have weathered the economic storm with most operators aggressively expanding (commonly referred to as the race for space). Operators were able to competitively bid for sites as they were able to take advantage of other sectors in the property market being much weaker. During this period of growth, there was a strong appetite from operators to open large-format stores of up to circa 11,150 sqm. This format of a store providing a mixture of convenience and comparison retail.
- 5.4 In recent years shopping patterns have changed significantly: there is more reliance on online shopping combined along with customers supplementing a “big shopping trip” with regular smaller shops during the day travelling home from work. Also, some customers are splitting their shopping trips between the big four supermarkets (Tesco, Sainsbury’s, Asda and Morrisons) and discounters such as Aldi and Lidl. This resulted in operators shifting away from large format stores.
- 5.5 The convenience retail market appears to have performed relatively well during the outbreak with many reporting a higher volume of sales than they would experience during Christmas. At some points, demand has appeared to outstrip supply, with the likes of Ocado temporarily suspending

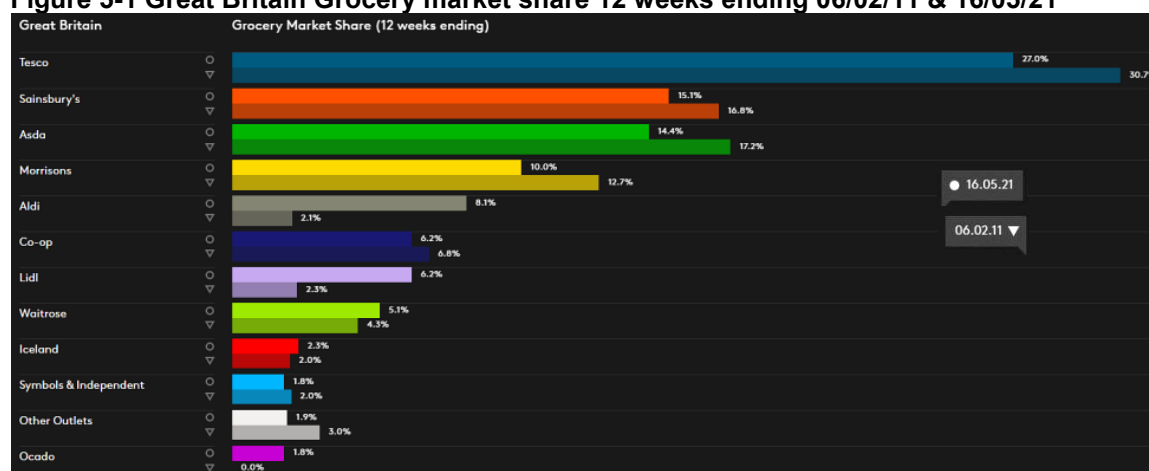
⁷ 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legalisation 'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended)).' The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payment in March.

⁸ CoStar, 2 July 2020, Forty six per cent of June Quarter Day commercial rent now collected

their ordering application and restricted access to their website. The pressures faced by supermarkets during the COVID-19 lockdown are; maintaining social distancing in their physical stores, through restricting customers numbers; maintain supply chains (resulting in less choice of items and restricting the number of purchasers, and increasing capacity for home deliveries to meet demand.

- 5.6 Figure 5-1 shows how the changes in the market have affected the relevant supermarket operators market share in recent years. The big four have been losing market share whereas the budget operators of Lidl and Aldi have gained market share along with online delivery service Ocado.

Figure 5-1 Great Britain Grocery market share 12 weeks ending 06/02/11 & 16/05/21



Source: Kantar (June 2021)

- 5.7 Due to the changes in the market, operators are now more selective in the types of and locations of stores they seek to open:
- Tesco typically only seek sites for their express format i.e. circa 200 sqm in main urban areas
 - Waitrose stores tend to vary greatly in their format, dependent on the location and size of the site with examples in their portfolio of between 230 – 5,200 sqm
 - Aldi and Lidl:
 - Prominent sites in town, District, edge of centre or out of town locations
 - Unit sizes flexible on design and scale between 1,300 and 2,500 sqm
 - 0.53 – 0.65 hectares plus for standalone units or up to 1.6 hectares for mixed-use sites
 - Iceland's requirements for this format is 930 – 1,400 sqm size units located on out-of-town retail parks.

- 5.8 East Suffolk has seen activity from budget operators with a new Lidl opening on land opposite Brook Retail Park in February 2019 and a 1,315 sqm store in Beccles in December 2019. Aldi also opened a new store in Martlesham Heath in the Spring of 2019.

Convenience retail rents

- 5.9 Despite the recent activity from operators in the District the transactional evidence has not been published on CoStar. The data which is available on CoStar is limited and we have had to consider a wider area in our analysis as set out in Table 5-1. The evidence shows that rents achievable are range from £182 psm to £215 psm.

Table 5-1 Achieved convenience retail rents

Date	Address	Operator	Size sqm	Rent £ps,
06/02/2020	Station Road, Sudbury	Waitrose	4,063	£188
02/10/2019	Pinewood Avenue, Lowestoft	Co-operative Food	311	£182
01/05/2017	5 Neatmarket Hall Road, Norwich	Aldi	1,702	£215

Source: CoStar, accessed 14 June 2021

Convenience retail investment yields

- 5.10 As with the rent analysis, there is little evidence of recent convenience retail investment transactions recorded on CoStar in the East Suffolk District. Therefore, we have considered the wider East Anglia area – this is not a concern because investment transactions are driven by, amongst other things, covenant strength (name on the lease) and length of secured income. Table 5-2 shows the most recent investment sales have achieved between 4.0% and 5.15%.

Table 5-2 Achieved convenience retail yields

Date	Address	Operator	Size sqm	Rent £ psm	Net initial yield	Comment
02/06/2021	Polka Road, Wells-nest-the-sea	England Co-operative Limited	930	£197	5.15%	Let on a 20 year lease to the Central from 23rd May 2014 expiring on the 22nd May 2034. FRI lease.
17/12/2020	Cromer Road, North Walsham	Waitrose	2,900	£168	4.65%	20-year FRI lease from 8th October 2012 (12 years unexpired), subject to 5 yearly upward only

Date	Address	Operator	Size sqm	Rent £ psm	Net initial yield	Comment
						rent reviews fixed at 3% pa
08/02/2021	36-37 Market Place, Dereham	Co-Op	1,083	N/a	4.0%	N/a
18/08/2020	66 Cornard Road, Sudbury	Sainsbury's	6,145	N/a	4.72%	Let until 2038. Rent reviews are annual in line with RPI with a cap and collar at 3% and 1%.
24/07/2020	Fordham Road, Newmarket	Tesco	9,925	N/a	4.6%	Unexpired lease term of 16 years with annual, upward-only, RPI-linked rent reviews (subject to a 5 per cent cap and 0 per cent floor).
22/07/2019	Fred Archer Way, Newmarket	Waitrose	3,700	£205	4.37% (approx.)	Sale and leaseback - 20 year lease term with a tenant break at year 15 and an option to renew at expiry. The newly set rent of £19 per sq ft increases on a 5 yearly basis fixed at 2% per annum compounded.

Source: CoStar, accessed 14 June 2021

- 5.11 Knight Frank report⁹ that prime supermarket yields are 3.50% for fixed annual retail price index (RPI), with yields increasing to 4.50% for open market reviews.

Comparison retail sector

- 5.12 Before the global pandemic, the shift from bricks to clicks was being significantly felt in the comparison sector. Many well-known names were lost e.g. BHS, Poundworld, Maplin and Toys 'R' Us and entering CVAs or administration e.g. New Look, Debenhams and House of Fraser.
- 5.13 As the high street starts to re-open we have seen further changes which include:

⁹ Knight Frank, May 2021, Investment yield guide

- Intu – one of the UK’s largest shopping centre owners, with the likes of Trafford Centre and Lakeside entered administration.
 - Arcadia Group – the owners of Topshop, Burton and Miss Selfridges entered administration in November 2020 after the pandemic severely affected sales¹⁰. As a result, all its brands were sold and all physical shops closed permanently with thousands of jobs lost.
 - Peacocks and Jaeger - entered administration in November 2020 with Jaeger being bought by Marks and Spencer in January 2021. However, no physical stores were part of the deal and all 500 stores are not expected to reopen.
 - Oasis and Warehouse – entered administration in April 2020 with all of its 92 stores closes and 400 concessions terminated. The brands and e-commerce platforms were sold in June 2020 online fashion retailer Boohoo.
- 5.14 The main comparison retail centres in the East Suffolk District are Felixstowe, Woodbridge and Lowestoft. In East Suffolk, there are a great number of independent shops and a little presence of shopping centres. The District has seen some out of town activity recently at Beardmore Park, Martlesham and Gateway Retail Park, on the outskirts of Lowestoft. Mountain Warehouse and Card Factory took the subdivided Topps Tiles unit early in 2018 at Beardmore Park. New leases were also taken by Card Factory, Greggs and Subway at Gateway Retail Park and furthermore Halfords took a 10-year lease at North Quay Retail Park, also in the mid periphery of Lowestoft. In the last 12-months lettings have been mainly small units in the market towns and around Lowestoft. All in all the market is subdued due to the global pandemic and the general trend to a shift to online retailing.

Comparison retail rents

- 5.15 The evidence that is available is set out in Table 5-3. The evidence shows that rents achieved for comparison retail units across the district are wide ranging from £116 - £269 psm.

Table 5-3 Achieved comparison retail rents

Date of transaction	Address	Size sqm	Rent £ psm
02/02/2018	Card Factory, 1-3 Martlesham Heath Retail Park, Beardmore Park	228	£194 - £237*
01/02/2018	Mountain Warehouse, 1-3 Martlesham Heath Retail Park, Beardmore Park	242	£194 - £237*
18/10/2019	Barnardo’s, North Quay Retail Park, Peto Way	371	£191

¹⁰ BBC News, 2020, Topshop owner Arcadia goes into administration

Date of transaction	Address	Size sqm	Rent £ psm
18/11/2019	Subway, North Quay Retail Park, Peto Way	144	£191
20/01/2020	BM Retail, 122 London Road, Lowestoft	387	£116
26/03/2018	Mountain Warehouse, Woodbridge	376	£205
24/09/2018	Halfords, Units 1-20 North Quay Retail Park, Peto Way, Lowestoft	825	£205
01/08/2018	Card Factory, Unit 5A-C Gateway Retail Park Tower Rd, Lowestoft	139	£269

**CoStar estimates **Retail use, but tenant not identified*

Source: CoStar, accessed August 2019 & 15 June 2021

Comparison retail investment yields

- 5.16 There has been no recent comparison retail investment transaction recorded on CoStar for East Suffolk we have therefore considered the wider region. Table 5-4 shows that achieved yields are between 7 – 7.9% but these pre-date the global pandemic. We would expect yields to have deteriorated for comparison retail, which is evidenced in the latest Knight Frank yield guide¹¹, which explains for secondary and tertiary areas yields are 10% plus with a negative outlook.

Table 5-4 Achieved convenience retail yields

Date	Address	Operator	Size sqm	Rent £ psm	Yield	Comment
01/10/2020	Felixstowe Road, Ipswich	B&M	3,700	£140	7.9%	
15/10/2020	23 New Market, Beccles	Digital Phone Company, Norfolk County Properties, upper floor vacant and Mr A Euinton Accountant	322	N/a	7%	Variable lease terms, phone company lease until 2029

Source: CoStar, accessed 15 June 2021

¹¹ Knight Frank, May 2021, Prime Yield Guide

Conclusion

- 5.17 Based on our analysis of comparison retail sector the values set in Table 5-5 are appropriate to use in the viability testing.

Table 5-5 Convenience retail values

Scenario	GIA sq m	Rent psm	Yield	Rent Free
Express	350	£167	5.0%	6-months
Budget	2,000	£160	4.75%	6-months

Source: AspinallVerdi

- 5.18 Based on our analysis of the comparison retail sector the values set out in Table 5-6 appropriate to use in the viability testing.

Table 5-6 Comparison retail values

Scenario	GIA sq m	Rent psm	Yield	Rent Free
Smaller format	500	£215	10.00%	9 months
Larger format	1,000	£194	10.00%	9 months

Source: AspinallVerdi

6 Office market

Introduction

- 6.1 Similar to the residential market, the full impact of COVID-19 on the office market is unknown. With the government encouraging working from home measures, many offices have been left unoccupied or at greatly reduced occupancy. Companies have been forced to embrace video conferencing and other measures to ensure business continuity.
- 6.2 What has emerged to date is that:
- Leasing decisions deferred – due to the uncertain world economic outlook companies have deferred the decision making in taking new space, this is more apparent with micro-businesses and SME's whose current focus is dealing with the immediate fallout and business continuity.
 - Tenants seeking to defer rent payments – the 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legalisation *'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended)).'*¹² The period has been extended to the 30 June 2021. The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payments.
 - Increase in office occupier tenant incentives – Knight Frank indicates that *'Lease incentives, however, have drifted: 21-24 months on some 10-year leases, instead of 18-21 months in the West End and nearer 24 months in the City, which were previously at 21-24 months.'*¹³
- 6.3 Typically, new office development is only financially viable in major towns and cities. Generally, new development requires a pre-let in place to a blue-chip covenant – i.e. on a long lease to a high-quality tenant that is likely always to pay its rent and adhere to its obligations. This structure gives sufficient security to the investment to enable funding to be obtained.
- 6.4 Prior to the pandemic, the main drivers of demand for new office space were from finance, professional services, Technology, Media and Telecommunications (TMTs) and flexible workspace providers. A number of corporates professional services are still progressing with their requirements (e.g. national commercial agents JLL today confirmed in April 2021 they are taking 134,000 sqft in Broadgate, London) but elsewhere recent consultations with agents have indicated some occupiers have now reduced their space requirements by one third.

¹² <https://www.rpc.co.uk/perspectives/rpc-big-deal/covid-19-and-commercial-tenants-rights-regarding-rent/>

¹³ Knight Frank, June 2020, COVID-19 What we know, what we expect, what we question

- 6.5 The Suffolk office market is centred around the town of Ipswich, here we see the majority of professional services for the county. As a result, the town of Ipswich achieves the highest prime rents for the county at £194 psm (£18 psf). Suffolk Coastal District is not a main office centre, offices are found in small pockets throughout the district.

Office rents

- 6.6 Table 6-1 sets out achieved rents for the District recorded on CoStar, all space is second-hand. Rents for second hand units range from £75 psm to £118 psm. We would expect some price premium for new build stock.

Table 6-1 Achieved office rents

Date of transaction	Address	Description	Size sqm	£psm
31/07/2019	Cory House, Haven Exchange, Felixstowe	Second hand space – sublease let to Itron	1,190	£118
01/01/2021	Orwell House, Ferry Lane, Felixstowe	Second hand space	465	£118*
01/09/2019	Walton House, 218 High St, Felixstowe	Second hand space let to McAusland & Turner	50	£97
18/06/2019	Camilla Court, The Street	Second hand space let to Compass Wealth Management	95	£95
28/10/2019	Unit 12 Riduna Park, Station Road, Woodbridge	Purpose built self contained offices	236	£75

Source: CoStar, accessed 15 June 2021

*quoting

Office yields

- 6.7 There is no recent office investment activity recorded on CoStar for East Suffolk therefore again we have considered the wider region but even then, this is scarce. Many office buildings throughout the region have been sold for PDR. The only recent comparable is that set out in Table 6-2 but this is a relatively large office let to a blue-chip covenant. In addition, we have considered the latest Knight Frank yield guide¹⁴ which indicates multi-let south east business

¹⁴ Knight Frank, May 2021, Prime Yield Guide

parks are achieving yields of 6.75% with a negative outlook. Again, we would consider yields for the District to be higher, due to the weak office market.

Table 6-2 Achieved office yields

Date	Address	Tenant	Size sqm	Rent £ psm	Yield	Comment
08/09/2019	Willow House, Broadland Business Park, Norwich	Aviva	5,739	N/a	6.31%	The four-storey property was completed in 2005. It has been fully occupied by Aviva since its completion and has 10 years remaining on the lease.

Source: CoStar, accessed 15 June 2021

Conclusion

- 6.8 Based on our analysis of the office market an appropriate rent is £150 psm and yield of 8.0%. The yield is adjusted from the comparable evidence to reflect the local market.

7 Industrial market

Introduction

- 7.1 In the years before the recession caused by the Global Financial Crisis, the industrial market saw a wave of speculative development, fuelled by easy access to finance. Much of the new space that resulted remained on the market as occupier demand weakened in the recession, so speculative development came to a halt. In more recent years supply has tightened against demand, due to the economic recovery, the increase in online shopping (which needs warehouse space) and some industrial units being lost to higher-value residential uses.
- 7.2 Due to the tight nature of the funding markets, speculative development is generally only occurring in “super-prime” areas such as parts of the M1 corridor, Heathrow, etc. Those areas have very strong occupier demand from blue-chip covenants, who are prepared to commit to longer-term leases (typically more than 10 years), therefore the perceived risk is low. Elsewhere, speculative development is generally occurring only for larger units that can be occupied by these large national /international firms.
- 7.3 The economics for small and mid-sized units is different from large-scale distribution units, both in terms of cost and values. Smaller and mid-sized units do not benefit from economies of scale for build costs as large units do. Covenant strength of occupiers of smaller units is generally weaker and result in less secure income, which is guaranteed for shorter periods due to shorter lease terms, and hence lower capital values. Consequently, small and medium-sized development typically occurs only on existing employment sites - where infrastructure is currently in place; or as part of larger strategic schemes, whereby the large-scale distribution units can pay for the infrastructure to service the smaller and medium-sized units.
- 7.4 Concerning small and mid-size units, the lack of speculative development has led to an imbalance in the market, with some occupiers having to wait for the build to suit opportunities, or taking second-hand space to satisfy immediate requirements although they would prefer new space. With a lack of suitable medium-sized space, occupiers across the country are struggling to find suitable space for business expansion. This is having a knock-on effect, with smaller units not experiencing “natural” levels of market churn, therefore not freeing up space for SMEs and start-ups.
- 7.5 Since the coronavirus lockdown, the industrial market appears to be performing well. Demand for online retail has increased significantly and manufacturers have sought to re-purpose space to respond to the government’s need for protective equipment. That said, the long term future is still marred by Brexit prospects.

- 7.6 In East Suffolk there are multiple industrial estates, these are mainly around Lowestoft, Halesworth, Martlesham, Felixstowe, Leiston, Beccles, Halesworth and Woodbridge.

Industrial rents

- 7.7 Table 7-1 shows that the majority of recent industrial transactions recorded on CoStar for Suffolk Coastal District have been in Lowestoft with a small handful elsewhere in the District. There have been no recent transactions recorded in Felixstowe. Achieved rents for second-hand stock range between £44 psm and £91.50psm, with the higher rents reflecting relatively new units.

Table 7-1 Achieved industrial rents

Date of transaction	Address	Description	Size sqm	£psm
01/05/2019	Units 1-3 Longfields Court Mobbs Way, Lowestoft	Modern purpose built industrial unit built in 2017	418	£91.50
22/04/2021	Unit 30 Wolseley Business Park, Mobbs Way, Lowestoft	Modern purpose built industrial unit	139	£72
31/07/2020	Unit 18 Mobbs Way Business Park, Lowestoft	Modern purpose built industrial unit	100	£85
07/04/2021	Unit 31 Wolseley Business Park, Mobbs Way, Lowestoft	Modern purpose built industrial unit	139	£75*
01/06/2020	Unit 9 Quayside Business Centre - School Road, Lowestoft	Purpose built industrial unit, internally refurbished	1,141	£72
15/04/2019	Unit 1A-1B - Benacre Road, Beccles	Purpose built industrial unit	600	£44
30/12/2019	Unit 3 Benacre, Beccles	Purpose built industrial unit	6218	£76.50

Date of transaction	Address	Description	Size sqm	£psm
19/02/2021	Unit 3A-C Blyth Road, Halesworth	Dated purpose built industrial unit	577	£54
31/05/2019	30 Betts Avenue, Martlesham	Dated purpose built industrial unit let to EWB Logistics	1,353	£67.27

Source: CoStar accessed 15 June 2021

Industrial yields

- 7.8 Again, there is little recent investment transactions recorded on CoStar for industrial units in the District, we have therefore considered the wider. Table 7-2 shows that for new large scale units let on a long-term lease to a good covenant yields are low at 5.17%, with higher yields for the more dated unit.

Table 7-2 Achieved industrial yields

Date	Address	Tenant	Size sqm	Rent £ psm	Yield	Comment
17/09/2018	Kohinoor House, Felixstowe	Indo European Foods	1,022	N/a	7.59%	Sale and leaseback deal for a dated purpose built warehouse unit.
01/03/2021	Port One Logistic Park, Ipswich	FDS Corporation t/a Costway	13,285	N/a	5.17%	New build warehouse unit with 20-year lease in December 2020

Source: CoStar, accessed 15 June 2021

Conclusion

- 7.9 Based on our analysis of the industrial market an appropriate rent is £86 pam and yield of 6.00%.

Appendix 2.1 – Residential sale value evidence

Data	Number	Street	Settlement	Postcode	Price Paid	Type	Beds	Size sqm	Size sqft	Price psm
15/09/2017	12	PADDOCK CLOSE	KIRTON	IP10 0FL	£349,995	Detached	3	113	1216	£3,097
15/09/2017	14	PADDOCK CLOSE	KIRTON	IP10 0FL	£485,000	Detached	5	233	2508	£2,082
29/09/2017	18	PADDOCK CLOSE	KIRTON	IP10 0FL	£489,995	Detached	5	233	2508	£2,103
29/09/2017	20	PADDOCK CLOSE	KIRTON	IP10 0FL	£489,995	Detached	5	233	2508	£2,103
17/11/2017	9	PADDOCK CLOSE	KIRTON	IP10 0FL	£379,995	Detached	3	113	1216	£3,363
17/11/2017	16	PADDOCK CLOSE	KIRTON	IP10 0FL	£475,000	Detached	5	233	2508	£2,039
08/12/2017	22	PADDOCK CLOSE	KIRTON	IP10 0FL	£462,495	Detached	4	190	2045	£2,434
08/12/2017	24	PADDOCK CLOSE	KIRTON	IP10 0FL	£462,495	Detached	4	190	2045	£2,434
15/12/2017	11	PADDOCK CLOSE	KIRTON	IP10 0FL	£254,995	Semi Detached	3	79	850	£3,228
12/01/2018	10	PADDOCK CLOSE	KIRTON	IP10 0FL	£339,995	Detached	3	113	1216	£3,009
21/08/2017	11	THE HOLLIES	FOXHALL	IP10 0FN	£730,000	Detached	5	243	2616	£3,004
27/10/2017	5	THE HOLLIES	FOXHALL	IP10 0FN	£250,000	Semi Detached	2	92	990	£2,717
27/10/2017	6	THE HOLLIES	FOXHALL	IP10 0FN	£250,000	Semi Detached	2	92	990	£2,717
03/11/2017	3	THE HOLLIES	FOXHALL	IP10 0FN	£200,000	Semi Detached	1	67	721	£2,985
07/11/2017	4	THE HOLLIES	FOXHALL	IP10 0FN	£245,000	Semi Detached	2	90	969	£2,722
22/02/2018	14	THE HOLLIES	FOXHALL	IP10 0FN	£647,500	Detached	3	212	2282	£3,054
09/07/2018	12	THE HOLLIES	FOXHALL	IP10 0FN	£760,000	Detached	5	266	2863	£2,857
31/07/2018	3	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£289,995	Detached	3	82	883	£3,537
31/07/2018	4	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£264,995	Semi Detached	3	79	850	£3,354
31/07/2018	5	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£274,995	Semi Detached	3	79	850	£3,481
28/08/2018	6	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£269,995	Semi Detached	3	79	850	£3,418
28/08/2018	8	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£275,995	Semi Detached	3	79	850	£3,494
29/08/2018	7	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£266,995	Semi Detached	3	79	850	£3,380
30/08/2018	9	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£276,995	Semi Detached	3	79	850	£3,506
30/08/2018	10	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£267,995	Semi Detached	3	79	850	£3,392
28/09/2018	11	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£284,995	Semi Detached	3	82	883	£3,476
28/09/2018	12	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£297,995	Detached	3	83	893	£3,590
31/10/2018	1	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£374,995	Detached	4	129	1389	£2,907
01/11/2018	2	MARINERS WAY	TRIMLEY ST MARY	IP11 0AA	£299,995	Detached	3	83	893	£3,614
31/08/2017	1	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£274,995	Detached	3	83	893	£3,313
14/09/2017	17	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£374,995	Detached	4	128	1378	£2,930
21/09/2017	15	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£356,995	Semi Detached	4	128	1378	£2,789

29/09/2017	29	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£382,000	Detached	4	128	1378	£2,984
29/09/2017	31	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£359,995	Detached	4	129	1389	£2,791
29/11/2017	16	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£272,995	Detached	3	83	893	£3,289
29/11/2017	18	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£212,995	Terraced	2	58	624	£3,672
29/11/2017	20	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£202,995	Terraced	2	58	624	£3,500
14/12/2017	37	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£388,995	Detached	4	128	1378	£3,039
15/12/2017	22	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£215,995	Terraced	2	58	624	£3,724
15/12/2017	24	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£274,995	Detached	3	83	893	£3,313
20/12/2017	45	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£282,995	Detached	3	82	883	£3,451
20/12/2017	47	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£243,000	Semi Detached	3	79	850	£3,076
20/12/2017	49	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£258,995	Semi Detached	3	79	850	£3,278
21/12/2017	43	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£374,995	Detached	4	129	1389	£2,907
22/12/2017	35	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£359,995	Detached	4	116	1249	£3,103
05/01/2018	33	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£386,995	Detached	4	128	1378	£3,023
23/03/2018	59	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£294,995	Detached	3	88	947	£3,352
28/03/2018	53	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£299,995	Detached	3	88	947	£3,409
28/03/2018	55	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£374,995	Detached	4	129	1389	£2,907
29/03/2018	57	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£374,995	Detached	4	129	1389	£2,907
24/04/2018	51	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£394,995	Detached	4	130	1399	£3,038
27/04/2018	50	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£284,995	Detached	3	82	883	£3,476
27/04/2018	52	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£289,995	Detached	3	88	947	£3,295
22/06/2018	2	WOODLANDS AVENUE	TRIMLEY ST MARY	IP11 0AB	£288,995	Detached	3	83	893	£3,482
04/09/2017	4	GOSLINGS WAY	TRIMLEY ST MARTIN	IP11 0UF	£442,995	Detached	5	197	2121	£2,249
04/09/2017	6	GOSLINGS WAY	TRIMLEY ST MARTIN	IP11 0UF	£432,495	Detached	5	197	2121	£2,195
27/09/2017	2	GOSLINGS WAY	TRIMLEY ST MARTIN	IP11 0UF	£389,995	Detached	4	140	1507	£2,786
23/10/2017	10	GOSLINGS WAY	TRIMLEY ST MARTIN	IP11 0UF	£380,000	Detached	4	140	1507	£2,714
27/10/2017	7	GOSLINGS WAY	TRIMLEY ST MARTIN	IP11 0UF	£489,995	Detached	5	197	2121	£2,487
02/11/2017	1	GOSLINGS WAY	TRIMLEY ST MARTIN	IP11 0UF	£453,402	Detached	5	197	2121	£2,302
17/11/2017	5	GOSLINGS WAY	TRIMLEY ST MARTIN	IP11 0UF	£470,000	Detached	5	197	2121	£2,386
29/11/2017	36	GOSLINGS WAY	TRIMLEY ST MARTIN	IP11 0UF	£349,995	Detached	4	113	1216	£3,097
31/08/2017	51	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XN	£349,995	Detached	4	128	1378	£2,734
31/08/2017	53	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XN	£349,995	Detached	4	129	1389	£2,713
22/06/2018	55	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XN	£262,995	Semi Detached	3	79	850	£3,329

25/06/2018	57	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XN	£259,995	Semi Detached	3	79	850	£3,291
25/06/2018	59	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XN	£289,995	Detached	3	88	947	£3,295
30/08/2018	45	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XN	£394,995	Detached	4	128	1378	£3,086
30/05/2018	108	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£205,000	Terraced	2	58	624	£3,534
30/05/2018	110	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£222,995	Semi Detached	2	58	624	£3,845
30/05/2018	112	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£224,995	Semi Detached	2	58	624	£3,879
31/05/2018	102	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£203,000	Terraced	2	58	624	£3,500
31/05/2018	104	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£190,500	Terraced	2	58	624	£3,284
31/05/2018	106	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£199,995	Terraced	2	58	624	£3,448
20/06/2018	98	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£224,995	Semi Detached	2	58	624	£3,879
20/06/2018	100	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£224,995	Semi Detached	2	58	624	£3,879
31/10/2018	96	THE JOSSELYNS	TRIMLEY ST MARY	IP11 0XW	£300,000	Detached	4	116	1249	£2,586
09/02/2018	1	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£324,995	Detached	4	114	1227	£2,851
09/02/2018	3	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£269,995	Detached	3	80	861	£3,375
23/02/2018	9	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£244,995	Semi Detached	3	77	829	£3,182
23/02/2018	11	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£244,995	Semi Detached	3	77	829	£3,182
23/02/2018	15	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£329,995	Detached	4	114	1227	£2,895
28/03/2018	2	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£336,995	Detached	4	114	1227	£2,956
28/03/2018	6	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£349,995	Detached	4	122	1313	£2,869
28/03/2018	19	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£184,995	Terraced	2	57	614	£3,246
29/03/2018	4	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£347,995	Detached	4	122	1313	£2,852
29/03/2018	17	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£187,995	Terraced	2	57	614	£3,298
29/03/2018	21	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£189,995	Terraced	2	57	614	£3,333
29/03/2018	23	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£259,995	Detached	3	85	915	£3,059
29/03/2018	25	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£254,995	Detached	3	76	818	£3,355
29/03/2018	27	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£257,995	Detached	3	85	915	£3,035
27/04/2018	8	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£263,995	Detached	3	80	861	£3,300
25/05/2018	29	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£269,995	Terraced	3	85	915	£3,176
25/05/2018	31	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£257,995	Terraced	3	76	818	£3,395
01/06/2018	33	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£276,995	Terraced	3	85	915	£3,259
15/06/2018	10	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£259,995	Semi Detached	3	77	829	£3,377
15/06/2018	12	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£259,995	Semi Detached	3	77	829	£3,377
27/06/2018	35	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£304,995	Detached	4	96	1033	£3,177

28/06/2018	37	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£302,995	Detached	4	96	1033	£3,156
29/06/2018	14	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£346,995	Detached	4	114	1227	£3,044
29/06/2018	41	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£266,995	Semi Detached	3	77	829	£3,467
29/06/2018	43	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£274,995	Detached	3	80	861	£3,437
27/07/2018	39	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£264,995	Semi Detached	3	77	829	£3,441
31/08/2018	45	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£284,995	Detached	3	81	872	£3,518
19/10/2018	22	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£261,995	Semi Detached	3	76	818	£3,447
19/10/2018	24	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£266,995	Detached	3	76	818	£3,513
19/10/2018	26	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£269,995	Semi Detached	3	77	829	£3,506
26/10/2018	20	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£279,995	Semi Detached	3	85	915	£3,294
05/11/2018	16	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£284,995	Detached	3	85	915	£3,353
30/11/2018	30	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£284,995	Detached	3	85	915	£3,353
07/12/2018	18	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£276,995	Detached	3	80	861	£3,462
07/12/2018	47	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£287,995	Detached	3	81	872	£3,555
14/12/2018	28	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£266,995	Semi Detached	3	77	829	£3,467
14/12/2018	49	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£264,995	Semi Detached	3	77	829	£3,441
20/12/2018	34	WALTON HALL DRIVE	FELIXSTOWE	IP11 9FA	£276,995	Semi Detached	3	85	915	£3,259
03/08/2018	2	ACADEMY TERRACE	FELIXSTOWE	IP11 9FB	£264,995	Terraced	3	107	1152	£2,477
26/10/2018	4	ACADEMY TERRACE	FELIXSTOWE	IP11 9FB	£269,995	Terraced	3	107	1152	£2,523
26/10/2018	5	ACADEMY TERRACE	FELIXSTOWE	IP11 9FB	£272,500	Terraced	3	107	1152	£2,547
30/10/2018	3	ACADEMY TERRACE	FELIXSTOWE	IP11 9FB	£269,995	Terraced	3	107	1152	£2,523
04/12/2018	1	BIGOD TERRACE	FELIXSTOWE	IP11 9FD	£274,995	Terraced	3	107	1152	£2,570
20/12/2018	5	BIGOD TERRACE	FELIXSTOWE	IP11 9FD	£274,995	Terraced	3	107	1152	£2,570
22/02/2019	2	BIGOD TERRACE	FELIXSTOWE	IP11 9FD	£269,995	Terraced	3	107	1152	£2,523
14/12/2018	4	SMOCK HILL ROAD	FELIXSTOWE	IP11 9FE	£206,995	Terraced	2	57	614	£3,631
20/12/2018	6	SMOCK MILL ROAD	FELIXSTOWE	IP11 9FE	£199,995	Terraced	2	57	614	£3,509
01/02/2019	8	SMOCK MILL ROAD	FELIXSTOWE	IP11 9FE	£206,995	Terraced	2	57	614	£3,631
08/02/2019	10	SMOCK MILL ROAD	FELIXSTOWE	IP11 9FE	£206,995	Terraced	2	57	614	£3,631
22/02/2019	12	SMOCK MILL ROAD	FELIXSTOWE	IP11 9FE	£199,995	Terraced	2	57	614	£3,509
22/02/2019	14	SMOCK MILL ROAD	FELIXSTOWE	IP11 9FE	£206,995	Terraced	2	57	614	£3,631
27/04/2018	2	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£334,995	Detached	4	114	1227	£2,939
27/04/2018	4	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£289,995	Detached	4	96	1033	£3,021
27/04/2018	6	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£294,995	Detached	4	96	1033	£3,073

27/04/2018	8	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£354,995	Detached	4	122	1313	£2,910
25/05/2018	7	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£257,995	Semi Detached	3	76	818	£3,395
01/06/2018	1	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£341,995	Detached	4	114	1227	£3,000
01/06/2018	3	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£267,995	Detached	3	80	861	£3,350
08/06/2018	11	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£279,995	Detached	4	96	1033	£2,917
08/06/2018	15	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£272,995	Detached	3	80	861	£3,412
15/06/2018	17	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£272,995	Detached	3	80	861	£3,412
25/06/2018	5	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£264,995	Detached	3	80	861	£3,312
29/06/2018	9	BLOOMFIELD ROAD	FELIXSTOWE	IP11 9FJ	£257,995	Semi Detached	3	76	818	£3,395
15/09/2017	17A	CLIFF ROAD	FELIXSTOWE	IP11 9PJ	£550,000	Detached	5	168	1808	£3,274
28/02/2018	3	BEADON WAY	MELTON	IP12 1NB	£529,995	Detached	3	153	1647	£3,464
28/03/2018	10	BEADON WAY	MELTON	IP12 1NB	£344,995	Detached	3	90	969	£3,833
29/03/2018	12	BEADON WAY	MELTON	IP12 1NB	£347,995	Detached	3	90	969	£3,867
29/03/2018	6	BEADON WAY	MELTON	IP12 1NB	£297,995	Semi Detached	3	79	850	£3,772
29/03/2018	8	BEADON WAY	MELTON	IP12 1NB	£297,995	Semi Detached	3	79	850	£3,772
30/04/2018	18	BEADON WAY	MELTON	IP12 1NB	£299,995	Detached	2	66	710	£4,545
30/04/2018	22	BEADON WAY	MELTON	IP12 1NB	£299,995	Detached	2	66	710	£4,545
30/04/2018	14	BEADON WAY	MELTON	IP12 1NB	£347,995	Detached	3	90	969	£3,867
04/05/2018	16	BEADON WAY	MELTON	IP12 1NB	£474,995	Detached	4	141	1518	£3,369
25/05/2018	5	BEADON WAY	MELTON	IP12 1NB	£347,995	Semi Detached	3	90	969	£3,867
30/05/2018	20	BEADON WAY	MELTON	IP12 1NB	£299,995	Detached	2	66	710	£4,545
31/05/2018	9	BEADON WAY	MELTON	IP12 1NB	£349,995	Detached	3	90	969	£3,889
31/05/2018	11	BEADON WAY	MELTON	IP12 1NB	£349,995	Detached	3	90	969	£3,889
01/06/2018	7	BEADON WAY	MELTON	IP12 1NB	£294,995	Semi Detached	3	79	850	£3,734
22/06/2018	24	BEADON WAY	MELTON	IP12 1NB	£334,995	Detached	2	90	969	£3,722
22/06/2018	30	BEADON WAY	MELTON	IP12 1NB	£294,995	Detached	2	66	710	£4,470
22/06/2018	32	BEADON WAY	MELTON	IP12 1NB	£299,995	Detached	2	66	710	£4,545
22/06/2018	26	BEADON WAY	MELTON	IP12 1NB	£519,995	Detached	4	153	1647	£3,399
22/06/2018	28	BEADON WAY	MELTON	IP12 1NB	£467,995	Detached	4	140	1507	£3,343
29/06/2018	34	BEADON WAY	MELTON	IP12 1NB	£399,995	Detached	3	93	1001	£4,301
29/06/2018	36	BEADON WAY	MELTON	IP12 1NB	£419,995	Detached	3	92	990	£4,565
29/06/2018	38	BEADON WAY	MELTON	IP12 1NB	£419,995	Detached	3	92	990	£4,565
29/06/2018	15	BEADON WAY	MELTON	IP12 1NB	£450,000	Detached	4	134	1442	£3,358

29/06/2018	42	BEADON WAY	MELTON	IP12 1NB	£499,995	Detached	4	153	1647	£3,268
25/07/2018	40	BEADON WAY	MELTON	IP12 1NB	£280,000	Detached	2	66	710	£4,242
31/07/2018	44	BEADON WAY	MELTON	IP12 1NB	£349,995	Detached	3	90	969	£3,889
31/07/2018	48	BEADON WAY	MELTON	IP12 1NB	£499,995	Detached	4	153	1647	£3,268
31/07/2018	46	BEADON WAY	MELTON	IP12 1NB	£354,995	Semi Detached	3	90	969	£3,944
28/09/2018	52	BEADON WAY	MELTON	IP12 1NB	£334,995	Detached	3	90	969	£3,722
31/10/2018	54	BEADON WAY	MELTON	IP12 1NB	£324,995	Semi Detached	3	90	969	£3,611
23/11/2018	62	BEADON WAY	MELTON	IP12 1NB	£362,995	Detached	3	90	969	£4,033
28/11/2018	56	BEADON WAY	MELTON	IP12 1NB	£328,995	Detached	3	90	969	£3,656
30/11/2018	50	BEADON WAY	MELTON	IP12 1NB	£464,995	Detached	4	153	1647	£3,039
30/11/2018	58	BEADON WAY	MELTON	IP12 1NB	£414,995	Detached	4	131	1410	£3,168
30/11/2018	66	BEADON WAY	MELTON	IP12 1NB	£509,995	Detached	5	162	1744	£3,148
20/12/2018	19	BEADON WAY	MELTON	IP12 1NB	£415,000	Detached	4	131	1410	£3,168
20/12/2018	64	BEADON WAY	MELTON	IP12 1NB	£415,000	Detached	4	131	1410	£3,168
20/12/2018	21	BEADON WAY	MELTON	IP12 1NB	£492,000	Detached	5	162	1744	£3,037
20/12/2018	23	BEADON WAY	MELTON	IP12 1NB	£510,000	Detached	5	162	1744	£3,148
20/12/2018	60	BEADON WAY	MELTON	IP12 1NB	£500,000	Detached	5	162	1744	£3,086
10/01/2019	17	BEADON WAY	MELTON	IP12 1NB	£340,000	Detached	3	90	969	£3,778
31/01/2019	29	BEADON WAY	MELTON	IP12 1NB	£424,995	Detached	4	131	1410	£3,244
28/02/2019	27	BEADON WAY	MELTON	IP12 1NB	£519,995	Detached	5	162	1744	£3,210
31/08/2018	8	SIMPKIN CLOSE	MELTON	IP12 1NE	£289,995	Detached	2	66	710	£4,394
31/08/2018	4	SIMPKIN CLOSE	MELTON	IP12 1NE	£433,995	Detached	3	93	1001	£4,667
31/08/2018	5	SIMPKIN CLOSE	MELTON	IP12 1NE	£439,995	Detached	3	93	1001	£4,731
28/09/2018	1	SIMPKIN CLOSE	MELTON	IP12 1NE	£384,995	Detached	3	92	990	£4,185
28/09/2018	6	SIMPKIN CLOSE	MELTON	IP12 1NE	£544,995	Detached	4	153	1647	£3,562
01/10/2018	3	SIMPKIN CLOSE	MELTON	IP12 1NE	£434,995	Detached	3	92	990	£4,728
31/10/2018	7	SIMPKIN CLOSE	MELTON	IP12 1NE	£390,000	Detached	3	92	990	£4,239
23/11/2018	2	SIMPKIN CLOSE	MELTON	IP12 1NE	£499,995	Detached	4	153	1647	£3,268
20/04/2018	3	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£299,995	Semi Detached	3	110	1184	£2,727
27/04/2018	2	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£499,995	Detached	4	166	1787	£3,012
11/05/2018	11	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£439,995	Detached	3	146	1572	£3,014
31/05/2018	5	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£299,995	Semi Detached	3	110	1184	£2,727
29/06/2018	1	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£549,995	Detached	4	192	2067	£2,865

19/07/2018	9	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£349,995	Detached	3	118	1270	£2,966
20/08/2018	17	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£300,000	Semi Detached	3	103	1109	£2,913
12/10/2018	19	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£439,995	Detached	3	146	1572	£3,014
12/10/2018	29	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£289,995	Detached	2	83	893	£3,494
29/10/2018	15	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£314,995	Detached	3	103	1109	£3,058
07/01/2019	27	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£320,000	Detached	2	97	1044	£3,299
31/01/2019	23	STREET FARM CLOSE	TUNSTALL	IP12 2LD	£239,995	Semi Detached	2	73	786	£3,288
25/08/2017	9	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£224,995	Terraced	3	68	732	£3,309
25/08/2017	11	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£219,995	Terraced	3	68	732	£3,235
25/08/2017	15	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£224,995	Terraced	3	68	732	£3,309
15/09/2017	5	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£297,995	Detached	4	91	980	£3,275
13/10/2017	8	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£219,995	Terraced	3	68	732	£3,235
31/10/2017	4	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£222,995	Terraced	3	68	732	£3,279
13/11/2017	1	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£339,995	Detached	4	112	1206	£3,036
22/12/2017	17	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£324,995	Detached	4	111	1195	£2,928
16/02/2018	6	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£215,995	Terraced	3	68	732	£3,176
02/05/2018	3	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£334,995	Detached	4	112	1206	£2,991
13/12/2018	2	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£324,995	Detached	4	112	1206	£2,902
31/01/2019	10	MAYHEW ROAD	FRAMLINGHAM	IP13 9FF	£294,995	Detached	4	111	1195	£2,658
29/08/2017	6	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£237,995	Terraced	3	86	926	£2,767
29/08/2017	8	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£247,995	Terraced	3	86	926	£2,884
21/09/2017	2	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£247,995	Terraced	3	86	926	£2,884
27/10/2017	4	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£237,995	Terraced	3	86	926	£2,767
29/06/2018	1	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£262,995	Semi Detached	3	79	850	£3,329
27/07/2018	3	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£262,995	Semi Detached	3	79	850	£3,329
21/12/2018	19	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£264,995	Semi Detached	3	79	850	£3,354
21/12/2018	21	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£264,995	Semi Detached	3	79	850	£3,354
21/12/2018	5	DOWSING ROAD	FRAMLINGHAM	IP13 9FJ	£239,995	Terraced	3	86	926	£2,791
29/09/2017	1	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£264,995	Semi Detached	3	79	850	£3,354
29/09/2017	3	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£264,995	Semi Detached	3	79	850	£3,354
30/11/2017	4	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£297,995	Detached	3	91	980	£3,275
19/12/2017	8	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£297,995	Detached	3	91	980	£3,275
22/12/2017	11	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£299,995	Detached	3	91	980	£3,297

30/04/2018	7	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£314,995	Detached	4	100	1076	£3,150
30/04/2018	9	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£314,995	Detached	4	100	1076	£3,150
29/06/2018	15	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£302,995	Detached	3	91	980	£3,330
19/07/2018	5	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£324,995	Detached	4	110	1184	£2,955
23/08/2018	6	HITCHAM ROAD	FRAMLINGHAM	IP13 9FL	£339,995	Detached	4	112	1206	£3,036
08/06/2018	20	KERRISON ROAD	FRAMLINGHAM	IP13 9FN	£205,995	Terraced	2	56	603	£3,678
08/06/2018	22	KERRISON ROAD	FRAMLINGHAM	IP13 9FN	£202,000	Terraced	2	56	603	£3,607
08/06/2018	16	KERRISON ROAD	FRAMLINGHAM	IP13 9FN	£237,995	Terraced	3	69	743	£3,449
08/06/2018	24	KERRISON ROAD	FRAMLINGHAM	IP13 9FN	£239,950	Terraced	3	69	743	£3,478
29/06/2018	18	KERRISON ROAD	FRAMLINGHAM	IP13 9FN	£202,000	Terraced	2	56	603	£3,607
31/10/2018	17	KERRISON ROAD	FRAMLINGHAM	IP13 9FN	£209,995	Terraced	2	56	603	£3,750
30/11/2018	25	KERRISON ROAD	FRAMLINGHAM	IP13 9FN	£200,995	Terraced	2	56	603	£3,589
26/10/2018	11	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£200,000	Semi Detached	2	62	667	£3,226
26/10/2018	9	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£224,995	Terraced	2	62	667	£3,629
05/11/2018	15	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£224,995	Terraced	2	62	667	£3,629
12/12/2018	14	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£294,995	Terraced	3	110	1184	£2,682
14/12/2018	5	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£249,995	Semi Detached	3	80	861	£3,125
14/12/2018	12	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£289,995	Terraced	3	110	1184	£2,636
19/12/2018	10	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£289,995	Terraced	3	62	667	£4,677
21/12/2018	2	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£216,500	Terraced	2	62	667	£3,492
03/01/2019	8	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£294,995	Terraced	3	110	1184	£2,682
14/02/2019	3	ST JOHN WAY	FRAMLINGHAM	IP13 9FS	£249,995	Semi Detached	3	80	861	£3,125
29/03/2018	2, PULHAM COURT	MOUNT PLEASANT	FRAMLINGHAM	IP13 9HQ	£339,995	Detached	4	112	1206	£3,036
29/03/2018	4, PULHAM COURT	MOUNT PLEASANT	FRAMLINGHAM	IP13 9HQ	£406,995	Detached	5	164	1765	£2,482
30/04/2018	1, PULHAM COURT	MOUNT PLEASANT	FRAMLINGHAM	IP13 9HQ	£369,995	Detached	5	128	1378	£2,891
30/04/2018	3, PULHAM COURT	MOUNT PLEASANT	FRAMLINGHAM	IP13 9HQ	£369,995	Detached	5	128	1378	£2,891
13/08/2018	4, PRYKE COURT	MOUNT PLEASANT	FRAMLINGHAM	IP13 9HQ	£374,995	Detached	4	128	1378	£2,930
13/08/2018	5, PRYKE COURT	MOUNT PLEASANT	FRAMLINGHAM	IP13 9HQ	£374,995	Detached	4	128	1378	£2,930
28/09/2018	2, PRYKE COURT	MOUNT PLEASANT	FRAMLINGHAM	IP13 9HQ	£303,995	Detached	3	91	980	£3,341
28/09/2018	1, PRYKE COURT	MOUNT PLEASANT	FRAMLINGHAM	IP13 9HQ	£406,995	Detached	5	164	1765	£2,482
31/05/2018	9	BRICKFIELDS	ALDEBURGH	IP15 5PF	£770,000	Detached	4	204	2196	£3,775
31/05/2018	10	BRICKFIELDS	ALDEBURGH	IP15 5PF	£790,000	Detached	4	204	2196	£3,873
01/06/2018	7	BRICKFIELDS	ALDEBURGH	IP15 5PF	£725,000	Detached	4	204	2196	£3,554

03/07/2018	11	BRICKFIELDS	ALDEBURGH	IP15 5PF	£910,000	Detached	4	204	2196	£4,461
24/08/2018	14	BRICKFIELDS	ALDEBURGH	IP15 5PF	£950,000	Detached	4	204	2196	£4,657
25/09/2018	8	BRICKFIELDS	ALDEBURGH	IP15 5PF	£775,000	Detached	4	204	2196	£3,799
14/12/2018	142	CARR AVENUE	LEISTON	IP16 4AT	£187,500	Terraced	2	69	743	£2,717
17/12/2018	120	CARR AVENUE	LEISTON	IP16 4AT	£245,000	Terraced	3	97	1044	£2,526
19/12/2018	146	CARR AVENUE	LEISTON	IP16 4AT	£195,000	Terraced	2	69	743	£2,826
04/01/2019	144	CARR AVENUE	LEISTON	IP16 4AT	£195,000	Terraced	2	69	743	£2,826
31/01/2019	134	CARR AVENUE	LEISTON	IP16 4AT	£245,000	Terraced	3	97	1044	£2,526
04/10/2017	14	FOXGLOVE END	LEISTON	IP16 4UG	£247,995	Detached	3	109	1173	£2,275
19/01/2018	35	POPPY WAY	LEISTON	IP16 4UG	£249,995	Detached	3	109	1173	£2,294
02/02/2018	7	PRIMROSE LANE	LEISTON	IP16 4UG	£289,995	Detached	3	115	1238	£2,522
12/03/2018	12	FOXGLOVE END	LEISTON	IP16 4UG	£249,995	Detached	3	109	1173	£2,294
27/03/2018	2	POPPY WAY	LEISTON	IP16 4UG	£395,000	Detached	4	144	1550	£2,743
24/08/2017	33	DAISY DRIVE	LEISTON	IP16 4UT	£344,995	Semi Detached	4	122	1313	£2,828
14/12/2017	9	PRIMROSE LANE	LEISTON	IP16 4UT	£264,995	Detached	3	101	1087	£2,624
23/02/2018	29	POPPY WAY	LEISTON	IP16 4UY	£279,995	Terraced	3	101	1087	£2,772
29/03/2018	31	POPPY WAY	LEISTON	IP16 4WE	£248,995	Terraced	3	101	1087	£2,465
29/03/2018	33	POPPY WAY	LEISTON	IP16 4WE	£289,995	Terraced	3	115	1238	£2,522
11/08/2017	24	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£289,995	Detached	3	83	893	£3,494
29/09/2017	66	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£289,995	Terraced	3	97	1044	£2,990
10/11/2017	PIPPINS, 72	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£354,995	Detached	4	124	1335	£2,863
21/11/2017	50	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£284,995	Semi Detached	3	102	1098	£2,794
24/11/2017	86	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£359,995	Detached	4	124	1335	£2,903
26/01/2018	54	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£349,995	Detached	4	123	1324	£2,845
02/02/2018	68	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£290,000	Detached	4	102	1098	£2,843
09/02/2018	52	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£267,995	Semi Detached	3	83	893	£3,229
06/03/2018	76	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£299,995	Terraced	3	128	1378	£2,344
09/03/2018	74	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£307,500	Terraced	3	128	1378	£2,402
16/03/2018	56	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£349,995	Detached	4	123	1324	£2,845
19/03/2018	90	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£299,995	Detached	3	102	1098	£2,941
12/04/2018	64	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£249,995	Terraced	3	118	1270	£2,119
13/04/2018	60	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£264,995	Terraced	3	118	1270	£2,246
25/04/2018	62	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£249,000	Terraced	3	118	1270	£2,110

01/06/2018	88	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£292,995	Semi Detached	3	102	1098	£2,873
12/06/2018	70	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£309,995	Detached	3	116	1249	£2,672
13/07/2018	22	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£279,995	Detached	3	102	1098	£2,745
28/09/2018	48	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£314,995	Detached	4	116	1249	£2,715
02/11/2018	84	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£290,245	Terraced	3	128	1378	£2,268
09/11/2018	78	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£285,495	Terraced	3	128	1378	£2,230
14/02/2019	92	BEECH ROAD	SAXMUNDHAM	IP17 1FP	£314,995	Terraced	4	116	1249	£2,715
27/04/2018	45	BEECH ROAD	SAXMUNDHAM	IP17 1FQ	£215,000	Terraced	2	61	657	£3,525
27/04/2018	47	BEECH ROAD	SAXMUNDHAM	IP17 1FQ	£209,995	Terraced	2	61	657	£3,443
03/08/2018	41	BEECH ROAD	SAXMUNDHAM	IP17 1FQ	£310,000	Detached	3	116	1249	£2,672
12/10/2018	43	BEECH ROAD	SAXMUNDHAM	IP17 1FQ	£294,995	Semi Detached	3	102	1098	£2,892
26/10/2018	49	BEECH ROAD	SAXMUNDHAM	IP17 1FQ	£312,500	Detached	4	124	1335	£2,520
08/12/2017	3	PALFREY PLACE	HALESWORTH	IP19 8DF	£370,000	Detached	3	119	1281	£3,109
15/12/2017	12	PALFREY PLACE	HALESWORTH	IP19 8DF	£185,000	Terraced	2	70	753	£2,643
19/12/2017	10	PALFREY PLACE	HALESWORTH	IP19 8DF	£193,000	Terraced	2	£70	753	£2,757
12/03/2018	14	PALFREY PLACE	HALESWORTH	IP19 8DF	£193,000	Terraced	2	70	753	£2,757
25/05/2018	6	PALFREY PLACE	HALESWORTH	IP19 8DF	£220,000	Semi Detached	3	80	861	£2,750
31/05/2018	8	PALFREY PLACE	HALESWORTH	IP19 8DF	£210,000	Semi Detached	3	£80	861	£2,625
13/08/2018	1	PALFREY PLACE	HALESWORTH	IP19 8DF	£390,000	Detached	4	127	1367	£3,071
17/09/2018	4	PALFREY PLACE	HALESWORTH	IP19 8DF	£350,000	Detached	4	111	1195	£3,153
28/09/2018	15	PALFREY PLACE	HALESWORTH	IP19 8DF	£200,000	Semi Detached	3	80	861	£2,500
08/10/2018	11	PALFREY PLACE	HALESWORTH	IP19 8DF	£220,000	Semi Detached	3	£80	861	£2,750
07/02/2019	2	PALFREY PLACE	HALESWORTH	IP19 8DF	£375,000	Detached	4	127	1367	£2,953
24/10/2017	ASTER HOUSE	BECKERS VIEW	WENHASTON	IP19 9FA	£239,995	Detached	2	77	829	£3,117
17/11/2017	4	FARRER DRIVE	LOWESTOFT	NR32 3BF	£344,000	Detached	4	147	1582	£2,340
09/02/2018	30	FARRER DRIVE	LOWESTOFT	NR32 3BF	£324,000	Detached	2	85	915	£3,812
29/03/2018	14	FARRER DRIVE	LOWESTOFT	NR32 3BF	£219,000	Semi Detached	3	86	926	£2,547
27/04/2018	12	FARRER DRIVE	LOWESTOFT	NR32 3BF	£210,000	Semi Detached	3	86	926	£2,442
31/05/2018	20	FARRER DRIVE	LOWESTOFT	NR32 3BF	£210,000	Semi Detached	3	86	926	£2,442
02/08/2018	6	FARRER DRIVE	LOWESTOFT	NR32 3BF	£315,000	Detached	4	126	1356	£2,500
28/08/2018	26	FARRER DRIVE	LOWESTOFT	NR32 3BF	£285,000	Detached	2	85	915	£3,353
08/10/2018	10	FARRER DRIVE	LOWESTOFT	NR32 3BF	£320,000	Detached	4	147	1582	£2,177
23/11/2018	8	FARRER DRIVE	LOWESTOFT	NR32 3BF	£270,000	Detached	4	126	1356	£2,143

15/01/2019	24	FARRER DRIVE	LOWESTOFT	NR32 3BF	£315,000	Detached	3	80	861	£3,938
18/08/2017	6	MOLEYNS CLOSE	LOWESTOFT	NR32 3BG	£179,000	Terraced	2	76	818	£2,355
25/08/2017	4	MOLEYNS CLOSE	LOWESTOFT	NR32 3BG	£170,000	Terraced	2	76	818	£2,237
05/09/2017	2	MOLEYNS CLOSE	LOWESTOFT	NR32 3BG	£169,000	Terraced	2	76	818	£2,224
09/02/2018	1	MOLEYNS CLOSE	LOWESTOFT	NR32 3BG	£185,000	Terraced	2	76	818	£2,434
15/02/2018	3	MOLEYNS CLOSE	LOWESTOFT	NR32 3BG	£175,000	Terraced	2	76	818	£2,303
15/02/2018	5	MOLEYNS CLOSE	LOWESTOFT	NR32 3BG	£175,000	Terraced	2	76	818	£2,303
06/09/2017	58	HUNTON ROAD	LOWESTOFT	NR32 3QP	£170,995	Semi Detached	2	74	797	£2,311
13/04/2018	93	HUNTON ROAD	LOWESTOFT	NR32 3QP	£147,996	Terraced	2	80	861	£1,850
20/04/2018	95	HUNTON ROAD	LOWESTOFT	NR32 3QP	£151,996	Terraced	2	80	861	£1,900
18/05/2018	91	HUNTON ROAD	LOWESTOFT	NR32 3QP	£147,996	Terraced	2	80	861	£1,850
31/05/2018	71	HUNTON ROAD	LOWESTOFT	NR32 3QP	£206,950	Detached	3	88	947	£2,352
08/12/2017	36	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£132,796	Terraced	2	69	743	£1,925
12/12/2017	28	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£132,796	Terraced	2	69	743	£1,925
15/12/2017	24	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£128,796	Terraced	2	81	872	£1,590
15/12/2017	27	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£132,096	Terraced	2	69	743	£1,914
15/12/2017	33	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£132,796	Terraced	2	69	743	£1,925
15/12/2017	34	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£128,796	Terraced	2	69	743	£1,867
21/12/2017	29	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£128,796	Terraced	2	69	743	£1,867
19/01/2018	31	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£128,796	Terraced	2	69	743	£1,867
18/05/2018	22	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£132,995	Terraced	2	74	797	£1,797
01/06/2018	30	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£132,796	Terraced	2	69	743	£1,925
08/06/2018	26	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£128,796	Terraced	2	69	743	£1,867
08/06/2018	32	LUPTON CLOSE	LOWESTOFT	NR32 3QS	£128,796	Terraced	2	69	743	£1,867
22/11/2017	17	CORY DRIVE	LOWESTOFT	NR32 3QT	£211,995	Detached	3	88	947	£2,409
24/11/2017	5	CORY DRIVE	LOWESTOFT	NR32 3QT	£226,995	Detached	3	91	980	£2,494
24/11/2017	7	CORY DRIVE	LOWESTOFT	NR32 3QT	£221,995	Detached	3	91	980	£2,440
28/11/2017	15	CORY DRIVE	LOWESTOFT	NR32 3QT	£254,995	Detached	5	116	1249	£2,198
30/11/2017	9	CORY DRIVE	LOWESTOFT	NR32 3QT	£234,995	Detached	4	100	1076	£2,350
30/11/2017	11	CORY DRIVE	LOWESTOFT	NR32 3QT	£227,995	Detached	4	100	1076	£2,280
25/08/2017	4	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£227,995	Detached	4	100	1076	£2,280
25/08/2017	6	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£268,995	Detached	5	128	1378	£2,102
25/08/2017	8	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£268,995	Detached	5	128	1378	£2,102

31/08/2017	2	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£234,995	Detached	4	111	1195	£2,117
31/08/2017	12	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£151,995	Terraced	2	57	614	£2,667
31/08/2017	14	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£151,995	Terraced	2	57	614	£2,667
15/09/2017	18	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£228,995	Detached	4	100	1076	£2,290
22/09/2017	10	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£174,995	Terraced	2	69	743	£2,536
29/09/2017	16	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£174,995	Terraced	2	69	743	£2,536
27/10/2017	24	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£177,995	Terraced	3	69	743	£2,580
27/10/2017	26	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£154,995	Terraced	2	57	614	£2,719
27/10/2017	28	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£154,995	Terraced	2	57	614	£2,719
27/10/2017	30	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£179,995	Terraced	3	69	743	£2,609
31/10/2017	20	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£236,995	Detached	4	111	1195	£2,135
28/11/2017	22	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£239,995	Detached	4	111	1195	£2,162
30/11/2017	3	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£269,995	Detached	5	128	1378	£2,109
20/12/2017	1	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£269,995	Detached	5	128	1378	£2,109
21/12/2017	5	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£219,995	Detached	3	88	947	£2,500
21/12/2017	7	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£219,995	Detached	3	88	947	£2,500
30/04/2018	9	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£222,995	Detached	3	88	947	£2,534
30/04/2018	21	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£184,995	Semi Detached	3	69	743	£2,681
30/04/2018	23	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£183,995	Semi Detached	3	69	743	£2,667
25/05/2018	11	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£179,995	Terraced	3	69	743	£2,609
25/05/2018	15	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£153,995	Terraced	2	57	614	£2,702
25/05/2018	17	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£154,995	Terraced	2	57	614	£2,719
25/05/2018	19	MAPLESDEN CLOSE	LOWESTOFT	NR32 3QX	£180,995	Terraced	3	69	743	£2,623
21/12/2017	1	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£239,995	Detached	4	100	1076	£2,400
21/12/2017	2	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£242,995	Detached	4	100	1076	£2,430
21/12/2017	3	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£176,995	Semi Detached	3	69	743	£2,565
21/12/2017	5	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£176,995	Semi Detached	3	69	743	£2,565
22/12/2017	4	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£157,995	Terraced	2	57	614	£2,772
22/12/2017	6	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£152,995	Terraced	2	57	614	£2,684
22/12/2017	7	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£242,995	Detached	4	100	1076	£2,430
22/12/2017	8	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£157,995	Terraced	2	57	614	£2,772
23/02/2018	10	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£244,995	Detached	4	100	1076	£2,450
28/02/2018	12	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£174,995	Terraced	3	69	743	£2,536

15/03/2018	9	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£220,995	Detached	3	88	947	£2,511
16/03/2018	14	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£170,995	Terraced	3	69	743	£2,478
16/03/2018	16	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£175,995	Terraced	3	69	743	£2,551
27/04/2018	24	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£159,995	Semi Detached	2	57	614	£2,807
08/06/2018	11	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£269,995	Detached	4	128	1378	£2,109
08/06/2018	17	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£259,995	Detached	3	112	1206	£2,321
15/06/2018	15	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£269,995	Detached	5	128	1378	£2,109
26/06/2018	28	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£224,995	Detached	3	88	947	£2,557
27/06/2018	19	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£264,995	Detached	3	112	1206	£2,366
27/06/2018	21	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£220,995	Detached	3	100	1076	£2,210
27/06/2018	23	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£243,995	Detached	4	100	1076	£2,440
29/06/2018	27	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£222,995	Detached	3	88	947	£2,534
29/06/2018	44	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£182,995	Terraced	3	69	743	£2,652
29/06/2018	46	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£161,995	Terraced	2	57	614	£2,842
29/06/2018	48	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£161,995	Terraced	2	57	614	£2,842
29/06/2018	50	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£183,995	Terraced	3	69	743	£2,667
29/06/2018	52	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£181,995	Terraced	3	69	743	£2,638
29/06/2018	54	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£159,995	Terraced	2	57	614	£2,807
29/06/2018	56	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£156,995	Terraced	2	57	614	£2,754
29/06/2018	58	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£181,995	Terraced	3	69	743	£2,638
10/08/2018	25	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£243,995	Detached	4	100	1076	£2,440
22/10/2018	29	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£262,995	Detached	4	112	1206	£2,348
31/10/2018	31	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£264,995	Detached	4	112	1206	£2,366
16/11/2018	38	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£245,995	Detached	4	100	1076	£2,460
16/11/2018	40	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£246,995	Detached	4	100	1076	£2,470
07/12/2018	30	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£186,995	Semi Detached	3	69	743	£2,710
07/12/2018	35	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£234,995	Detached	3	91	980	£2,582
14/12/2018	32	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£186,995	Semi Detached	3	69	743	£2,710
14/12/2018	36	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£184,995	Semi Detached	3	69	743	£2,681
17/12/2018	39	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£188,995	Semi Detached	3	69	743	£2,739
21/12/2018	37	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£188,995	Semi Detached	3	69	743	£2,739
21/12/2018	41	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£270,995	Detached	5	128	1378	£2,117
21/12/2018	45	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£187,995	Semi Detached	3	69	743	£2,725

31/01/2019	47	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£271,995	Detached	5	128	1378	£2,125
08/02/2019	33	PRITCHARD CLOSE	LOWESTOFT	NR32 3QY	£262,995	Detached	4	112	1206	£2,348
10/08/2017	72	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£269,950	Detached	4	115	1238	£2,347
25/08/2017	64	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£264,950	Detached	4	115	1238	£2,304
12/10/2017	74	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£304,950	Detached	4	127	1367	£2,401
26/10/2017	76	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£199,950	Semi Detached	3	83	893	£2,409
27/10/2017	78	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£199,950	Semi Detached	3	83	893	£2,409
10/11/2017	68	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£334,000	Detached	4	151	1625	£2,212
07/12/2017	60	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£274,950	Detached	3	76	818	£3,618
09/02/2018	58	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£297,500	Detached	4	123	1324	£2,419
15/02/2018	43	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£186,000	Terraced	3	81	872	£2,296
15/02/2018	51	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£189,950	Terraced	3	81	872	£2,345
08/03/2018	47	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£184,950	Terraced	3	81	872	£2,283
15/03/2018	49	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£189,950	Terraced	3	81	872	£2,345
29/03/2018	37	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£189,950	Terraced	2	61	657	£3,114
13/04/2018	55	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£189,950	Terraced	3	81	872	£2,345
23/05/2018	80	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£270,000	Detached	4	115	1238	£2,348
14/06/2018	82	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£269,950	Detached	4	82	883	£3,292
18/06/2018	56	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£272,500	Detached	3	77	829	£3,539
13/07/2018	39	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£184,950	Terraced	2	60	646	£3,083
24/07/2018	45	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£184,950	Terraced	3	81	872	£2,283
04/12/2018	41	HERITAGE GREEN	KESSINGLAND	NR33 7UP	£189,950	Terraced	2	61	657	£3,114

Appendix 2.2 – New build quoting prices

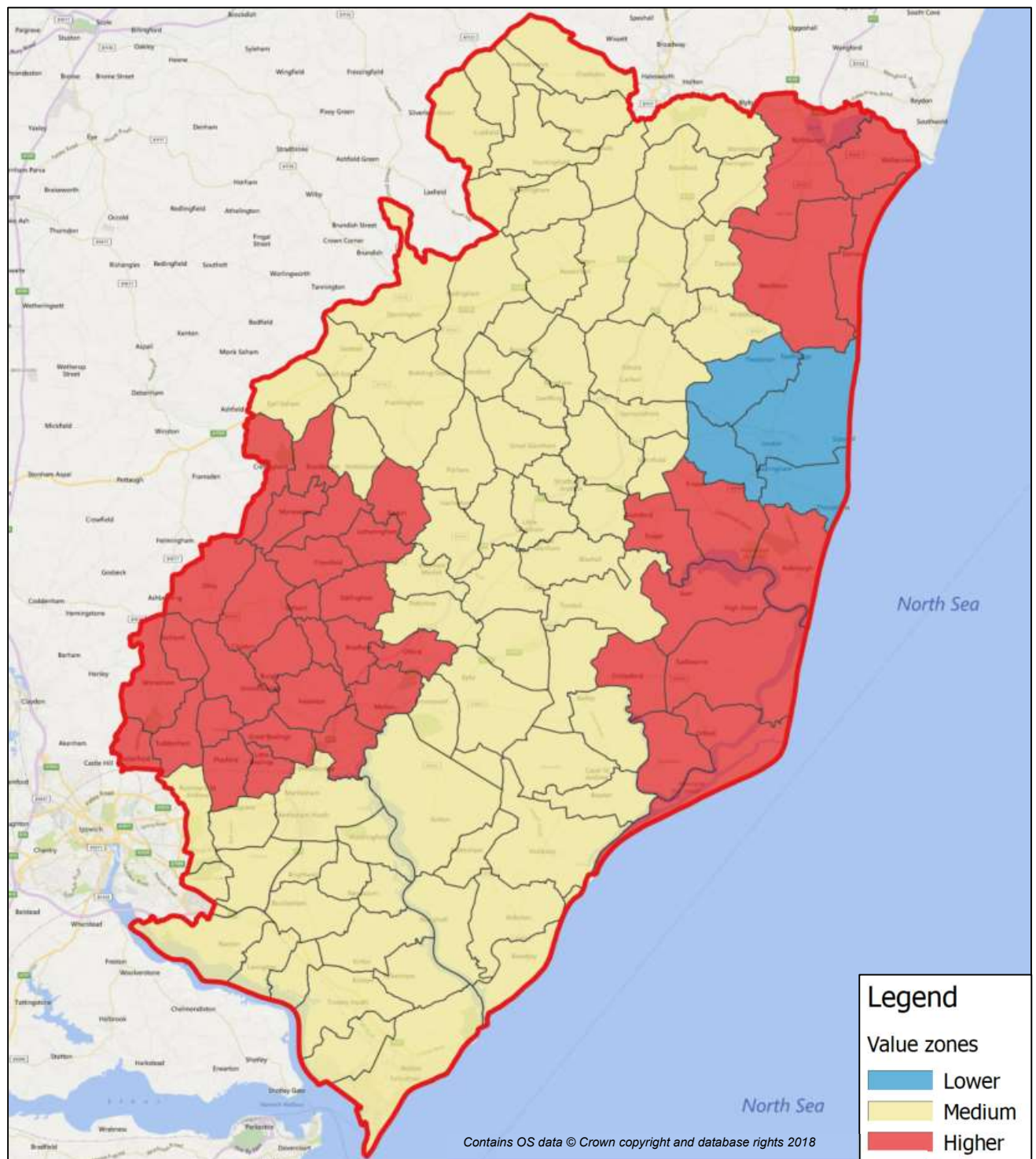
Address	Scheme details	House builder	Quoting prices
Lowestoft			
Woods Meadow	Wider development will provide up to 800 dwellings	Persimmon	4-bed detached: £280,000 - £286,000 3-bed detached: £270,000 3-bed semi-detached: £192,000
Oulton Broad			
Pegasus Mews, Oulton Broad	Small waterfront development	N/a	3-bed bungalow: £599,500
Beccles			
Barsham Vale, Butterfly Drive, Beccles	Development of 2, 3 and 4 bed units.	Hopkin Homes	2-bed semi-terraced: £215,000 2-bed coach house: £212,500 3-bed semi-detached: £277,500
Halesworth			
Blyth Value, Halesworth	Development of 2, 3 and 4 bed units.	Hopkin Homes	4-bed detached: £480,000 (£3,288 psm)
Leiston			
Johnsons Farm	Development of 187 homes	Persimmon	2-bed end terraced: £192,500 3-bed semi-detached: £263,000 - £277,000 3-bed bungalow: £329,000 4-bed detached: £305,000 5-bed detached: £330,000 - £370,000
The Stables, Rowley Mews	Small development of 8 dwellings		3 bed link-detached Suffolk barn style bungalow: £395,000
Southwold			
North Road, Southwold	Small infill development	N/a	3-bed townhouse: £675,000
Darsham,			

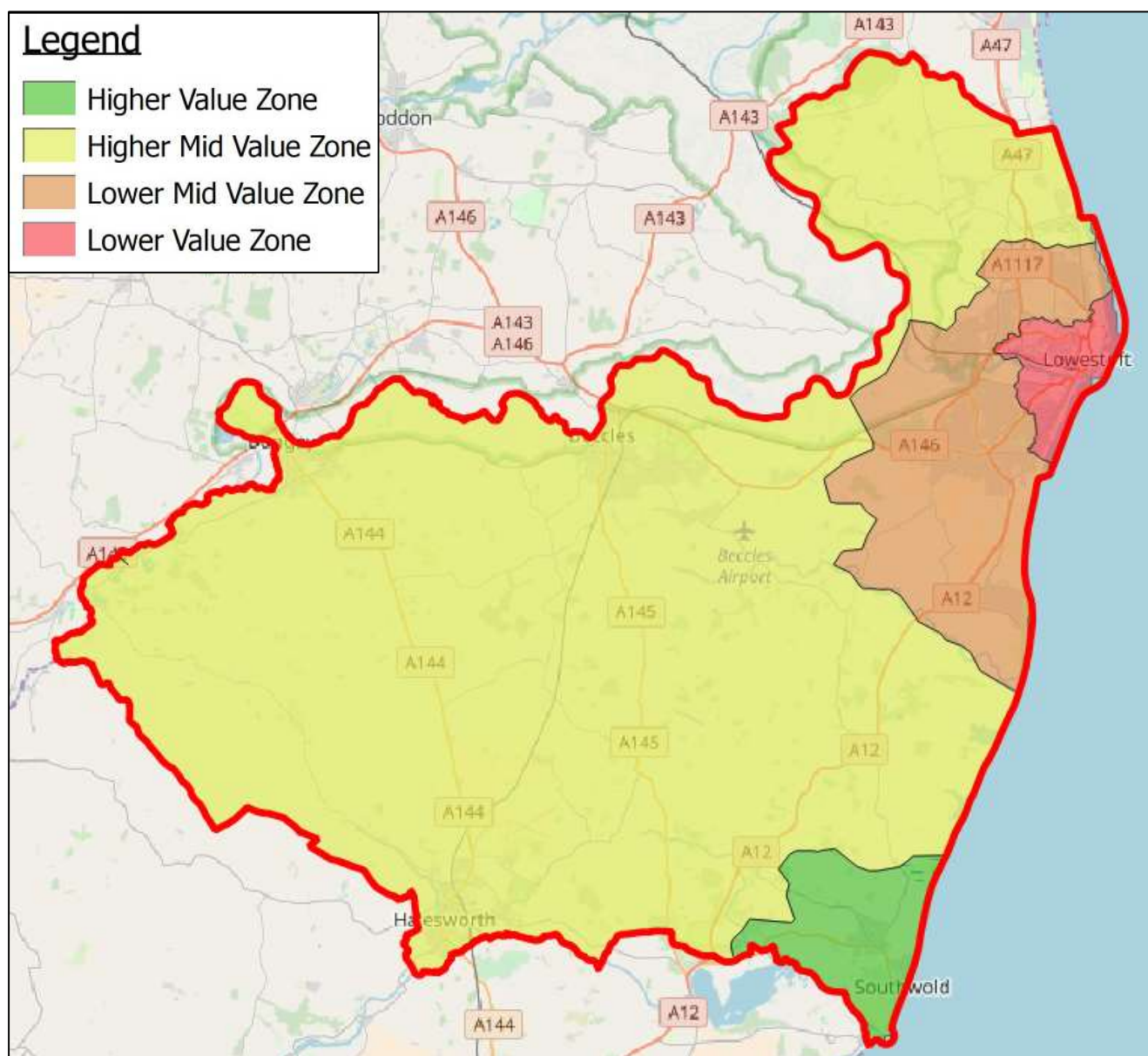
		Hopkins Homes & Moore	2-bed semi-detached: £230,000 - £315,000 3-bed semi-detached: £290,000 - £340,000 3-bed terraced: £345,000 4-bed detached: £650,000 5-bed detached: £675,000
Saxmundham			
Priors Grange	164 dwelling scheme comprising 1-bed apartments, 2-bed apartments, terraced and semi-detached houses, 3-bed terraced, semi-detached/detached houses and 4-bed detached houses	Hopkins Homes	3-bed terraced: £285,000 3-bed semi-detached: £320,000 - £325,000 4-bed detached: £400,000 - £465,000
Market Place	Small infill development in the town centre	N/a	3-bed semi-detached: £330,000
Aldrigham			
The Sandpipers	40 dwellings	Hopkins Homes & Moore	2-bed coach house: £225,000 (£2,711 psm) 3-bed semi-detached: £275,000 (£3,767 psm) 3-bed terraced £280,000 (£3,373 psm)
Woodbridge			
Deben Meadows, Melton Road, Melton	54 dwellings and offices on the former GAH (Refrigeration) factory	Lynton Build	4-bed town house: £485,000
Felixstowe			
Laureate Fields, Felixstowe	197 dwelling scheme comprising 1-bed apartments, 2-bed apartments, 3-bed terrace/semi-detached/detached houses and 4-bed detached houses	Generator Group	3-bed terraced: £399,950 4-bed detached: £1,850,000 (£5,197 psm) 4-bed detached: £1,750,000 (£5,117 psm) 4-bed detached: £1,800,000 (£5,117 psm) 3-bed detached: £1,250,000 (£4,921 psm)
Balfour Place, Felixstowe	Small with ocean views.		

Cliff Hotel	24 dwelling scheme comprising 1-bed and 2-bed flats	Dragonwood Homes	1-bed apartment: £195,000 - £210,000, 2-bed apartment: £395,000
South Beach Mansion	6 x 2-bed apartments, conversion	Parmar Holdings	2-bed apartment: £475,000 - £650,000

Source: Rightmove, Hopkin Homes, Persimmon Homes, accessed 15 June 2021

Appendix 3 – Previous value zones in Suffolk Coastal and Waveney





Appendix 4 – BCIS costs and breakdown

£/m2 study

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

Last updated: 31-Jul-2021 00:38

▸ Rebased to Suffolk (97; sample 196)

Maximum age of results: 10 years

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
447. Care homes for the elderly							
Generally (10)	1,832	1,211	1,598	1,753	2,104	2,385	11
Over 2000m2 GFA (10)	1,832	1,211	1,598	1,753	2,104	2,385	11

£/m2 study

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

Last updated: 05-Jun-2021 00:44

▸ Rebased to Suffolk Coastal (98; sample 29)

Maximum age of results: 5 years

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
447. Care homes for the elderly							
Generally (5)	1,652	1,498	-	1,590	-	1,932	4
Over 2000m2 GFA (5)	1,652	1,498	-	1,590	-	1,932	4

£/m2 study

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

Last updated: 05-Jun-2021 00:44

▸ Rebased to Suffolk Coastal (98; sample 29)

Maximum age of results: 5 years

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
320. Offices							
Generally (5)	1,628	948	1,306	1,689	1,780	2,249	9
Air-conditioned							
Not air-conditioned							
Generally (5)	1,440	948	1,306	1,386	1,778	1,780	5
1-2 storey (5)	1,563	1,306	-	1,582	-	1,780	4

£/m2 study

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

Last updated: 05-Jun-2021 00:44

› Rebased to Waveney (95; sample 19)

Maximum age of results: 5 years

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810. Housing, mixed developments (5)	1,173	665	1,041	1,144	1,266	2,709	412
810.1 Estate housing							
Generally (5)	1,188	655	1,002	1,119	1,279	4,203	238
Single storey (5)	1,367	803	1,029	1,233	1,557	4,203	45
2-storey (5)	1,123	655	981	1,106	1,219	1,932	184
3-storey (5)	1,466	1,002	1,108	1,202	1,664	2,511	7
810.11 Estate housing detached (5)	2,238	998	1,667	2,110	2,394	4,203	6
810.12 Estate housing semi detached							
Generally (5)	1,142	717	1,010	1,117	1,237	2,113	60
Single storey (5)	1,228	939	1,014	1,171	1,349	2,113	19
2-storey (5)	1,102	717	1,003	1,093	1,209	1,786	41
810.13 Estate housing terraced							
Generally (5)	1,278	786	1,014	1,205	1,388	2,511	24
2-storey (5)	1,166	786	1,010	1,158	1,294	1,638	19
3-storey (5)	1,710	1,002	-	1,664	-	2,511	4
816. Flats (apartments)							
Generally (5)	1,351	760	1,123	1,266	1,530	2,979	221
1-2 storey (5)	1,336	975	1,086	1,242	1,578	1,923	50
3-5 storey (5)	1,335	760	1,124	1,253	1,501	2,979	144
6 storey or above (5)	1,463	1,047	1,238	1,456	1,608	2,098	27

£/m2 study

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

Last updated: 05-Jun-2021 00:44

▸ Rebased to Suffolk Coastal (98; sample 29)

Maximum age of results: Default period

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
345. Shops							
Generally (30)	1,467	571	846	1,121	1,913	3,967	22
1-2 storey (30)	1,476	571	831	1,045	1,944	3,967	21

£/m2 study

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

Last updated: 05-Jun-2021 00:44

► Rebased to Suffolk Coastal (98; sample 29)

Maximum age of results: 5 years

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
810. Housing, mixed developments (5)	1,210	686	1,074	1,180	1,306	2,795	412
810.1 Estate housing							
Generally (5)	1,226	676	1,033	1,155	1,319	4,336	238
Single storey (5)	1,410	828	1,062	1,272	1,607	4,336	45
2-storey (5)	1,159	676	1,012	1,141	1,257	1,993	184
3-storey (5)	1,512	1,033	1,143	1,240	1,717	2,590	7
810.11 Estate housing detached (5)	2,309	1,030	1,720	2,177	2,469	4,336	6
810.12 Estate housing semi detached							
Generally (5)	1,178	740	1,042	1,153	1,276	2,180	60
Single storey (5)	1,266	969	1,046	1,208	1,392	2,180	19
2-storey (5)	1,137	740	1,035	1,128	1,247	1,842	41
810.13 Estate housing terraced							
Generally (5)	1,318	811	1,046	1,243	1,432	2,590	24
2-storey (5)	1,203	811	1,042	1,194	1,335	1,690	19
3-storey (5)	1,764	1,033	-	1,717	-	2,590	4
816. Flats (apartments)							
Generally (5)	1,393	784	1,158	1,306	1,579	3,073	221
1-2 storey (5)	1,378	1,006	1,120	1,281	1,627	1,984	50
3-5 storey (5)	1,377	784	1,160	1,293	1,548	3,073	144
6 storey or above (5)	1,509	1,080	1,277	1,502	1,659	2,164	27

£/m2 study

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

Last updated: 05-Jun-2021 00:44

▸ Rebased to Suffolk Coastal (98; sample 29)

Maximum age of results: 10 years

Building function (Maximum age of projects)	£/m² gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
284. Warehouses/stores							
Generally (10)	828	361	550	731	897	2,664	29
Up to 500m2 GFA (10)	1,368	600	867	944	1,763	2,664	5
500 to 2000m2 GFA (10)	791	433	571	748	886	1,463	12
Over 2000m2 GFA (10)	640	361	536	591	694	1,081	12
284.1 Advance warehouses/stores (10)	770	542	636	863	867	944	5
284.2 Purpose built warehouses/stores							
Generally (10)	859	361	552	731	912	2,664	23
500 to 2000m2 GFA (10)	784	433	565	743	900	1,463	11
Over 2000m2 GFA (10)	677	361	537	631	870	1,081	9

Appendix 5 – Residential appraisals

210806_Revised flats appraisal

Scheme Ref: Flats
Title: 45 No. Units at Lower value - Flats
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			45 Units						
AH Policy requirement (% Target)			33%						
AH tenure split %									
			Affordable rent:		50%				
			Shared ownership:		25%				
			First Homes		25%				
Open Market Sale (OMS) housing			67%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units	Overall mix%	Total # units		
1 bed House		0.0			0.0	0%	0.0		
2 bed House		0.0			0.0	0%	0.0		
3 bed House		0.0			0.0	0%	0.0		
4 bed House		0.0			0.0	0%	0.0		
5 bed House		0.0			0.0	0%	0.0		
1 bed Flat	40.0%	12.1	40.0%		5.9	40%	18.0		
2 bed Flat	60.0%	18.1	60.0%		8.9	60%	27.0		
Total number of units	100.0%	30.2	100.0%		14.9	100%	45.0		
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)		(sqft)		
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House	0.0	0			0.0		0		
1 bed Flat	55.0	592	85.0%		64.7		696		
2 bed Flat	65.0	700	85.0%		76.5		823		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)		(sqft)		
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House		0			0.0		0		
1 bed Flat	50.0	538	85.0%		58.8		633		
2 bed Flat	61.0	657	85.0%		71.8		772		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)		(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	0		0	0		0	
2 bed House	0	0	0		0	0		0	
3 bed House	0	0	0		0	0		0	
4 bed House	0	0	0		0	0		0	
5 bed House	0	0	0		0	0		0	
1 bed Flat	780	8,400	349		3,761	1,130		12,161	
2 bed Flat	1,383	14,890	639		6,883	2,023		21,773	
	2,164	23,290	989		10,644	3,153		33,934	
AH % by floor area:			31.37% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	120,000	2,182	203	2,160,000					
2 bed Flat	140,000	2,154	200	3,780,000					
				5,940,000					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	First Homes £	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	60,000	1,200	50%	90,000	1,800	75%	84,000	1,680	70%
2 bed Flat	70,000	1,148	50%	105,000	1,721	75%	98,000	1,607	70%

210806_Revised flats appraisal

Scheme Ref: Flats
 Title: 45 No. Units at Lower value - Flats
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	12.1	@	120,000	1,447,200
2 bed Flat	18.1	@	140,000	2,532,600
	30.2			3,979,800
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.0	@	60,000	178,200
2 bed Flat	4.5	@	70,000	311,850
	7.4			490,050
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	90,000	133,650
2 bed Flat	2.2	@	105,000	233,888
	3.7			367,538
First Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	84,000	124,740
2 bed Flat	2.2	@	98,000	218,295
	3.7			343,035
Sub-total GDV Residential				
	41.3			5,180,423
<i>AH on-site cost analysis:</i>				
	241	£ psm (total GIA sqm)	EMV less EGDV	759,578
			16,880	£ per unit (total units)
Grant				
	45	@	0	-
Total GDV				
				5,180,423

210806_Revised flats appraisal

Scheme Ref: Flats
Title: 45 No. Units at Lower value - Flats
Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(50,000)
Statutory Planning Fees (Residential)					(17,325)
CIL	2,164 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions					
Sustainable transport	0 per dwelling				-
Electric charge points (flats)	2,500 per 4x dwelling				(28,125)
Biodiversity net gain	243 per dwelling				(10,935)
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	45 units @	0 per unit		(39,060)	-
S106 analysis:	0.75% % of GDV	868 £ per unit (total units)			
AH Commuted Sum	3,153 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.77 acres @	110,000 £ per acre (if brownfield)			(194,150)
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				-
Future Homes Standard (flats)	2,256 per dwelling				(101,520)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.77 acres @	per acre		(101,520)	-
Infra. Costs analysis:	1.96% % of GDV	2,256 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,130 sqm @	1,306 psm			(1,475,473)
2 bed Flat	3,153 2,023 sqm @	1,306 psm			(2,641,746)
External works	4,117,219 @	15.0% 13,724 £ per unit			(617,583)
M4(2) Category 2 Housing	50% of All units	45 units @ 1,400 £ per dwelling			(31,500)
RAMS contribution	100% of All units	45 units @ 321 £ per dwelling			(14,455)
Water efficiency		45 units @ 9 £ per dwelling			(405)
Contingency	5,076,831 @	5.0%			(253,842)
Professional Fees	5,076,831 @	10.0%			(507,683)
Disposal Costs -					
Marketing and Promotion	3,979,800 OMS @	1.50%			(59,697)
Residential Sales Agent Costs	3,979,800 OMS @	1.50%			(59,697)
Residential Sales Legal Costs	3,979,800 OMS @	0.50%			(19,899)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(465,422)
Developers Profit -					
Margin on AH	1,200,623	6.00% on AH values			(72,037)
Profit on GDV	3,979,800	20.00%			(795,960)
	6,549,456	12.15% on costs		(795,960)	
	5,180,423	16.76% blended		(867,997)	
TOTAL COSTS					(7,417,453)

210806_Revised flats appraisal

Scheme Ref: Flats
 Title: 45 No. Units at Lower value - Flats
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(2,237,031)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(2,226,531)
RLV analysis:	(49,478) £ per plot	(3,117,143) £ per ha	(1,261,491) £ per acre	

THRESHOLD LAND VALUE				
Residential Density	63.0	dph		
Site Area (Resi)	0.71	ha	1.77	acres
Density analysis:	4,414	sqm/ha	19,226	sqft/ac
Threshold Land Value	3,138	£ per plot	197,680	£ per ha
			80,000	£ per acre
				141,200

BALANCE				
Surplus/(Deficit)	(3,314,823)	£ per ha	(1,341,491)	£ per acre
				(2,367,731)

210806_Revised flats appraisal

Scheme Ref: Flats
Title: 45 No. Units at Lower value - Flats
Notes: Brownfield

SENSITIVITY ANALYSIS								
AH - % on site 33%								
Balance (RLV - BLV)	(2,367,731)	0%	10%	20%	33%	40%	45%	50%
CIL Epsm 0.00	-1000	1,227,253	880,977	533,705	80,234	(170,658)	(373,526)	(577,397)
	-900	920,381	603,412	285,780	(129,707)	(388,166)	(574,012)	(761,090)
	-800	610,837	323,485	35,450	(372,745)	(607,577)	(776,252)	(946,050)
	-700	298,619	41,193	(229,835)	(617,893)	(828,616)	(980,131)	(1,132,229)
	-600	(16,562)	(260,308)	(522,304)	(865,319)	(1,051,448)	(1,185,053)	(1,318,818)
	-500	(364,936)	(590,550)	(817,133)	(1,114,636)	(1,275,723)	(1,390,785)	(1,505,847)
	-400	(733,449)	(923,611)	(1,114,813)	(1,365,255)	(1,500,158)	(1,596,517)	(1,692,877)
	-300	(1,104,509)	(1,258,655)	(1,413,967)	(1,615,874)	(1,724,593)	(1,802,249)	(1,879,906)
	-200	(1,477,400)	(1,595,307)	(1,713,214)	(1,866,493)	(1,949,028)	(2,007,981)	(2,066,935)
	-100	(1,851,458)	(1,931,960)	(2,012,461)	(2,117,112)	(2,173,463)	(2,213,713)	(2,253,964)
	0	(2,225,517)	(2,268,612)	(2,311,707)	(2,367,731)	(2,397,898)	(2,419,445)	(2,440,993)
	100	(2,599,575)	(2,605,264)	(2,610,954)	(2,618,350)	(2,622,333)	(2,625,177)	(2,628,022)
	200	(2,973,633)	(2,941,917)	(2,910,200)	(2,868,969)	(2,846,768)	(2,830,909)	(2,815,051)
	300	(3,347,691)	(3,278,569)	(3,209,447)	(3,119,588)	(3,071,202)	(3,030,202)	(3,002,080)
	400	(3,721,749)	(3,615,221)	(3,508,693)	(3,370,207)	(3,295,637)	(3,242,373)	(3,189,109)
	500	(4,095,808)	(3,951,874)	(3,807,940)	(3,620,826)	(3,520,072)	(3,448,105)	(3,367,138)
	600	(4,469,866)	(4,288,526)	(4,107,187)	(3,871,445)	(3,744,507)	(3,653,837)	(3,563,168)
	700	(4,843,924)	(4,625,179)	(4,406,433)	(4,122,064)	(3,968,942)	(3,859,569)	(3,750,197)
	800	(5,217,982)	(4,961,831)	(4,705,680)	(4,372,683)	(4,193,377)	(4,065,301)	(3,937,226)
	900	(5,592,040)	(5,298,483)	(5,004,926)	(4,623,302)	(4,417,812)	(4,271,033)	(4,124,255)
	1000	(5,966,099)	(5,635,136)	(5,304,173)	(4,873,921)	(4,642,247)	(4,476,765)	(4,312,284)
AH - % on site 33%								
Balance (RLV - BLV)	(2,367,731)	0%	10%	20%	33%	40%	45%	50%
Site Specific S106 0	-	(2,225,517)	(2,268,612)	(2,311,707)	(2,367,731)	(2,397,898)	(2,419,445)	(2,440,993)
	500	(2,251,992)	(2,295,087)	(2,338,182)	(2,394,206)	(2,424,373)	(2,445,920)	(2,467,468)
	1,000	(2,278,467)	(2,321,562)	(2,364,657)	(2,420,681)	(2,450,848)	(2,472,395)	(2,493,943)
	1,500	(2,304,942)	(2,348,037)	(2,391,132)	(2,447,156)	(2,477,323)	(2,498,870)	(2,520,418)
	2,000	(2,331,417)	(2,374,512)	(2,417,607)	(2,473,631)	(2,503,798)	(2,525,345)	(2,546,893)
	2,500	(2,357,892)	(2,400,987)	(2,444,082)	(2,500,106)	(2,530,273)	(2,551,820)	(2,573,368)
	3,000	(2,384,367)	(2,427,462)	(2,470,557)	(2,526,581)	(2,556,748)	(2,578,295)	(2,599,843)
	3,500	(2,410,842)	(2,453,937)	(2,497,032)	(2,553,056)	(2,583,223)	(2,604,770)	(2,626,318)
	4,000	(2,437,317)	(2,480,412)	(2,523,507)	(2,579,531)	(2,609,698)	(2,631,245)	(2,652,793)
	4,500	(2,463,792)	(2,506,887)	(2,549,982)	(2,606,006)	(2,636,173)	(2,657,720)	(2,679,268)
	5,000	(2,490,266)	(2,533,362)	(2,576,457)	(2,632,481)	(2,662,647)	(2,684,195)	(2,705,743)
	5,500	(2,516,741)	(2,559,837)	(2,602,932)	(2,658,956)	(2,689,122)	(2,710,670)	(2,732,218)
	6,000	(2,543,216)	(2,586,312)	(2,629,407)	(2,685,431)	(2,715,597)	(2,737,145)	(2,758,693)
	6,500	(2,569,691)	(2,612,787)	(2,655,882)	(2,711,906)	(2,742,072)	(2,763,620)	(2,785,168)
	7,000	(2,596,166)	(2,639,262)	(2,682,357)	(2,738,381)	(2,768,547)	(2,790,095)	(2,811,643)
	7,500	(2,622,641)	(2,665,737)	(2,708,832)	(2,764,856)	(2,795,022)	(2,816,570)	(2,838,118)
	8,000	(2,649,116)	(2,692,212)	(2,735,307)	(2,791,331)	(2,821,497)	(2,843,045)	(2,864,593)
	8,500	(2,675,591)	(2,718,687)	(2,761,782)	(2,817,806)	(2,847,972)	(2,869,520)	(2,891,068)
	9,000	(2,702,066)	(2,745,162)	(2,788,257)	(2,844,281)	(2,874,447)	(2,895,995)	(2,917,543)
	9,500	(2,728,541)	(2,771,637)	(2,814,732)	(2,870,756)	(2,900,922)	(2,922,470)	(2,944,018)
	10,000	(2,755,016)	(2,798,112)	(2,841,207)	(2,897,231)	(2,927,397)	(2,948,945)	(2,970,493)
GDV - %								
Balance (RLV - BLV)	(2,367,731)	85%	90%	95%	100%	105%	110%	115%
CIL Epsm 0.00	0	(2,847,395)	(2,687,507)	(2,527,619)	(2,367,731)	(2,207,843)	(2,047,955)	(1,888,067)
	50	(2,972,704)	(2,812,816)	(2,652,928)	(2,493,040)	(2,333,153)	(2,173,265)	(2,013,377)
	100	(3,098,014)	(2,938,126)	(2,778,238)	(2,618,350)	(2,458,462)	(2,298,574)	(2,138,686)
	150	(3,223,323)	(3,063,435)	(2,903,547)	(2,743,659)	(2,583,772)	(2,423,884)	(2,263,996)
	200	(3,348,632)	(3,188,745)	(3,028,857)	(2,868,969)	(2,709,081)	(2,549,193)	(2,389,305)
	250	(3,473,942)	(3,314,054)	(3,154,166)	(2,994,278)	(2,834,391)	(2,674,503)	(2,514,615)
	300	(3,599,251)	(3,439,364)	(3,279,476)	(3,119,588)	(2,959,700)	(2,799,812)	(2,639,924)
	350	(3,724,561)	(3,564,673)	(3,404,785)	(3,244,897)	(3,085,010)	(2,925,122)	(2,765,234)
	400	(3,849,870)	(3,689,983)	(3,530,095)	(3,370,207)	(3,210,319)	(3,050,431)	(2,890,543)
	450	(3,975,180)	(3,815,292)	(3,655,404)	(3,495,516)	(3,335,629)	(3,175,741)	(3,015,853)
	500	(4,100,489)	(3,940,602)	(3,780,714)	(3,620,826)	(3,460,938)	(3,301,050)	(3,141,162)
	550	(4,225,799)	(4,065,911)	(3,906,023)	(3,746,135)	(3,586,248)	(3,426,360)	(3,266,472)
	600	(4,351,108)	(4,191,221)	(4,031,333)	(3,871,445)	(3,711,557)	(3,551,669)	(3,391,781)
Build cost 100%								
Balance (RLV - BLV)	(2,367,731)	85%	90%	95%	100%	105%	110%	115%
CIL Epsm 0.00	0	(1,445,961)	(1,753,218)	(2,060,474)	(2,367,731)	(2,674,988)	(2,982,244)	(3,289,501)
	50	(1,571,270)	(1,878,527)	(2,185,784)	(2,493,040)	(2,800,297)	(3,107,554)	(3,414,811)
	100	(1,696,580)	(2,003,837)	(2,311,093)	(2,618,350)	(2,925,607)	(3,232,863)	(3,540,120)
	150	(1,821,889)	(2,129,146)	(2,436,403)	(2,743,659)	(3,050,916)	(3,358,173)	(3,665,430)
	200	(1,947,199)	(2,254,456)	(2,561,712)	(2,868,969)	(3,176,226)	(3,483,482)	(3,790,739)
	250	(2,072,508)	(2,379,765)	(2,687,022)	(2,994,278)	(3,301,535)	(3,608,792)	(3,916,049)
	300	(2,197,818)	(2,505,075)	(2,812,331)	(3,119,588)	(3,426,845)	(3,734,101)	(4,041,358)
	350	(2,323,127)	(2,630,384)	(2,937,641)	(3,244,897)	(3,552,154)	(3,859,411)	(4,166,668)
	400	(2,448,437)	(2,755,694)	(3,062,950)	(3,370,207)	(3,677,464)	(3,984,720)	(4,291,977)
	450	(2,573,746)	(2,881,003)	(3,188,260)	(3,495,516)	(3,802,773)	(4,110,030)	(4,417,287)
	500	(2,699,056)	(3,006,313)	(3,313,569)	(3,620,826)	(3,928,083)	(4,235,339)	(4,542,596)
	550	(2,824,365)	(3,131,622)	(3,438,879)	(3,746,135)	(4,053,392)	(4,360,649)	(4,667,905)
	600	(2,949,675)	(3,256,932)	(3,564,188)	(3,871,445)	(4,178,702)	(4,485,958)	(4,793,215)

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ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			51 Units						
AH Policy requirement (% Target)			33%						
AH tenure split %									
			Affordable rent:		50%				
			Shared ownership:		25%				
			First Homes		25%				
Open Market Sale (OMS) housing			67%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units	Overall mix%	Total # units		
1 bed House		0.0			0.0	0%	0.0		
2 bed House		0.0			0.0	0%	0.0		
3 bed House		0.0			0.0	0%	0.0		
4 bed House		0.0			0.0	0%	0.0		
5 bed House		0.0			0.0	0%	0.0		
1 bed Flat	40.0%	13.7	40.0%		6.7	40%	20.4		
2 bed Flat	60.0%	20.5	60.0%		10.1	60%	30.6		
Total number of units	100.0%	34.2	100.0%		16.8	100%	51.0		
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
						(sqm)	(sqft)		
1 bed House		0				0.0	0		
2 bed House		0				0.0	0		
3 bed House		0				0.0	0		
4 bed House		0				0.0	0		
5 bed House	0.0	0				0.0	0		
1 bed Flat	55.0	592	85.0%			64.7	696		
2 bed Flat	65.0	700	85.0%			76.5	823		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
						(sqm)	(sqft)		
1 bed House		0				0.0	0		
2 bed House		0				0.0	0		
3 bed House		0				0.0	0		
4 bed House		0				0.0	0		
5 bed House		0				0.0	0		
1 bed Flat	50.0	538	85.0%			58.8	633		
2 bed Flat	61.0	657	85.0%			71.8	772		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA		Total GIA (all units)				
						(sqm)	(sqft)		
1 bed House	0	0	0		0	0	0		
2 bed House	0	0	0		0	0	0		
3 bed House	0	0	0		0	0	0		
4 bed House	0	0	0		0	0	0		
5 bed House	0	0	0		0	0	0		
1 bed Flat	884	9,520	396		4,263	1,280	13,782		
2 bed Flat	1,568	16,876	725		7,800	2,292	24,676		
	2,452	26,395	1,121		12,063	3,573	38,458		
AH % by floor area:			31.37% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	150,000	2,727	253	3,060,000					
2 bed Flat	160,000	2,462	229	4,896,000					
				7,956,000					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	First Homes £	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	75,000	1,500	50%	112,500	2,250	75%	105,000	2,100	70%
2 bed Flat	80,000	1,311	50%	120,000	1,967	75%	112,000	1,836	70%

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GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	13.7	@	150,000	2,050,200
2 bed Flat	20.5	@	160,000	3,280,320
	34.2			5,330,520
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.4	@	75,000	252,450
2 bed Flat	5.0	@	80,000	403,920
	8.4			656,370
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	112,500	189,338
2 bed Flat	2.5	@	120,000	302,940
	4.2			492,278
First Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	105,000	176,715
2 bed Flat	2.5	@	112,000	282,744
	4.2			459,459
Sub-total GDV Residential				
	46.8			6,938,627
<i>AH on-site cost analysis:</i>		<i>EMV less EGDV</i>		
	285 £ psm (total GIA sqm)		19,949 £ per unit (total units)	1,017,374
Grant	51	@	0	-
Total GDV				6,938,627

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,164)
CIL	2,452 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions					
Sustainable transport	0 per dwelling				-
Electric charge points (flats)	2,500 per 4x dwelling				(31,875)
Biodiversity net gain	243 per dwelling				(12,393)
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	51 units @	0 per unit		(44,268)	-
S106 analysis:	0.64% % of GDV	868 £ per unit (total units)			
AH Commuted Sum	3,573 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.80 acres @	110,000 £ per acre (if brownfield)			(198,033)
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				-
Future Homes Standard (flats)	2,256 per dwelling				(115,056)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.80 acres @	per acre		(115,056)	-
Infra. Costs analysis:	1.66% % of GDV	2,256 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,280 sqm @	1,306 psm			(1,672,202)
2 bed Flat	3,573 2,292 sqm @	1,306 psm			(2,993,979)
External works	4,666,181 @	15.0% 13,724 £ per unit			(699,927)
M4(2) Category 2 Housing	50% of All units	51 units @ 1,400 £ per dwelling			(35,700)
RAMS contribution	100% of All units	51 units @ 321 £ per dwelling			(16,382)
Water efficiency		51 units @ 9 £ per dwelling			(459)
Contingency	5,731,739 @	5.0%			(286,587)
Professional Fees	5,731,739 @	10.0%			(573,174)
Disposal Costs -					
Marketing and Promotion	5,330,520 OMS @	1.50%			(79,958)
Residential Sales Agent Costs	5,330,520 OMS @	1.50%			(79,958)
Residential Sales Legal Costs	5,330,520 OMS @	0.50%			(26,653)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(476,698)
Developers Profit -					
Margin on AH	1,608,107	6.00% on AH values			(96,486)
Profit on GDV	5,330,520	20.00%			(1,066,104)
	7,378,198	14.45% on costs		(1,066,104)	
	6,938,627	16.76% blended		(1,162,590)	
TOTAL COSTS					(8,540,788)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(1,602,162)
SDLT	- @	5.0%	(slabbed)	10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	6.50%		-
Residual Land Value				(1,591,662)
RLV analysis:	(31,209) £ per plot	(2,184,634) £ per ha	(884,109) £ per acre	

THRESHOLD LAND VALUE				
Residential Density	70.0	dph		
Site Area (Resi)	0.73	ha	1.80	acres
Density analysis:	4,904	sqm/ha	21,362	sqft/ac
Threshold Land Value	3,001 £ per plot	210,035 £ per ha	85,000 £ per acre	153,026

BALANCE				
Surplus/(Deficit)	(2,394,669)	£ per ha	(969,109)	£ per acre
				(1,744,687)

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SENSITIVITY ANALYSIS								
AH - % on site 33%								
Balance (RLV - BLV)	(1,744,687)	0%	10%	20%	33%	40%	45%	50%
-1000		2,235,794	1,828,705	1,420,881	890,132	603,611	398,254	192,643
-900		1,889,627	1,516,434	1,142,180	655,046	392,209	203,846	15,020
-800		1,540,522	1,201,165	861,301	418,231	178,986	7,674	(167,100)
-700		1,188,663	883,396	577,817	179,678	(35,750)	(197,011)	(374,669)
-600		834,048	563,182	292,193	(61,169)	(268,583)	(425,697)	(583,645)
CIL Epsm		476,341	240,473	4,370	(327,941)	(519,454)	(656,491)	(794,279)
0.00		-400	115,512	(85,189)	(307,455)	(608,763)	(771,732)	(888,434)
		-300	(263,098)	(452,734)	(642,777)	(890,897)	(1,025,195)	(1,121,534)
		-200	(682,198)	(830,602)	(979,664)	(1,174,357)	(1,279,859)	(1,355,737)
		-100	(1,103,254)	(1,210,244)	(1,318,134)	(1,459,158)	(1,535,557)	(1,590,127)
		0	(1,526,287)	(1,591,784)	(1,658,205)	(1,744,687)	(1,791,255)	(1,824,517)
		100	(1,951,318)	(1,975,227)	(1,999,135)	(2,030,217)	(2,046,953)	(2,058,907)
		200	(2,377,482)	(2,358,774)	(2,340,066)	(2,315,746)	(2,302,650)	(2,293,297)
		300	(2,803,645)	(2,742,321)	(2,680,997)	(2,601,275)	(2,558,348)	(2,527,686)
		400	(3,229,808)	(3,125,868)	(3,021,927)	(2,886,805)	(2,814,046)	(2,762,076)
		500	(3,655,971)	(3,509,414)	(3,362,858)	(3,172,334)	(3,069,744)	(2,996,466)
		600	(4,082,134)	(3,892,961)	(3,703,788)	(3,457,863)	(3,325,442)	(3,230,856)
		700	(4,508,298)	(4,276,508)	(4,044,719)	(3,743,393)	(3,581,140)	(3,465,245)
		800	(4,934,461)	(4,660,055)	(4,385,649)	(4,028,922)	(3,836,838)	(3,699,635)
		900	(5,360,624)	(5,043,602)	(4,726,580)	(4,314,451)	(4,092,536)	(3,934,025)
		1000	(5,786,787)	(5,427,149)	(5,067,511)	(4,599,981)	(4,348,234)	(4,168,415)
AH - % on site 33%								
Balance (RLV - BLV)	(1,744,687)	0%	10%	20%	33%	40%	45%	50%
-		(1,526,287)	(1,591,784)	(1,658,205)	(1,744,687)	(1,791,255)	(1,824,517)	(1,857,779)
500		(1,556,292)	(1,621,843)	(1,688,368)	(1,774,850)	(1,821,417)	(1,854,680)	(1,887,942)
1,000		(1,586,297)	(1,652,006)	(1,718,531)	(1,805,013)	(1,851,580)	(1,884,843)	(1,918,105)
1,500		(1,616,302)	(1,682,169)	(1,748,693)	(1,835,176)	(1,881,743)	(1,915,006)	(1,948,268)
2,000		(1,646,307)	(1,712,331)	(1,778,856)	(1,865,339)	(1,911,906)	(1,945,168)	(1,978,431)
2,500		(1,676,312)	(1,742,494)	(1,809,019)	(1,895,501)	(1,942,069)	(1,975,331)	(2,008,594)
Site Specific S106		3,000	(1,706,317)	(1,772,657)	(1,839,182)	(1,925,664)	(1,972,232)	(2,005,494)
0		3,500	(1,736,322)	(1,802,820)	(1,869,345)	(1,955,827)	(2,002,395)	(2,035,657)
		4,000	(1,766,458)	(1,832,983)	(1,899,508)	(1,985,990)	(2,032,557)	(2,065,820)
		4,500	(1,796,621)	(1,863,146)	(1,929,671)	(2,016,153)	(2,062,720)	(2,095,983)
		5,000	(1,826,784)	(1,893,309)	(1,959,833)	(2,046,316)	(2,092,883)	(2,126,146)
		5,500	(1,856,947)	(1,923,471)	(1,989,996)	(2,076,479)	(2,123,046)	(2,156,308)
		6,000	(1,887,109)	(1,953,634)	(2,020,159)	(2,106,641)	(2,153,209)	(2,186,471)
		6,500	(1,917,272)	(1,983,797)	(2,050,322)	(2,136,804)	(2,183,372)	(2,216,634)
		7,000	(1,947,435)	(2,013,960)	(2,080,485)	(2,166,967)	(2,213,535)	(2,246,797)
		7,500	(1,977,598)	(2,044,123)	(2,110,648)	(2,197,130)	(2,243,697)	(2,276,960)
		8,000	(2,007,761)	(2,074,286)	(2,140,811)	(2,227,293)	(2,273,860)	(2,307,123)
		8,500	(2,037,924)	(2,104,449)	(2,170,973)	(2,257,456)	(2,304,023)	(2,337,286)
		9,000	(2,068,087)	(2,134,611)	(2,201,136)	(2,287,619)	(2,334,186)	(2,367,448)
		9,500	(2,098,249)	(2,164,774)	(2,231,299)	(2,317,781)	(2,364,349)	(2,397,611)
		10,000	(2,128,412)	(2,194,937)	(2,261,462)	(2,347,944)	(2,394,512)	(2,427,774)
GDV - %								
Balance (RLV - BLV)	(1,744,687)	85%	90%	95%	100%	105%	110%	115%
0		(2,391,346)	(2,175,793)	(1,960,240)	(1,744,687)	(1,529,134)	(1,314,135)	(1,100,057)
50		(2,534,111)	(2,318,558)	(2,103,005)	(1,887,452)	(1,671,899)	(1,456,346)	(1,242,006)
100		(2,676,876)	(2,461,323)	(2,245,770)	(2,030,217)	(1,814,664)	(1,599,111)	(1,384,024)
150		(2,819,640)	(2,604,087)	(2,388,534)	(2,172,981)	(1,957,428)	(1,741,875)	(1,526,322)
200		(2,962,405)	(2,746,852)	(2,531,299)	(2,315,746)	(2,100,193)	(1,884,640)	(1,669,087)
CIL Epsm		250	(3,105,170)	(2,889,617)	(2,674,064)	(2,458,511)	(2,242,958)	(2,027,405)
0.00		300	(3,247,934)	(3,032,381)	(2,816,828)	(2,601,275)	(2,385,722)	(2,170,169)
		350	(3,390,699)	(3,175,146)	(2,959,593)	(2,744,040)	(2,528,487)	(2,312,934)
		400	(3,533,464)	(3,317,911)	(3,102,358)	(2,886,805)	(2,671,252)	(2,455,699)
		450	(3,676,228)	(3,460,675)	(3,245,122)	(3,029,569)	(2,814,016)	(2,598,463)
		500	(3,818,993)	(3,603,440)	(3,387,887)	(3,172,334)	(2,956,781)	(2,741,228)
		550	(3,961,758)	(3,746,205)	(3,530,652)	(3,315,099)	(3,099,546)	(2,883,993)
		600	(4,104,522)	(3,888,969)	(3,673,416)	(3,457,863)	(3,242,310)	(3,026,757)
Build cost 100%								
Balance (RLV - BLV)	(1,744,687)	85%	90%	95%	100%	105%	110%	115%
0		(696,641)	(1,044,171)	(1,393,723)	(1,744,687)	(2,095,652)	(2,446,616)	(2,797,581)
50		(837,915)	(1,186,189)	(1,536,487)	(1,887,452)	(2,238,416)	(2,589,381)	(2,940,346)
100		(979,189)	(1,328,287)	(1,679,252)	(2,030,217)	(2,381,181)	(2,732,146)	(3,083,110)
150		(1,121,096)	(1,471,052)	(1,822,017)	(2,172,981)	(2,523,946)	(2,874,910)	(3,225,875)
200		(1,263,113)	(1,613,817)	(1,964,781)	(2,315,746)	(2,666,710)	(3,017,675)	(3,368,640)
CIL Epsm		250	(1,405,617)	(1,756,581)	(2,107,546)	(2,458,511)	(2,809,475)	(3,160,440)
0.00		300	(1,548,382)	(1,899,346)	(2,250,311)	(2,601,275)	(2,952,240)	(3,303,204)
		350	(1,691,146)	(2,042,111)	(2,393,075)	(2,744,040)	(3,095,004)	(3,445,969)
		400	(1,833,911)	(2,184,876)	(2,535,840)	(2,886,805)	(3,237,769)	(3,588,734)
		450	(1,976,676)	(2,327,640)	(2,678,605)	(3,029,569)	(3,380,534)	(3,731,498)
		500	(2,119,440)	(2,470,405)	(2,821,369)	(3,172,334)	(3,523,299)	(3,874,263)
		550	(2,262,205)	(2,613,170)	(2,964,134)	(3,315,099)	(3,666,063)	(4,017,028)
		600	(2,404,970)	(2,755,934)	(3,106,899)	(3,457,863)	(3,808,828)	(4,159,792)

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ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			42 Units						
AH Policy requirement (% Target)			33%						
AH tenure split %									
			Affordable rent:		50%				
			Shared ownership:		25%				
			First Homes		25%				
Open Market Sale (OMS) housing			67%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House		0.0			0.0	0%	0.0		
2 bed House		0.0			0.0	0%	0.0		
3 bed House		0.0			0.0	0%	0.0		
4 bed House		0.0			0.0	0%	0.0		
5 bed House		0.0			0.0	0%	0.0		
1 bed Flat	40.0%	11.3		40.0%	5.5	40%	16.8		
2 bed Flat	60.0%	16.9		60.0%	8.3	60%	25.2		
Total number of units	100.0%	28.1		100.0%	13.9	100%	42.0		
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House		0				0.0	0		
2 bed House		0				0.0	0		
3 bed House		0				0.0	0		
4 bed House		0				0.0	0		
5 bed House	0.0	0				0.0	0		
1 bed Flat	55.0	592		85.0%		64.7	696		
2 bed Flat	65.0	700		85.0%		76.5	823		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House		0				0.0	0		
2 bed House		0				0.0	0		
3 bed House		0				0.0	0		
4 bed House		0				0.0	0		
5 bed House		0				0.0	0		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	61.0	657		85.0%		71.8	772		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	0	0		0	0	0	0		
3 bed House	0	0		0	0	0	0		
4 bed House	0	0		0	0	0	0		
5 bed House	0	0		0	0	0	0		
1 bed Flat	728	7,840		326	3,510	1,054	11,350		
2 bed Flat	1,291	13,898		597	6,424	1,888	20,321		
	2,019	21,737		923	9,934	2,942	31,671		
AH % by floor area:			31.37% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	160,000	2,909	270	2,688,000					
2 bed Flat	175,000	2,692	250	4,410,000					
				7,098,000					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	First Homes £	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	80,000	1,600	50%	120,000	2,400	75%	112,000	2,240	70%
2 bed Flat	87,500	1,434	50%	131,250	2,152	75%	122,500	2,008	70%

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	11.3	@	160,000	1,800,960
2 bed Flat	16.9	@	175,000	2,954,700
	28.1			4,755,660
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.8	@	80,000	221,760
2 bed Flat	4.2	@	87,500	363,825
	6.9			585,585
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	120,000	166,320
2 bed Flat	2.1	@	131,250	272,869
	3.5			439,189
First Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.4	@	112,000	155,232
2 bed Flat	2.1	@	122,500	254,678
	3.5			409,910
Sub-total GDV Residential				
	38.5			6,190,343
<i>AH on-site cost analysis:</i>				
				EMV less EGDV
	308 £ psm (total GIA sqm)			21,611 £ per unit (total units)
Grant	42	@	0	-
Total GDV				
				6,190,343

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(50,000)
Statutory Planning Fees (Residential)					(16,170)
CIL	2,019 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions					
Sustainable transport	943 per dwelling				(39,606)
Electric charge points (flats)	2,500 per 4x dwelling				(26,250)
Biodiversity net gain	243 per dwelling				(10,206)
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	42 units @	0 per unit		(76,062)	-
S106 analysis:	1.23% % of GDV	1,811 £ per unit (total units)			
AH Commuted Sum	2,942 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.89 acres @	110,000 £ per acre (if brownfield)			(207,564)
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				-
Future Homes Standard (flats)	2,256 per dwelling				(94,752)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.89 acres @	per acre		(94,752)	-
Infra. Costs analysis:	1.53% % of GDV	2,256 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,054 sqm @	1,306 psm			(1,377,108)
2 bed Flat	2,942 1,888 sqm @	1,306 psm			(2,465,630)
External works	3,842,738 @	15.0% 13,724 £ per unit			(576,411)
M4(2) Category 2 Housing	50% of All units	42 units @ 1,400 £ per dwelling			(29,400)
RAMS contribution	100% of All units	42 units @ 321 £ per dwelling			(13,491)
Water efficiency		42 units @ 9 £ per dwelling			(378)
Contingency	4,764,733 @	5.0%			(238,237)
Professional Fees	4,764,733 @	10.0%			(476,473)
Disposal Costs -					
Marketing and Promotion	4,755,660 OMS @	1.50%			(71,335)
Residential Sales Agent Costs	4,755,660 OMS @	1.50%			(71,335)
Residential Sales Legal Costs	4,755,660 OMS @	0.50%			(23,778)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(297,580)
Developers Profit -					
Margin on AH	1,434,683	6.00% on AH values			(86,081)
Profit on GDV	4,755,660	20.00%			(951,132)
	6,085,703	15.63% on costs		(951,132)	
	6,190,343	16.76% blended		(1,037,213)	
TOTAL COSTS					(7,122,916)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(932,573)
SDLT	- @	5.0%	(slabbed)	10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	6.50%		-
Residual Land Value				(922,073)
RLV analysis: (21,954) £ per plot (1,207,477) £ per ha (488,659) £ per acre				

THRESHOLD LAND VALUE				
Residential Density	55.0	dph		
Site Area (Resi)	0.76	ha	1.89	acres
Density analysis: 3,853 sqm/ha 16,784 sqft/ac				
Threshold Land Value	3,819	£ per plot	210,035	£ per ha
			85,000	£ per acre
				160,390

BALANCE				
Surplus/(Deficit)	(1,417,512)	£ per ha	(573,659)	£ per acre
				(1,082,464)

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SENSITIVITY ANALYSIS								
AH - % on site 33%								
Balance (RLV - BLV)	(1,082,464)	0%	10%	20%	33%	40%	45%	50%
CIL Epsm 0.00	-1000	2,107,500	1,764,743	1,421,866	975,511	735,121	562,982	390,668
	-900	1,827,531	1,512,274	1,196,737	786,301	564,937	406,820	248,511
	-800	1,545,381	1,258,087	970,260	596,010	394,138	249,647	105,156
	-700	1,261,691	1,002,042	742,392	404,251	222,042	91,874	(38,825)
	-600	976,373	744,794	513,149	211,719	48,934	(67,376)	(188,737)
	-500	688,681	485,632	282,395	17,653	(124,900)	(238,584)	(356,113)
	-400	399,968	225,293	50,617	(180,809)	(321,916)	(422,706)	(523,826)
	-300	110,245	(35,550)	(186,568)	(405,103)	(523,067)	(607,579)	(692,090)
	-200	(185,127)	(319,755)	(454,382)	(630,224)	(724,984)	(792,829)	(861,032)
	-100	(520,029)	(621,747)	(723,465)	(855,803)	(927,606)	(978,894)	(1,030,327)
	0	(856,558)	(924,623)	(993,094)	(1,082,464)	(1,130,650)	(1,165,508)	(1,200,367)
	100	(1,193,902)	(1,228,818)	(1,263,734)	(1,309,701)	(1,334,697)	(1,352,552)	(1,370,406)
	200	(1,532,202)	(1,533,641)	(1,535,343)	(1,537,554)	(1,538,745)	(1,539,595)	(1,540,446)
	300	(1,872,020)	(1,839,713)	(1,807,406)	(1,765,407)	(1,742,793)	(1,726,639)	(1,710,486)
	400	(2,212,099)	(2,145,784)	(2,079,470)	(1,993,260)	(1,946,840)	(1,913,683)	(1,880,525)
	500	(2,552,178)	(2,451,856)	(2,351,533)	(2,221,114)	(2,150,888)	(2,100,726)	(2,050,565)
	600	(2,892,258)	(2,757,927)	(2,623,597)	(2,448,967)	(2,354,935)	(2,287,770)	(2,220,605)
	700	(3,232,337)	(3,063,999)	(2,895,660)	(2,676,820)	(2,558,983)	(2,474,814)	(2,390,644)
	800	(3,572,416)	(3,370,070)	(3,167,724)	(2,904,673)	(2,763,031)	(2,650,684)	(2,560,684)
	900	(3,912,496)	(3,676,141)	(3,439,787)	(3,132,526)	(2,967,078)	(2,848,901)	(2,730,724)
	1000	(4,252,575)	(3,982,213)	(3,711,850)	(3,360,379)	(3,171,126)	(3,035,945)	(2,900,764)
AH - % on site 33%								
Balance (RLV - BLV)	(1,082,464)	0%	10%	20%	33%	40%	45%	50%
Site Specific S106 0	-	(856,558)	(924,623)	(993,094)	(1,082,464)	(1,130,650)	(1,165,508)	(1,200,367)
	500	(880,377)	(948,442)	(1,017,038)	(1,106,408)	(1,154,720)	(1,189,578)	(1,224,437)
	1,000	(904,195)	(972,261)	(1,040,982)	(1,130,352)	(1,178,790)	(1,213,648)	(1,248,507)
	1,500	(928,014)	(996,181)	(1,064,926)	(1,154,296)	(1,202,860)	(1,237,718)	(1,272,577)
	2,000	(951,833)	(1,020,125)	(1,088,870)	(1,178,240)	(1,226,930)	(1,261,788)	(1,296,647)
	2,500	(975,652)	(1,044,069)	(1,112,814)	(1,202,198)	(1,251,000)	(1,285,858)	(1,320,717)
	3,000	(999,470)	(1,068,013)	(1,136,759)	(1,226,268)	(1,275,070)	(1,309,928)	(1,344,787)
	3,500	(1,023,289)	(1,091,957)	(1,160,703)	(1,250,338)	(1,299,140)	(1,333,998)	(1,368,857)
	4,000	(1,047,155)	(1,115,901)	(1,184,647)	(1,274,408)	(1,323,210)	(1,358,068)	(1,392,927)
	4,500	(1,071,099)	(1,139,845)	(1,208,591)	(1,298,478)	(1,347,280)	(1,382,139)	(1,416,997)
	5,000	(1,095,043)	(1,163,789)	(1,232,535)	(1,322,548)	(1,371,350)	(1,406,209)	(1,441,067)
	5,500	(1,118,988)	(1,187,733)	(1,256,479)	(1,346,618)	(1,395,420)	(1,430,279)	(1,465,137)
	6,000	(1,142,932)	(1,211,677)	(1,280,423)	(1,370,688)	(1,419,490)	(1,454,349)	(1,489,207)
	6,500	(1,166,876)	(1,235,621)	(1,304,367)	(1,394,758)	(1,443,560)	(1,478,419)	(1,513,277)
	7,000	(1,190,820)	(1,259,565)	(1,328,311)	(1,418,828)	(1,467,630)	(1,502,489)	(1,537,347)
	7,500	(1,214,764)	(1,283,509)	(1,352,266)	(1,442,898)	(1,491,700)	(1,526,559)	(1,561,417)
	8,000	(1,238,708)	(1,307,453)	(1,376,336)	(1,466,968)	(1,515,770)	(1,550,629)	(1,585,487)
	8,500	(1,262,652)	(1,331,397)	(1,400,406)	(1,491,038)	(1,539,840)	(1,574,699)	(1,609,557)
	9,000	(1,286,596)	(1,355,341)	(1,424,476)	(1,515,108)	(1,563,910)	(1,598,769)	(1,633,627)
	9,500	(1,310,540)	(1,379,286)	(1,448,546)	(1,539,178)	(1,587,980)	(1,622,839)	(1,657,697)
	10,000	(1,334,484)	(1,403,230)	(1,472,616)	(1,563,248)	(1,612,050)	(1,646,909)	(1,681,767)
GDV - %								
Balance (RLV - BLV)	(1,082,464)	85%	90%	95%	100%	105%	110%	115%
CIL Epsm 0.00	0	(1,651,596)	(1,461,680)	(1,271,764)	(1,082,464)	(893,790)	(706,108)	(518,576)
	50	(1,765,523)	(1,575,606)	(1,385,690)	(1,195,794)	(1,007,121)	(818,845)	(631,313)
	100	(1,879,449)	(1,689,533)	(1,499,617)	(1,309,701)	(1,120,451)	(931,778)	(744,050)
	150	(1,993,376)	(1,803,460)	(1,613,544)	(1,423,627)	(1,233,781)	(1,045,108)	(856,787)
	200	(2,107,302)	(1,917,386)	(1,727,470)	(1,537,554)	(1,347,638)	(1,158,438)	(969,765)
	250	(2,221,229)	(2,031,313)	(1,841,397)	(1,651,481)	(1,461,565)	(1,271,769)	(1,083,096)
	300	(2,335,155)	(2,145,239)	(1,955,323)	(1,765,407)	(1,575,491)	(1,385,575)	(1,196,426)
	350	(2,449,082)	(2,259,166)	(2,069,250)	(1,879,334)	(1,689,418)	(1,499,502)	(1,309,756)
	400	(2,563,009)	(2,373,093)	(2,183,176)	(1,993,260)	(1,803,344)	(1,613,428)	(1,423,512)
	450	(2,676,935)	(2,487,019)	(2,297,103)	(2,107,187)	(1,917,271)	(1,727,355)	(1,537,439)
	500	(2,790,862)	(2,600,946)	(2,411,030)	(2,221,114)	(2,031,198)	(1,841,281)	(1,651,365)
	550	(2,904,788)	(2,714,872)	(2,524,956)	(2,335,040)	(2,145,124)	(1,955,208)	(1,765,292)
	600	(3,018,715)	(2,828,799)	(2,638,883)	(2,448,967)	(2,259,051)	(2,069,135)	(1,879,219)
Build cost 100%								
Balance (RLV - BLV)	(1,082,464)	85%	90%	95%	100%	105%	110%	115%
CIL Epsm 0.00	0	(246,596)	(523,997)	(802,585)	(1,082,464)	(1,363,375)	(1,644,903)	(1,926,430)
	50	(358,743)	(636,734)	(915,740)	(1,195,794)	(1,477,302)	(1,758,829)	(2,040,357)
	100	(470,890)	(749,471)	(1,029,070)	(1,309,701)	(1,591,228)	(1,872,756)	(2,154,283)
	150	(583,620)	(862,347)	(1,142,400)	(1,423,627)	(1,705,155)	(1,986,682)	(2,268,210)
	200	(696,357)	(975,677)	(1,256,027)	(1,537,554)	(1,819,082)	(2,100,609)	(2,382,137)
	250	(809,094)	(1,089,007)	(1,369,953)	(1,651,481)	(1,933,008)	(2,214,536)	(2,496,063)
	300	(922,283)	(1,202,352)	(1,483,880)	(1,765,407)	(2,046,935)	(2,328,462)	(2,609,990)
	350	(1,035,614)	(1,316,279)	(1,597,806)	(1,879,334)	(2,160,861)	(2,442,389)	(2,723,916)
	400	(1,148,944)	(1,430,205)	(1,711,733)	(1,993,260)	(2,274,788)	(2,556,315)	(2,837,843)
	450	(1,262,605)	(1,544,132)	(1,825,660)	(2,107,187)	(2,388,714)	(2,670,242)	(2,951,769)
	500	(1,376,531)	(1,658,059)	(1,939,586)	(2,221,114)	(2,502,641)	(2,784,169)	(3,065,696)
	550	(1,490,458)	(1,771,985)	(2,053,513)	(2,335,040)	(2,616,568)	(2,898,095)	(3,179,623)
	600	(1,604,384)	(1,885,912)	(2,167,439)	(2,448,967)	(2,730,494)	(3,012,022)	(3,293,549)

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ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			100		Units				
AH Policy requirement (% Target)			33%						
AH tenure split %									
			Affordable rent:		50%				
			Shared ownership:		25%				
			First Homes		25%				
Open Market Sale (OMS) housing			67%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House		0.0		0.0	0%	0.0			
2 bed House		0.0		0.0	0%	0.0			
3 bed House		0.0		0.0	0%	0.0			
4 bed House		0.0		0.0	0%	0.0			
5 bed House		0.0		0.0	0%	0.0			
1 bed Flat	40.0%	26.8	40.0%	13.2	40%	40.0			
2 bed Flat	60.0%	40.2	60.0%	19.8	60%	60.0			
Total number of units	100.0%	67.0	100.0%	33.0	100%	100.0			
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House		0			0.0	0			
2 bed House		0			0.0	0			
3 bed House		0			0.0	0			
4 bed House		0			0.0	0			
5 bed House	0.0	0			0.0	0			
1 bed Flat	55.0	592	85.0%		64.7	696			
2 bed Flat	65.0	700	85.0%		76.5	823			
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House		0			0.0	0			
2 bed House		0			0.0	0			
3 bed House		0			0.0	0			
4 bed House		0			0.0	0			
5 bed House		0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)				
1 bed House	0	0	0	0	0				
2 bed House	0	0	0	0	0				
3 bed House	0	0	0	0	0				
4 bed House	0	0	0	0	0				
5 bed House	0	0	0	0	0				
1 bed Flat	1,734	18,666	776	8,358	2,511				
2 bed Flat	3,074	33,090	1,421	15,295	4,495				
	4,808	51,755	2,197	23,653	7,006				
AH % by floor area:			31.37% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	200,000	3,636	338	8,000,000					
2 bed Flat	245,000	3,769	350	14,700,000					
				22,700,000					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	First Homes £	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	100,000	2,000	50%	150,000	3,000	75%	140,000	2,800	70%
2 bed Flat	122,500	2,008	50%	183,750	3,012	75%	171,500	2,811	70%

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	26.8	@	200,000	5,360,000
2 bed Flat	40.2	@	245,000	9,849,000
	67.0			15,209,000
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	6.6	@	100,000	660,000
2 bed Flat	9.9	@	122,500	1,212,750
	16.5			1,872,750
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.3	@	150,000	495,000
2 bed Flat	5.0	@	183,750	909,563
	8.3			1,404,563
First Homes GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.3	@	140,000	462,000
2 bed Flat	5.0	@	171,500	848,925
	8.3			1,310,925
Sub-total GDV Residential				
	91.8			19,797,238
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	
	414	<i>£ psm (total GIA sqm)</i>		2,902,763
		<i>29,028 £ per unit (total units)</i>		
Grant	100	@	0	-
Total GDV				19,797,238

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(24,799)
CIL	4,808 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions					
Sustainable transport	943 per dwelling				(94,300)
Electric charge points (flats)	2,500 per 4x dwelling				(62,500)
Biodiversity net gain	243 per dwelling				(24,300)
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	100 units @	0 per unit		(181,100)	-
S106 analysis:	0.91% % of GDV	1,811 £ per unit (total units)			
AH Commuted Sum	7,006 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	3.13 acres @	110,000 £ per acre (if brownfield)			(344,063)
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				-
Future Homes Standard (flats)	2,256 per dwelling				(225,600)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	3.13 acres @	per acre		(225,600)	-
Infra. Costs analysis:	1.14% % of GDV	2,256 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	2,511 sqm @	1,306 psm			(3,278,828)
2 bed Flat	7,006 4,495 sqm @	1,306 psm			(5,870,547)
External works	9,149,375 @	15.0% 13,724 £ per unit			(1,372,406)
M4(2) Category 2 Housing	50% of All units	100 units @ 1,400 £ per dwelling			(70,000)
RAMS contribution	100% of All units	100 units @ 321 £ per dwelling			(32,122)
Water efficiency		100 units @ 9 £ per dwelling			(900)
Contingency	11,194,467 @	5.0%			(559,723)
Professional Fees	11,194,467 @	10.0%			(1,119,447)
Disposal Costs -					
Marketing and Promotion	15,209,000 OMS @	1.50%			(228,135)
Residential Sales Agent Costs	15,209,000 OMS @	1.50%			(228,135)
Residential Sales Legal Costs	15,209,000 OMS @	0.50%			(76,045)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(1,541,196)
Developers Profit -					
Margin on AH	4,588,238	6.00% on AH values			(275,294)
Profit on GDV	15,209,000	20.00%			(3,041,800)
	15,223,047	19.98% on costs		(3,041,800)	
	19,797,238	16.76% blended		(3,317,094)	
TOTAL COSTS					(18,540,141)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,257,096
SDLT	1,257,096	@	5.0% (slabbed)	(52,355)
Acquisition Agent fees	1,257,096	@	1.0%	(12,571)
Acquisition Legal fees	1,257,096	@	0.5%	(6,285)
Interest on Land	1,257,096	@	6.50%	(81,711)
Residual Land Value				1,104,174
RLV analysis: 11,042 £ per plot 872,297 £ per ha 353,014 £ per acre				

THRESHOLD LAND VALUE				
Residential Density	79.0	dph		
Site Area (Resi)	1.27	ha	3.13	acres
Density analysis: 5,534 sqm/ha 24,109 sqft/ac				
Threshold Land Value	2,659	£ per plot	210,035	£ per ha
			85,000	£ per acre
				265,867

BALANCE				
Surplus/(Deficit)	662,262	£ per ha	268,014	£ per acre
				838,307

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SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)	838,307	25%	30%	35%	40%	45%	50%	55%
CIL Epsm 0.00	100	261,405	272,423	283,441	294,459	304,967	315,361	325,417
	105	229,993	243,105	256,217	269,330	282,052	294,530	306,767
	110	198,581	213,788	228,994	244,200	259,137	273,698	288,117
	115	167,041	184,470	201,770	219,071	236,223	252,867	269,467
	120	135,464	155,152	174,547	193,941	213,308	232,035	250,762
	125	103,887	125,834	147,323	168,812	190,300	211,203	232,014
	130	72,310	96,428	120,100	143,682	167,265	190,372	213,265
	135	40,733	66,956	92,876	118,553	144,230	169,540	194,517
	140	9,156	37,484	65,652	93,423	121,194	148,709	175,768
	145	(22,421)	8,012	38,429	68,294	98,159	127,877	157,020
	150	(53,999)	(21,460)	11,079	43,165	75,124	107,045	138,272
	155	(85,576)	(50,932)	(16,288)	18,035	52,088	86,142	119,523
	160	(117,153)	(80,404)	(43,655)	(7,094)	29,053	65,201	100,775
	165	(148,730)	(109,876)	(71,021)	(32,224)	6,018	44,259	82,026
	170	(180,307)	(139,348)	(98,388)	(57,429)	(17,018)	23,318	63,278
	175	(211,884)	(168,820)	(125,755)	(82,691)	(40,053)	2,377	44,529
	180	(243,461)	(198,291)	(153,122)	(107,952)	(63,088)	(18,564)	25,781
	185	(278,085)	(227,763)	(180,489)	(133,214)	(86,123)	(39,505)	7,032
	190	(314,571)	(257,515)	(207,855)	(158,476)	(109,159)	(60,447)	(11,734)
	195	(351,058)	(291,390)	(235,222)	(183,737)	(132,252)	(81,388)	(30,581)
	200	(387,544)	(325,331)	(263,668)	(208,999)	(155,409)	(102,329)	(49,429)
		AH - % on site 33%						
Balance (RLV - BLV)	838,307	0%	10%	20%	33%	40%	45%	50%
Site Specific S106 0	-	1,043,963	982,142	919,605	838,307	793,906	762,078	730,084
	500	984,676	922,947	860,629	779,330	735,238	703,411	671,583
	1,000	925,389	863,660	801,652	720,354	676,570	644,743	612,915
	1,500	866,102	804,374	742,645	661,377	617,601	586,075	554,248
	2,000	806,816	745,087	683,358	602,401	558,625	527,356	495,580
	2,500	747,529	685,800	624,071	543,424	499,648	468,379	436,912
	3,000	688,242	626,513	564,784	484,448	440,672	409,403	378,134
	3,500	628,955	567,226	505,498	425,250	381,695	350,426	319,158
	4,000	569,601	507,940	446,211	365,963	322,719	291,450	260,181
	4,500	510,002	448,653	386,924	306,677	263,467	232,473	201,205
	5,000	450,403	389,173	327,637	247,390	204,180	173,315	142,228
	5,500	390,805	329,574	268,343	188,103	144,893	114,029	83,164
	6,000	331,206	269,975	208,744	128,816	85,606	54,742	23,877
	6,500	271,607	210,376	149,145	69,529	26,319	(4,545)	(35,409)
	7,000	212,008	150,778	89,547	9,947	(32,968)	(63,832)	(94,696)
	7,500	152,410	91,179	29,948	(49,652)	(92,514)	(123,129)	(153,983)
	8,000	92,811	31,580	(29,651)	(109,251)	(152,112)	(182,728)	(213,343)
	8,500	33,212	(28,019)	(89,250)	(168,850)	(211,711)	(242,327)	(275,568)
	9,000	(26,441)	(87,618)	(148,848)	(228,448)	(273,692)	(308,882)	(344,072)
	9,500	(86,354)	(147,399)	(208,447)	(292,930)	(342,197)	(377,387)	(412,577)
	10,000	(146,266)	(207,311)	(270,297)	(361,514)	(410,701)	(445,891)	(481,081)
		GDV - %						
Balance (RLV - BLV)	838,307	85%	90%	95%	100%	105%	110%	115%
CIL Epsm 0.00	290	(2,764,192)	(2,128,330)	(1,499,030)	(875,060)	(255,895)	279,308	811,557
	300	(2,831,466)	(2,194,902)	(1,564,907)	(940,592)	(320,743)	223,186	755,728
	310	(2,898,741)	(2,261,474)	(1,630,784)	(1,006,124)	(385,846)	167,063	699,900
	320	(2,966,015)	(2,328,046)	(1,696,807)	(1,071,657)	(451,035)	110,879	644,071
	330	(3,033,290)	(2,394,618)	(1,763,030)	(1,137,189)	(516,224)	54,462	588,119
	340	(3,100,564)	(2,461,308)	(1,829,254)	(1,202,721)	(581,413)	(1,956)	531,996
	350	(3,168,110)	(2,528,231)	(1,895,477)	(1,268,254)	(646,603)	(58,374)	475,874
	360	(3,235,739)	(2,595,153)	(1,961,701)	(1,334,131)	(711,792)	(114,792)	419,751
	370	(3,303,367)	(2,662,075)	(2,027,925)	(1,400,008)	(776,981)	(171,209)	363,629
	380	(3,370,996)	(2,728,998)	(2,094,148)	(1,465,885)	(842,281)	(227,627)	307,506
	390	(3,438,624)	(2,795,920)	(2,160,653)	(1,531,762)	(907,814)	(288,330)	251,384
	400	(3,506,253)	(2,862,892)	(2,227,225)	(1,597,639)	(973,346)	(353,311)	195,262
	410	(3,573,881)	(2,930,166)	(2,293,797)	(1,663,516)	(1,038,878)	(418,500)	139,078
		Build cost 100%						
Balance (RLV - BLV)	838,307	85%	90%	95%	100%	105%	110%	115%
CIL Epsm 0.00	290	1,173,262	523,002	(133,043)	(875,060)	(1,642,181)	(2,416,146)	(3,196,752)
	300	1,117,725	467,172	(189,461)	(940,592)	(1,708,058)	(2,482,718)	(3,264,027)
	310	1,062,189	411,050	(245,879)	(1,006,124)	(1,774,172)	(2,549,290)	(3,331,301)
	320	1,006,652	354,927	(309,309)	(1,071,657)	(1,840,396)	(2,615,862)	(3,398,576)
	330	951,116	298,805	(374,303)	(1,137,189)	(1,906,619)	(2,682,601)	(3,465,850)
	340	895,580	242,682	(439,492)	(1,202,721)	(1,972,843)	(2,749,523)	(3,533,125)
	350	839,894	186,560	(504,682)	(1,268,254)	(2,039,066)	(2,816,446)	(3,600,546)
	360	784,065	130,438	(569,871)	(1,334,131)	(2,105,290)	(2,883,368)	(3,668,175)
	370	728,237	74,315	(635,060)	(1,400,008)	(2,171,514)	(2,950,290)	(3,735,803)
	380	672,408	17,939	(700,249)	(1,465,885)	(2,237,989)	(3,017,213)	(3,803,431)
	390	616,579	(38,479)	(765,438)	(1,531,762)	(2,304,561)	(3,084,135)	(3,871,060)
	400	560,750	(94,897)	(830,751)	(1,597,639)	(2,371,134)	(3,151,265)	(3,938,688)
	410	504,922	(151,314)	(896,283)	(1,663,516)	(2,437,706)	(3,218,540)	(4,006,317)

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Scheme Ref: B (4)
 Title: 22 No. Units at Higher Value - low density
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme				22	Units		
AH Policy requirement (% Target)				40%			
AH tenure split %							
		Affordable Rent:		50%			
		Shared ownership:		25%			
		First Homes		25%			
Open Market Sale (OMS) housing				60%			
				100%			
CIL Rate (£ psm)				0.00	£ psm		
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	28.0%	3.7	28.0%	2.5	28%	6.2	
3 bed House	30.0%	4.0	30.0%	2.6	30%	6.6	
4 bed House	29.0%	3.8	29.0%	2.6	29%	6.4	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	13.0%	1.7	13.0%	1.1	13%	2.9	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	13.2	100.0%	8.8	100%	22.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	60.0	646			60.0	646	
2 bed House	80.0	861			80.0	861	
3 bed House	120.0	1,292			120.0	1,292	
4 bed House	160.0	1,722			160.0	1,722	
5 bed House	0.0	0			0.0	0	
1 bed Flat	55.0	592	85.0%		64.7	696	
2 bed Flat	65.0	700	85.0%		76.5	823	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624			58.0	624	
2 bed House	70.0	753			70.0	753	
3 bed House	84.0	904			84.0	904	
4 bed House	97.0	1,044			97.0	1,044	
5 bed House	110.0	1,184			110.0	1,184	
1 bed Flat	50.0	538	85.0%		58.8	633	
2 bed Flat	61.0	657	85.0%		71.8	772	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0	0	0	0	0	
2 bed House	296	3,183	172	1,857	468	5,039	
3 bed House	475	5,115	222	2,387	697	7,502	
4 bed House	612	6,593	248	2,665	860	9,257	
5 bed House	0	0	0	0	0	0	
1 bed Flat	111	1,195	67	724	178	1,920	
2 bed Flat	0	0	0	0	0	0	
	1,494	16,086	709	7,632	2,203	23,718	
AH % by floor area:		32.18% AH % by floor area due to mix					
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)		
1 bed House	220,000	3,667	341		0		
2 bed House	280,000	3,500	325		1,724,800		
3 bed House	395,000	3,292	306		2,607,000		
4 bed House	495,000	3,094	287		3,158,100		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	200,000	3,636	338		572,000		
2 bed Flat	245,000	3,769	350		0		
					8,061,900		
Affordable Housing values (£) -	Affordable rent £	£psm	% of MV Shared ownership £	£psm	% of MV First Homes £	£psm	% of MV
1 bed House	110,000	1,897	50%	165,000	2,845	2,655	70%
2 bed House	140,000	2,000	50%	210,000	3,000	2,800	70%
3 bed House	197,500	2,351	50%	296,250	3,527	2,976	70%
4 bed House	247,500	2,552	50%	371,250	3,827	2,577	70%
5 bed House	0	0	50%	0	0	0	70%
1 bed Flat	100,000	2,000	50%	150,000	3,000	2,800	70%
2 bed Flat	122,500	2,008	50%	183,750	3,012	2,811	70%

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Scheme Ref: B (4)
 Title: 22 No. Units at Higher Value - low density
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	220,000	-
2 bed House	3.7	@	280,000	1,034,880
3 bed House	4.0	@	395,000	1,564,200
4 bed House	3.8	@	495,000	1,894,860
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	200,000	343,200
2 bed Flat	0.0	@	245,000	-
	13.2			4,837,140
Affordable Rent GDV -				
1 bed House	0.0	@	110,000	-
2 bed House	1.2	@	140,000	172,480
3 bed House	1.3	@	197,500	260,700
4 bed House	1.3	@	247,500	315,810
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	100,000	57,200
2 bed Flat	0.0	@	122,500	-
	4.40			806,190
Shared ownership GDV -				
1 bed House	0.0	@	165,000	-
2 bed House	0.6	@	210,000	129,360
3 bed House	0.7	@	296,250	195,525
4 bed House	0.6	@	371,250	236,858
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	150,000	42,900
2 bed Flat	0.0	@	183,750	-
	2.20			604,643
First Homes GDV -				
1 bed House	0.0	@	154,000	-
2 bed House	0.6	@	196,000	120,736
3 bed House	0.7	@	250,000	165,000
4 bed House	0.6	@	250,000	159,500
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	140,000	40,040
2 bed Flat	0.0	@	171,500	-
	2.20			485,276
Sub-total GDV Residential				
	22.0			6,733,249
<i>AH on-site cost analysis:</i>				
	603	<i>£ psm (total GIA sqm)</i>		<i>EMV less £GDV</i> 1,328,652
				60,393 <i>£ per unit (total units)</i>
Grant				
	22	@	0	-
Total GDV				
				6,733,249

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Scheme Ref: B (4)
 Title: 22 No. Units at Higher Value - low density
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(30,000)
Statutory Planning Fees (Residential)					(8,470)
CIL	1,494 sqm	0.00 £ psm			-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106 Contributions	Biodiversity net gain	1,018 per dwelling			(22,396)
	Sustainable transport	943 per dwelling			(20,746)
	Electric charge points (housing)	500 per dwelling			(9,570)
	Electric charge points (flats)	2,500 per 4x dwelling			(1,788)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	22 units @	0 per unit	(54,500)	-
	S106 analysis:	0.81% % of GDV		2,477 £ per unit (total units)	
AH Commuted Sum	2,203 sqm (total)			£ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	4.94 acres @			£ per acre (if brownfield)	-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(92,772)
	Future Homes Standard flats	2,256 per dwelling			(6,452)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	4.94 acres @		per acre	(99,224)
	Infra. Costs analysis:	1.47% % of GDV		4,510 £ per unit (total units)	
1 bed House	- sqm @			1,155 psm	-
2 bed House	468 sqm @			1,155 psm	(540,725)
3 bed House	697 sqm @			1,155 psm	(804,989)
4 bed House	860 sqm @			1,155 psm	(993,328)
5 bed House	- sqm @			1,155 psm	-
1 bed Flat	178 sqm @			1,306 psm	(232,898)
2 bed Flat	2,203 - sqm @			1,306 psm	-
External works	2,571,940 @			15.0% 17,536 £per unit	(385,791)
M4(2) Category 2 Housing	50% of All units	22 units @		1,400 £ per dwelling	(15,400)
RAMS contribution	100% of All units	22 units @		321 £ per dwelling	(7,067)
Water efficiency		22 units @		9 £ per dwelling	(198)
Contingency	3,079,619 @			5.0%	(153,981)
Professional Fees	3,079,619 @			10.0%	(307,962)
Disposal Costs -					
Marketing and Promotion	4,837,140 OMS @			1.50%	(72,557)
Residential Sales Agent Costs	4,837,140 OMS @			1.50%	(72,557)
Residential Sales Legal Costs	4,837,140 OMS @			0.50%	(24,186)
Interest (on Development Costs) -	6.50% APR			0.526% pcm	(26,620)
Developers Profit -					
Margin on AH	1,896,109			6.00% on AH values	(113,767)
Profit on GDV	4,837,140			20.00%	(967,428)
	3,830,451			25.26% on costs	(967,428)
	6,733,249			16.06% blended	(1,081,195)
TOTAL COSTS					(4,911,646)

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 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,821,603
SDLT	1,821,603 @	5.0% (slabbed)		(80,580)
Acquisition Agent fees	1,821,603 @	1.0%		(18,216)
Acquisition Legal fees	1,821,603 @	0.5%		(9,108)
Interest on Land	1,821,603 @	6.50%		(118,404)
Residual Land Value				1,595,294
RLV analysis:	72,513 £ per plot	797,647 £ per ha	322,803 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	11.0 dph			
Site Area (Resi)	2.00 ha	4.94 acres		
Density analysis:	1,102 sqm/ha	4,799 sqft/ac		
Threshold Land Value	24,960 £ per plot	274,555 £ per ha	111,111 £ per acre	549,111
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)		523,092 £ per ha	211,692 £ per acre	1,046,184

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 Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 40%						
Balance (RLV - BLV)		1,046,184	25%	30%	35%	40%	45%	50%
CIL Epsm 0.00	700		(91,853)	(31,042)	29,522	89,705	149,887	209,423
	705		(100,507)	(39,119)	22,061	82,818	143,574	203,714
	710		(109,161)	(47,196)	14,600	75,931	137,261	198,004
	715		(117,815)	(55,273)	7,139	69,044	130,948	192,295
	720		(126,468)	(63,350)	(322)	62,157	124,635	186,586
	725		(135,122)	(71,427)	(7,782)	55,270	118,322	180,877
	730		(143,776)	(79,504)	(15,243)	48,383	112,009	175,168
	735		(152,430)	(87,581)	(22,732)	41,496	105,696	169,459
	740		(161,084)	(95,658)	(30,232)	34,609	99,383	163,750
	745		(169,738)	(103,735)	(37,732)	27,722	93,070	158,041
	750		(178,392)	(111,812)	(45,232)	20,835	86,757	152,332
	755		(187,046)	(119,889)	(52,733)	13,948	80,444	146,623
	760		(195,700)	(127,966)	(60,233)	7,062	74,131	140,914
	765		(204,354)	(136,043)	(67,733)	175	67,818	135,205
	770		(213,008)	(144,120)	(75,233)	(6,712)	61,505	129,496
	775		(221,662)	(152,197)	(82,733)	(13,599)	55,192	123,787
	780		(230,316)	(160,274)	(90,233)	(20,486)	48,879	118,078
	785		(238,970)	(168,351)	(97,733)	(27,373)	42,566	112,369
	790		(247,624)	(176,428)	(105,233)	(34,260)	36,253	106,659
	795		(256,278)	(184,506)	(112,733)	(41,147)	29,940	100,950
	800		(264,932)	(192,583)	(120,233)	(48,034)	23,627	95,241
	805		(273,586)	(200,660)	(127,733)	(54,921)	17,314	89,532
Balance (RLV - BLV)		1,046,184	20%	25%	30%	33%	40%	45%
Site Specific S106 0	-		1,131,513	1,110,483	1,089,360	1,076,416	1,046,184	1,024,031
	4,000		1,049,856	1,028,947	1,007,917	995,299	965,103	943,346
	8,000		967,890	947,369	926,381	913,763	883,993	862,420
	12,000		885,925	865,403	844,844	832,227	802,785	781,310
	16,000		803,959	783,438	762,916	750,603	721,249	700,201
	20,000		721,994	701,472	680,951	668,638	639,712	618,683
	24,000		640,028	619,507	598,985	586,672	557,942	537,146
	28,000		557,756	537,541	517,020	504,707	475,977	455,455
	32,000		475,359	455,194	435,030	422,741	394,011	373,490
	36,000		392,962	372,798	352,633	340,534	312,046	291,524
	40,000		310,565	290,401	270,236	258,137	229,907	209,559
	44,000		228,169	208,004	187,839	175,741	147,510	127,345
	48,000		145,697	125,607	105,443	93,344	65,113	44,949
	52,000		62,867	42,907	22,947	10,947	(17,283)	(37,448)
	56,000		(19,963)	(39,923)	(59,883)	(71,859)	(99,802)	(119,845)
	60,000		(102,794)	(122,753)	(142,713)	(154,689)	(182,632)	(202,592)
	64,000		(185,624)	(205,584)	(225,543)	(237,519)	(265,463)	(285,422)
	68,000		(268,454)	(288,414)	(308,373)	(320,349)	(348,293)	(368,252)
	72,000		(351,515)	(371,422)	(391,329)	(403,274)	(431,144)	(451,083)
	76,000		(434,781)	(454,688)	(474,595)	(486,540)	(514,410)	(534,317)
	80,000		(518,047)	(537,954)	(560,738)	(574,467)	(606,502)	(629,384)
Balance (RLV - BLV)		1,046,184	20%	25%	30%	33%	40%	45%
% on GDV 100%	125%		1,689,704	1,622,636	1,555,568	1,515,328	1,421,433	1,354,365
	120%		1,501,677	1,448,023	1,394,368	1,362,176	1,287,060	1,233,406
	115%		1,313,650	1,273,409	1,233,168	1,209,024	1,152,687	1,112,446
	110%		1,125,623	1,098,796	1,071,969	1,055,872	1,018,314	991,487
	105%		937,596	924,182	910,769	902,720	883,941	870,528
	100%		749,569	749,569	749,569	749,569	749,569	749,569
	95%		561,542	574,955	588,369	596,417	615,196	628,609
	90%		373,514	400,342	427,169	443,265	480,823	507,650
	85%		185,487	225,728	265,969	290,113	346,450	386,691
	80%		(2,540)	51,114	104,769	136,961	212,077	265,732
	75%		(190,567)	(123,499)	(56,433)	(16,194)	77,699	144,764
	70%		(378,777)	(298,323)	(217,880)	(169,614)	(56,995)	23,448
Balance (RLV - BLV)		1,046,184	75.00%	77.50%	80.00%	82.50%	85.00%	87.50%
CIL Epsm 0.00	290		(161,832)	(80,206)	1,421	83,047	164,473	245,791
	300		(175,606)	(93,980)	(12,353)	69,273	150,771	232,089
	310		(189,380)	(107,754)	(26,127)	55,499	137,069	218,388
	320		(203,154)	(121,527)	(39,901)	41,725	123,352	204,686
	330		(216,929)	(135,301)	(53,675)	27,952	109,578	190,984
	340		(230,775)	(149,075)	(67,449)	14,178	95,804	177,282
	350		(244,621)	(162,849)	(81,223)	404	82,030	163,581
	360		(258,468)	(176,623)	(94,996)	(13,370)	68,257	149,879
	370		(272,314)	(190,397)	(108,770)	(27,144)	54,483	136,109
	380		(286,160)	(204,178)	(122,544)	(40,918)	40,709	122,335
	390		(300,007)	(218,024)	(136,318)	(54,691)	26,935	108,561
	400		(313,853)	(231,871)	(150,092)	(68,465)	13,161	94,788
	410		(327,699)	(245,717)	(163,866)	(82,239)	(613)	81,014
Balance (RLV - BLV)		1,046,184	100.00%	105.00%	110.00%	115.00%	120.00%	125.00%
CIL Epsm @	290		652,123	499,264	346,144	192,656	38,730	(115,399)
	300		638,493	485,562	332,442	178,882	24,957	(129,245)
	310		624,863	471,861	318,741	165,108	11,183	(143,091)
	320		611,233	458,159	305,039	151,334	(2,591)	(156,938)
	330		597,577	444,457	291,337	137,560	(16,365)	(170,784)
	340		583,875	430,755	277,635	123,787	(30,139)	(184,630)
	350		570,173	417,054	263,934	110,013	(43,913)	(198,477)
Build rate (£ psm) 100%			100.00%	105.00%	110.00%	115.00%	120.00%	125.00%
CIL Epsm @	290		652,123	499,264	346,144	192,656	38,730	(115,399)
	300		638,493	485,562	332,442	178,882	24,957	(129,245)
	310		624,863	471,861	318,741	165,108	11,183	(143,091)
	320		611,233	458,159	305,039	151,334	(2,591)	(156,938)
	330		597,577	444,457	291,337	137,560	(16,365)	(170,784)
	340		583,875	430,755	277,635	123,787	(30,139)	(184,630)
	350		570,173	417,054	263,934	110,013	(43,913)	(198,477)

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
22 No. Units at Higher Value - low density
Greenfield

360	556,472	403,352	250,164	96,239	(57,686)	(212,323)	(367,058)
370	542,770	389,650	236,391	82,465	(71,460)	(226,169)	(380,905)
380	529,068	375,948	222,617	68,691	(85,280)	(240,016)	(394,751)
390	515,366	362,246	208,843	54,917	(99,127)	(253,862)	(408,597)
400	501,665	348,545	195,069	41,144	(112,973)	(267,708)	(422,444)
410	487,963	334,843	181,295	27,370	(126,819)	(281,555)	(436,338)

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Scheme Ref: B (4)
 Title: 29 No. Units at Higher Value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme				29	Units		
AH Policy requirement (% Target)				40%			
AH tenure split %							
		Affordable Rent:		50%			
		Shared ownership:		25%			
		First Homes		25%			
Open Market Sale (OMS) housing				60%			
				100%			
CIL Rate (£ psm)				0.00	£ psm		
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0
2 bed House	28.0%	4.9		28.0%	3.2	28%	8.1
3 bed House	30.0%	5.2		30.0%	3.5	30%	8.7
4 bed House	29.0%	5.0		29.0%	3.4	29%	8.4
5 bed House	0.0%	0.0		0.0%	0.0	0%	0.0
1 bed Flat	13.0%	2.3		13.0%	1.5	13%	3.8
2 bed Flat	0.0%	0.0		0.0%	0.0	0%	0.0
Total number of units	100.0%	17.4		100.0%	11.6	100%	29.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646				60.0	646
2 bed House	80.0	861				80.0	861
3 bed House	100.0	1,076				100.0	1,076
4 bed House	120.0	1,292				120.0	1,292
5 bed House	0.0	0				0.0	0
1 bed Flat	55.0	592		85.0%		64.7	696
2 bed Flat	65.0	700		85.0%		76.5	823
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624				58.0	624
2 bed House	70.0	753				70.0	753
3 bed House	84.0	904				84.0	904
4 bed House	97.0	1,044				97.0	1,044
5 bed House	110.0	1,184				110.0	1,184
1 bed Flat	50.0	538		85.0%		58.8	633
2 bed Flat	61.0	657		85.0%		71.8	772
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0		0	0	0	0
2 bed House	390	4,195		227	2,447	617	6,643
3 bed House	522	5,619		292	3,147	814	8,765
4 bed House	606	6,518		326	3,512	932	10,030
5 bed House	0	0		0	0	0	0
1 bed Flat	146	1,575		89	955	235	2,530
2 bed Flat	0	0		0	0	0	0
	1,664	17,907		935	10,061	2,598	27,968
AH % by floor area:				35.97% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf			total MV £ (no AH)	
1 bed House	220,000	3,667	341			0	
2 bed House	280,000	3,500	325			2,273,600	
3 bed House	330,000	3,300	307			2,871,000	
4 bed House	380,000	3,167	294			3,195,800	
5 bed House	0	#DIV/0!	#DIV/0!			0	
1 bed Flat	200,000	3,636	338			754,000	
2 bed Flat	245,000	3,769	350			0	
						9,094,400	
Affordable Housing values (£) -	Affordable rent £	£psm	% of MV shared ownership £	£psm	% of MV First Homes £	£psm	% of MV
1 bed House	110,000	1,897	50%	165,000	2,845	154,000	70%
2 bed House	140,000	2,000	50%	210,000	3,000	196,000	70%
3 bed House	165,000	1,964	50%	247,500	2,946	231,000	70%
4 bed House	190,000	1,959	50%	285,000	2,938	250,000	70%
5 bed House	0	0	50%	0	0	0	70%
1 bed Flat	100,000	2,000	50%	150,000	3,000	140,000	70%
2 bed Flat	122,500	2,008	50%	183,750	3,012	171,500	70%

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Scheme Ref: B (4)
 Title: 29 No. Units at Higher Value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	220,000	-
2 bed House	4.9	@	280,000	1,364,160
3 bed House	5.2	@	330,000	1,722,600
4 bed House	5.0	@	380,000	1,917,480
5 bed House	0.0	@	0	-
1 bed Flat	2.3	@	200,000	452,400
2 bed Flat	0.0	@	245,000	-
	17.4			5,456,640
Affordable Rent GDV -				
1 bed House	0.0	@	110,000	-
2 bed House	1.6	@	140,000	227,360
3 bed House	1.7	@	165,000	287,100
4 bed House	1.7	@	190,000	319,580
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	100,000	75,400
2 bed Flat	0.0	@	122,500	-
	5.80			909,440
Shared ownership GDV -				
1 bed House	0.0	@	165,000	-
2 bed House	0.8	@	210,000	170,520
3 bed House	0.9	@	247,500	215,325
4 bed House	0.8	@	285,000	239,685
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	150,000	56,550
2 bed Flat	0.0	@	183,750	-
	2.90			682,080
First Homes GDV -				
1 bed House	0.0	@	154,000	-
2 bed House	0.8	@	196,000	159,152
3 bed House	0.9	@	231,000	200,970
4 bed House	0.8	@	250,000	210,250
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	140,000	52,780
2 bed Flat	0.0	@	171,500	-
	2.90			623,152
Sub-total GDV Residential				7,671,312
<i>AH on-site cost analysis:</i>				<i>EMV less £GDV 1,423,088</i>
<i>548 £ psm (total GIA sqm)</i>				<i>49,072 £ per unit (total units)</i>
Grant	29	@	0	-
Total GDV				7,671,312

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Scheme Ref: B (4)
 Title: 29 No. Units at Higher Value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(30,000)
Statutory Planning Fees (Residential)					(11,165)
CIL	1,664 sqm	0.00 £ psm			-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106 Contributions	Biodiversity net gain	1,018 per dwelling			(29,522)
	Sustainable transport	943 per dwelling			(27,347)
	Electric charge points (housing)	500 per dwelling			(12,615)
	Electric charge points (flats)	2,500 per 4x dwelling			(2,356)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	29 units @	0 per unit	(71,840)	-
	S106 analysis:	0.94% % of GDV		2,477 £ per unit (total units)	
AH Commuted Sum	2,598 sqm (total)			£ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	2.39 acres @			£ per acre (if brownfield)	-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(122,290)
	Future Homes Standard flats	2,256 per dwelling			(8,505)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	2.39 acres @		per acre	(130,795)
	Infra. Costs analysis:	1.70% % of GDV		4,510 £ per unit (total units)	
1 bed House	- sqm @		1,155 psm		-
2 bed House	617 sqm @		1,155 psm		(712,774)
3 bed House	814 sqm @		1,155 psm		(940,540)
4 bed House	932 sqm @		1,155 psm		(1,076,261)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	235 sqm @		1,306 psm		(307,002)
2 bed Flat	2,598 - sqm @		1,306 psm		-
External works	3,036,577 @		15.0% per unit		(455,487)
			15,706 £ per unit		
M4(2) Category 2 Housing	50% of All units	29 units @	1,400 £ per dwelling		(20,300)
RAMS contribution	100% of All units	29 units @	321 £ per dwelling		(9,315)
Water efficiency		29 units @	9 £ per dwelling		(261)
Contingency	3,652,735 @		5.0%		(182,637)
Professional Fees	3,652,735 @		10.0%		(365,273)
Disposal Costs -					
Marketing and Promotion	5,456,640 OMS @		1.50%		(81,850)
Residential Sales Agent Costs	5,456,640 OMS @		1.50%		(81,850)
Residential Sales Legal Costs	5,456,640 OMS @		0.50%		(27,283)
Interest (on Development Costs) -					
	6.50% APR		0.526% pcm		(32,979)
Developers Profit -					
Margin on AH	2,214,672		6.00% on AH values		(132,880)
Profit on GDV	5,456,640		20.00%		(1,091,328)
	4,537,611		24.05% on costs	(1,091,328)	
	7,671,312		15.96% blended	(1,224,208)	
TOTAL COSTS					(5,761,820)

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Scheme Ref: B (4)
 Title: 29 No. Units at Higher Value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,909,492
SDLT	1,909,492 @	5.0% (slabbed)		(84,975)
Acquisition Agent fees	1,909,492 @	1.0%		(19,095)
Acquisition Legal fees	1,909,492 @	0.5%		(9,547)
Interest on Land	1,909,492 @	6.50%		(124,117)
Residual Land Value				1,671,758
RLV analysis:	57,647 £ per plot	1,729,405 £ per ha	699,881 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		30.0 dph		
Site Area (Resi)		0.97 ha	2.39 acres	
Density analysis:		2,688 sqm/ha	11,709 sqft/ac	
Threshold Land Value	9,152 £ per plot	274,555 £ per ha	111,111 £ per acre	265,403
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)		1,454,850 £ per ha	588,770 £ per acre	1,406,355

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Scheme Ref: B (4)
Title: 29 No. Units at Higher Value
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 40%						
Balance (RLV - BLV)	1,406,355	25%	30%	35%	40%	45%	50%	55%
CIL £psm 0.00	850	(94,582)	(26,459)	41,664	109,787	177,911	246,034	314,157
	855	(104,166)	(35,404)	33,358	102,121	170,883	239,645	308,407
	860	(113,749)	(44,348)	25,053	94,454	163,855	233,256	302,657
	865	(123,333)	(53,293)	16,747	86,787	156,827	226,867	296,906
	870	(132,917)	(62,238)	8,441	79,120	149,799	220,477	291,156
	875	(142,500)	(71,183)	135	71,453	142,771	214,088	285,406
	880	(152,084)	(80,127)	(8,171)	63,786	135,743	207,699	279,656
	885	(161,668)	(89,072)	(16,476)	56,119	128,715	201,310	273,906
	890	(171,251)	(98,017)	(24,782)	48,452	121,687	194,921	268,156
	895	(180,835)	(106,961)	(33,088)	40,785	114,659	188,532	262,405
	900	(190,418)	(115,906)	(41,394)	33,118	107,631	182,143	256,655
	905	(200,002)	(124,851)	(49,700)	25,451	100,603	175,754	250,905
	910	(209,586)	(133,796)	(58,006)	17,785	93,575	169,365	245,155
	915	(219,169)	(142,740)	(66,311)	10,118	86,547	162,976	239,405
	920	(228,753)	(151,685)	(74,617)	2,451	79,519	156,587	233,654
	925	(238,337)	(160,630)	(82,923)	(5,216)	72,491	150,197	227,904
	930	(247,920)	(169,575)	(91,229)	(12,883)	65,463	143,808	222,154
	935	(257,502)	(178,519)	(99,535)	(20,550)	58,435	137,419	216,404
	940	(268,084)	(187,464)	(107,840)	(28,217)	51,407	131,030	210,654
	945	(279,924)	(196,409)	(116,146)	(35,884)	44,379	124,641	204,904
	950	(290,940)	(205,353)	(124,452)	(43,551)	37,351	118,252	199,153
	955	(301,955)	(214,298)	(132,758)	(51,218)	30,323	111,863	193,403
		AH - % on site 40%						
Balance (RLV - BLV)	1,406,355	20%	25%	30%	33%	40%	45%	50%
Site Specific S106 0	-	1,572,266	1,530,979	1,489,692	1,464,900	1,406,355	1,364,438	1,322,040
	4,000	1,464,302	1,423,499	1,382,213	1,357,440	1,299,438	1,257,619	1,215,682
	8,000	1,356,257	1,315,453	1,274,650	1,249,961	1,192,159	1,150,702	1,108,884
	12,000	1,248,212	1,207,408	1,166,604	1,142,122	1,084,679	1,043,392	1,001,966
	16,000	1,140,166	1,099,363	1,058,559	1,034,077	976,952	935,912	894,625
	20,000	1,032,058	991,317	950,514	926,031	868,906	828,102	787,146
	24,000	923,444	882,953	842,462	817,986	760,861	720,057	679,253
	28,000	814,831	774,339	733,848	709,553	652,816	612,012	571,208
	32,000	706,217	665,725	625,234	600,939	544,251	503,760	463,163
	36,000	597,603	557,112	516,620	492,325	435,638	395,146	354,655
	40,000	488,989	448,498	408,006	383,712	327,024	286,532	246,041
	44,000	380,375	339,884	299,393	275,098	218,410	177,919	137,427
	48,000	271,762	231,270	190,779	166,484	109,796	69,305	28,813
	52,000	163,148	122,656	82,165	57,870	1,182	(39,309)	(79,800)
	56,000	54,534	14,043	(26,449)	(50,744)	(107,432)	(147,923)	(188,414)
	60,000	(54,080)	(94,571)	(135,063)	(159,358)	(216,045)	(256,781)	(303,323)
	64,000	(162,694)	(203,185)	(243,677)	(269,924)	(335,083)	(381,624)	(428,166)
	68,000	(273,759)	(320,301)	(366,842)	(394,767)	(459,926)	(506,468)	(553,010)
	72,000	(398,602)	(445,144)	(491,686)	(519,611)	(584,769)	(631,311)	(677,853)
	76,000	(523,446)	(569,988)	(616,529)	(644,454)	(709,613)	(756,155)	(802,697)
	80,000	(648,289)	(694,831)	(741,373)	(769,298)	(834,456)	(880,998)	(927,540)
		AH - % on site 40%						
Balance (RLV - BLV)	1,406,355	20%	25%	30%	33%	40%	45%	50%
% on GDV 100%	125%	1,844,635	1,768,978	1,693,320	1,647,926	1,542,005	1,466,348	1,390,691
	120%	1,649,603	1,589,077	1,528,551	1,492,235	1,407,499	1,346,973	1,286,447
	115%	1,454,570	1,409,176	1,363,781	1,336,545	1,272,993	1,227,598	1,182,204
	110%	1,259,538	1,229,275	1,199,012	1,180,854	1,138,486	1,108,223	1,077,960
	105%	1,064,506	1,049,374	1,034,243	1,025,164	1,003,980	988,848	973,717
	100%	869,473	869,473	869,473	869,473	869,473	869,473	869,473
	95%	674,441	689,572	704,704	713,783	734,967	750,098	765,230
	90%	479,409	509,672	539,934	558,092	600,460	630,723	660,986
	85%	284,376	329,771	375,165	402,402	465,954	511,348	556,743
	80%	89,344	149,870	210,396	246,711	331,448	391,973	452,499
	75%	(105,768)	(30,113)	45,542	90,935	196,852	272,507	348,162
	70%	(311,011)	(212,665)	(121,763)	(67,242)	59,925	150,707	241,489
		GDV - % 100%						
Balance (RLV - BLV)	1,406,355	70.00%	75.00%	80.00%	85.00%	90.00%	95.00%	100.00%
CIL £psm 0.00	290	(136,485)	47,676	231,837	415,998	599,847	783,313	966,780
	300	(151,818)	32,343	216,504	400,665	584,594	768,060	951,526
	310	(167,152)	17,009	201,170	385,331	569,340	752,806	936,272
	320	(182,486)	1,675	185,836	369,997	554,086	737,553	921,019
	330	(197,820)	(13,659)	170,502	354,663	538,824	722,299	905,765
	340	(213,154)	(28,993)	155,168	339,329	523,490	707,046	890,512
	350	(228,488)	(44,327)	139,834	323,995	508,156	691,792	875,258
	360	(243,821)	(59,660)	124,501	308,662	492,823	676,538	860,005
	370	(259,154)	(74,994)	109,167	293,328	477,489	661,285	844,751
	380	(274,488)	(90,328)	93,833	277,994	462,155	646,031	829,498
	390	(290,041)	(105,662)	78,499	262,660	446,821	630,778	814,244
	400	(312,666)	(120,996)	63,165	247,326	431,487	615,524	798,990
	410	(330,291)	(136,329)	47,832	231,993	416,153	600,271	783,737
		Build rate (£ psm) 100%						
Balance (RLV - BLV)	1,406,355	100.00%	105.00%	110.00%	115.00%	120.00%	125.00%	130.00%
CIL £psm @	290	966,780	785,998	605,015	423,282	241,549	59,816	(121,917)
	300	951,526	770,744	589,681	407,948	226,215	44,482	(137,251)
	310	936,272	755,491	574,347	392,614	210,881	29,148	(152,585)
	320	921,019	740,237	559,014	377,281	195,548	13,814	(167,919)
	330	905,765	724,984	543,680	361,947	180,214	(1,519)	(183,252)
	340	890,512	709,730	528,346	346,613	164,880	(16,853)	(198,586)
	350	875,258	694,476	513,012	331,279	149,546	(32,187)	(213,920)

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
29 No. Units at Higher Value
Greenfield

360	860,005	679,223	497,678	315,945	134,212	(47,521)	(229,254)
370	844,751	663,969	482,345	300,612	118,878	(62,855)	(244,588)
380	829,498	648,716	467,011	285,278	103,545	(78,188)	(260,671)
390	814,244	633,410	451,677	269,944	88,211	(93,522)	(278,296)
400	798,990	618,076	436,343	254,610	72,877	(108,856)	(295,922)
410	783,737	602,742	421,009	239,276	57,543	(124,190)	(313,547)

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Scheme Ref: B (4)
Title: 145 No. Units at Higher Value
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme				145	Units		
AH Policy requirement (% Target)				40%			
AH tenure split %							
		Affordable Rent:		50%			
		Shared ownership:		25%			
		First Homes		25%			
Open Market Sale (OMS) housing				60%			
				100%			
CIL Rate (£ psm)				0.00	£ psm		
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0
2 bed House	28.0%	24.4		28.0%	16.2	28%	40.6
3 bed House	30.0%	26.1		30.0%	17.4	30%	43.5
4 bed House	29.0%	25.2		29.0%	16.8	29%	42.1
5 bed House	0.0%	0.0		0.0%	0.0	0%	0.0
1 bed Flat	13.0%	11.3		13.0%	7.5	13%	18.9
2 bed Flat	0.0%	0.0		0.0%	0.0	0%	0.0
Total number of units	100.0%	87.0		100.0%	58.0	100%	145.0
OMS Unit Floor areas -	Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)		
1 bed House	60.0	646			60.0	646	
2 bed House	80.0	861			80.0	861	
3 bed House	100.0	1,076			100.0	1,076	
4 bed House	120.0	1,292			120.0	1,292	
5 bed House	0.0	0			0.0	0	
1 bed Flat	55.0	592		85.0%	64.7	696	
2 bed Flat	65.0	700		85.0%	76.5	823	
AH Unit Floor areas -	Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)		
1 bed House	58.0	624			58.0	624	
2 bed House	70.0	753			70.0	753	
3 bed House	84.0	904			84.0	904	
4 bed House	97.0	1,044			97.0	1,044	
5 bed House	110.0	1,184			110.0	1,184	
1 bed Flat	50.0	538		85.0%	58.8	633	
2 bed Flat	61.0	657		85.0%	71.8	772	
Total Gross Floor areas -	Mkt Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)		
1 bed House	0	0	0	0	0	0	
2 bed House	1,949	20,977	1,137	12,236	3,086	33,213	
3 bed House	2,610	28,094	1,462	15,733	4,072	43,826	
4 bed House	3,028	32,589	1,632	17,562	4,659	50,151	
5 bed House	0	0	0	0	0	0	
1 bed Flat	732	7,877	444	4,774	1,175	12,651	
2 bed Flat	0	0	0	0	0	0	
	8,318	89,537	4,673	50,305	12,992	139,841	
AH % by floor area:			35.97% AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)		
1 bed House	220,000	3,667	341		0		
2 bed House	280,000	3,500	325		11,368,000		
3 bed House	330,000	3,300	307		14,355,000		
4 bed House	380,000	3,167	294		15,979,000		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	200,000	3,636	338		3,770,000		
2 bed Flat	245,000	3,769	350		0		
					45,472,000		
Affordable Housing values (£) -	Affordable rent £	£psm	% of MV ared ownership	£psm	% of MV -first Homes £	£psm	% of MV
1 bed House	110,000	1,897	50%	165,000	2,845	2,655	70%
2 bed House	140,000	2,000	50%	210,000	3,000	2,800	70%
3 bed House	165,000	1,964	50%	247,500	2,946	2,750	70%
4 bed House	190,000	1,959	50%	285,000	2,938	2,577	70%
5 bed House	0	0	50%	0	0	0	70%
1 bed Flat	100,000	2,000	50%	150,000	3,000	2,800	70%
2 bed Flat	122,500	2,008	50%	183,750	3,012	2,811	70%

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Scheme Ref: B (4)
 Title: 145 No. Units at Higher Value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	220,000	-
2 bed House	24.4	@	280,000	6,820,800
3 bed House	26.1	@	330,000	8,613,000
4 bed House	25.2	@	380,000	9,587,400
5 bed House	0.0	@	0	-
1 bed Flat	11.3	@	200,000	2,262,000
2 bed Flat	0.0	@	245,000	-
	87.0			27,283,200
Affordable Rent GDV -				
1 bed House	0.0	@	110,000	-
2 bed House	8.1	@	140,000	1,136,800
3 bed House	8.7	@	165,000	1,435,500
4 bed House	8.4	@	190,000	1,597,900
5 bed House	0.0	@	0	-
1 bed Flat	3.8	@	100,000	377,000
2 bed Flat	0.0	@	122,500	-
	29.00			4,547,200
Shared ownership GDV -				
1 bed House	0.0	@	165,000	-
2 bed House	4.1	@	210,000	852,600
3 bed House	4.4	@	247,500	1,076,625
4 bed House	4.2	@	285,000	1,198,425
5 bed House	0.0	@	0	-
1 bed Flat	1.9	@	150,000	282,750
2 bed Flat	0.0	@	183,750	-
	14.50			3,410,400
First Homes GDV -				
1 bed House	0.0	@	154,000	-
2 bed House	4.1	@	196,000	795,760
3 bed House	4.4	@	231,000	1,004,850
4 bed House	4.2	@	250,000	1,051,250
5 bed House	0.0	@	0	-
1 bed Flat	1.9	@	140,000	263,900
2 bed Flat	0.0	@	171,500	-
	14.50			3,115,760
Sub-total GDV Residential				38,356,560
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV 7,115,440</i>
	548	<i>£ psm (total GIA sqm)</i>		<i>49,072 £ per unit (total units)</i>
Grant	145	@	0	-
Total GDV				38,356,560

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 145 No. Units at Higher Value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(90,000)
Statutory Planning Fees (Residential)					(29,974)
CIL		8,318 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Biodiversity net gain	1,018 per dwelling			(147,610)
	Sustainable transport	943 per dwelling			(136,735)
	Electric charge points (housing)	500 per dwelling			(63,075)
	Electric charge points (flats)	2,500 per 4x dwelling			(11,781)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	145 units @	0 per unit	(359,201)	-
	S106 analysis:	0.94% % of GDV	2,477 £ per unit (total units)		
AH Commuted Sum		12,992 sqm (total)	£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition		12.36 acres @	£ per acre (if brownfield)		-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(611,449)
	Future Homes Standard flats	2,256 per dwelling			(42,526)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	12.36 acres @	£ per acre	(653,975)	-
	Infra. Costs analysis:	1.70% % of GDV	4,510 £ per unit (total units)		
1 bed House		- sqm @	1,155 psm		-
2 bed House		3,086 sqm @	1,155 psm		(3,563,868)
3 bed House		4,072 sqm @	1,155 psm		(4,702,698)
4 bed House		4,659 sqm @	1,155 psm		(5,381,307)
5 bed House		- sqm @	1,155 psm		-
1 bed Flat		1,175 sqm @	1,306 psm		(1,535,011)
2 bed Flat	12,992	- sqm @	1,306 psm		-
External works		15,182,884 @	15.0% £ per unit		(2,277,433)
M4(2) Category 2 Housing	50% of All units	145 units @	1,400 £ per dwelling		(101,500)
RAMS contribution	100% of All units	145 units @	321 £ per dwelling		(46,577)
Water efficiency		145 units @	9 £ per dwelling		(1,305)
Contingency		18,263,673 @	5.0%		(913,184)
Professional Fees		18,263,673 @	10.0%		(1,826,367)
Disposal Costs -					
Marketing and Promotion		27,283,200 OMS @	1.50%		(409,248)
Residential Sales Agent Costs		27,283,200 OMS @	1.50%		(409,248)
Residential Sales Legal Costs		27,283,200 OMS @	0.50%		(136,416)
Interest (on Development Costs) -					
		6.50% APR	0.526% pcm		(44,274)
Developers Profit -					
Margin on AH		11,073,360	6.00% on AH values		(664,402)
Profit on GDV		27,283,200	20.00%		(5,456,640)
		22,481,585	24.27% on costs	(5,456,640)	
		38,356,560	15.96% blended	(6,121,042)	
TOTAL COSTS					(28,602,626)

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Scheme Ref: B (4)
 Title: 145 No. Units at Higher Value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				9,753,934
SDLT	9,753,934	@	5.0% (slabbed)	(477,197)
Acquisition Agent fees	9,753,934	@	1.0%	(97,539)
Acquisition Legal fees	9,753,934	@	0.5%	(48,770)
Interest on Land	9,753,934	@	6.50%	(634,006)
Residual Land Value				8,496,422
RLV analysis:	58,596 £ per plot	1,699,284 £ per ha	687,691 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		29.0	dph	
Site Area (Resi)		5.00	ha	12.36 acres
Density analysis:		2,598	sqm/ha	11,319 sqft/ac
Threshold Land Value	11,361 £ per plot	329,466 £ per ha	133,333 £ per acre	1,647,329
Gross to net land area	75%			

BALANCE				
Surplus/(Deficit)		1,369,819 £ per ha	554,358 £ per acre	6,849,093

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Title: 145 No. Units at Higher Value
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 40%						
Balance (RLV - BLV)	6,849,093	25%	30%	35%	40%	45%	50%	55%
850		(609,240)	(293,874)	21,492	336,859	652,225	967,591	1,282,957
855		(657,158)	(338,598)	(20,037)	298,524	617,085	935,646	1,254,206
860		(705,076)	(383,321)	(61,566)	260,189	581,945	903,700	1,225,455
865		(752,995)	(428,045)	(103,095)	221,855	546,805	871,755	1,196,705
870		(800,913)	(472,768)	(144,624)	183,520	511,665	839,809	1,167,954
875		(848,831)	(517,492)	(186,153)	145,186	476,525	807,864	1,139,203
880		(896,749)	(562,216)	(227,682)	106,851	441,385	775,918	1,110,452
885		(944,667)	(606,939)	(269,211)	68,517	406,245	743,973	1,081,701
890		(992,586)	(651,663)	(310,740)	30,182	371,105	712,027	1,052,950
895		(1,040,504)	(696,387)	(352,269)	(8,152)	335,965	680,082	1,024,199
900		(1,088,422)	(741,110)	(393,799)	(46,487)	300,825	648,136	995,448
905		(1,136,340)	(785,834)	(435,328)	(84,821)	265,685	616,191	966,697
910		(1,184,258)	(830,558)	(476,857)	(123,156)	230,545	584,246	937,946
915		(1,232,176)	(875,281)	(518,386)	(161,491)	195,405	552,300	909,195
920		(1,280,095)	(920,005)	(559,915)	(199,825)	160,265	520,355	880,445
925		(1,328,013)	(964,728)	(601,444)	(238,160)	125,125	488,409	851,694
930		(1,375,931)	(1,009,452)	(642,973)	(276,494)	89,985	456,464	822,943
935		(1,423,849)	(1,054,176)	(684,502)	(314,829)	54,845	424,518	794,192
940		(1,471,767)	(1,098,899)	(726,031)	(353,163)	19,705	392,573	765,441
945		(1,519,686)	(1,143,623)	(767,560)	(391,498)	(15,435)	360,627	736,690
950		(1,567,604)	(1,188,347)	(809,089)	(429,832)	(50,575)	328,682	707,939
955		(1,615,522)	(1,233,070)	(850,619)	(468,167)	(85,715)	296,736	679,188

		AH - % on site 40%					
Balance (RLV - BLV)	6,849,093	20%	25%	30%	33%	40%	45%
-		7,763,658	7,535,446	7,306,808	7,169,546	6,849,093	6,619,711
4,000		7,221,488	6,993,782	6,766,075	6,629,451	6,310,584	6,082,373
8,000		6,678,419	6,450,713	6,223,006	6,086,382	5,767,593	5,539,887
12,000		6,135,350	5,907,643	5,679,937	5,543,313	5,224,524	4,996,817
16,000		5,592,281	5,364,574	5,136,868	5,000,244	4,681,455	4,453,748
20,000		5,049,212	4,821,505	4,593,799	4,457,175	4,138,386	3,910,679
24,000		4,506,142	4,278,436	4,050,729	3,914,106	3,595,316	3,367,610
28,000		3,963,073	3,735,367	3,507,660	3,371,036	3,052,247	2,824,541
32,000		3,420,004	3,192,298	2,964,591	2,827,967	2,509,178	2,281,472
36,000		2,876,935	2,649,229	2,421,522	2,284,898	1,966,109	1,738,403
40,000		2,333,866	2,106,159	1,878,453	1,741,829	1,423,040	1,195,333
44,000		1,790,797	1,563,090	1,335,384	1,198,760	879,971	652,264
48,000		1,247,728	1,020,021	792,315	655,691	336,902	109,195
52,000		704,659	476,952	249,246	112,622	(206,167)	(433,874)
56,000		161,589	(66,117)	(293,824)	(430,448)	(749,237)	(976,943)
60,000		(381,480)	(609,186)	(836,893)	(973,517)	#####	(1,520,012)
64,000		(924,549)	(1,152,255)	(1,379,962)	(1,516,586)	#####	(2,126,774)
68,000		(1,467,618)	(1,704,065)	(1,965,797)	(2,122,836)	#####	(2,750,992)
72,000		(2,066,551)	(2,328,283)	(2,590,014)	(2,747,053)	#####	(3,375,209)
76,000		(2,690,768)	(2,952,500)	(3,214,232)	(3,371,271)	#####	(3,999,426)
80,000		(3,314,986)	(3,576,717)	(3,838,449)	(3,995,488)	#####	(4,623,644)

		AH - % on site 40%					
Balance (RLV - BLV)	6,849,093	20%	25%	30%	33%	40%	45%
125%		8,936,743	8,558,447	8,180,150	7,953,173	7,423,558	7,045,262
120%		7,961,589	7,658,952	7,356,315	7,174,733	6,751,041	6,448,404
115%		6,986,435	6,759,457	6,532,479	6,396,292	6,078,523	5,851,546
110%		6,011,280	5,859,962	5,708,643	5,617,852	5,406,006	5,254,688
105%		5,036,126	4,960,467	4,884,808	4,839,412	4,733,489	4,657,830
100%		4,060,972	4,060,972	4,060,972	4,060,972	4,060,972	4,060,972
95%		3,085,818	3,161,477	3,237,136	3,282,532	3,388,455	3,464,114
90%		2,110,651	2,261,968	2,413,286	2,504,076	2,715,921	2,867,238
85%		1,135,358	1,362,334	1,589,311	1,725,496	2,043,263	2,270,240
80%		160,047	462,680	765,313	946,892	1,370,578	1,673,211
75%		(816,769)	(438,472)	(60,175)	166,792	696,356	1,074,616
70%		(1,824,199)	(1,344,382)	(889,453)	(616,721)	19,343	473,564

		GDV - % 100%					
Balance (RLV - BLV)	6,849,093	70.00%	75.00%	80.00%	85.00%	90.00%	95.00%
290		(835,172)	75,745	986,661	1,897,578	2,808,494	3,719,411
300		(911,841)	(925)	909,992	1,820,909	2,731,825	3,642,742
310		(988,510)	(77,594)	833,323	1,744,240	2,655,156	3,566,073
320		(1,065,179)	(154,263)	756,654	1,667,571	2,578,487	3,489,404
330		(1,141,848)	(230,932)	679,985	1,590,901	2,501,818	3,412,735
340		(1,218,518)	(307,601)	603,316	1,514,232	2,425,149	3,336,066
350		(1,295,187)	(384,270)	526,647	1,437,563	2,348,480	3,259,396
360		(1,371,856)	(460,939)	449,978	1,360,894	2,271,811	3,182,727
370		(1,448,525)	(537,608)	373,308	1,284,225	2,195,142	3,106,058
380		(1,525,194)	(614,277)	296,639	1,207,556	2,118,473	3,029,389
390		(1,601,863)	(690,946)	219,970	1,130,887	2,041,804	2,952,720
400		(1,684,764)	(767,615)	143,301	1,054,218	1,965,134	2,876,051
410		(1,772,889)	(844,285)	66,632	977,549	1,888,465	2,799,382

		Build rate (£ psm) 100%					
Balance (RLV - BLV)	6,849,093	100.00%	105.00%	110.00%	115.00%	120.00%	125.00%
290		4,630,328	3,748,661	2,866,994	1,985,327	1,103,661	221,994
300		4,553,659	3,671,992	2,790,325	1,908,658	1,026,991	145,325
310		4,476,989	3,595,323	2,713,656	1,831,989	950,322	68,656
320		4,400,320	3,518,654	2,636,987	1,755,320	873,653	(8,014)
330		4,323,651	3,441,985	2,560,318	1,678,651	796,984	(84,683)
340		4,246,982	3,365,315	2,483,649	1,601,982	720,315	(161,352)
350		4,170,313	3,288,646	2,406,980	1,525,313	643,646	(238,021)

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
145 No. Units at Higher Value
Greenfield

360	4,093,644	3,211,977	2,330,310	1,448,644	566,977	(314,690)	(1,196,357)
370	4,016,975	3,135,308	2,253,641	1,371,975	490,308	(391,359)	(1,273,026)
380	3,940,306	3,058,639	2,176,972	1,295,305	413,639	(468,028)	(1,349,695)
390	3,863,637	2,981,970	2,100,303	1,218,636	336,970	(544,697)	(1,426,364)
400	3,786,968	2,905,301	2,023,634	1,141,967	260,301	(621,366)	(1,503,033)
410	3,710,299	2,828,632	1,946,965	1,065,298	183,631	(698,035)	(1,579,702)

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Scheme Ref: B (4)
 Title: 24 No. Units at Mid Higher Value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			24 Units			
AH Policy requirement (% Target)			33%			
AH tenure split %			Affordable Rent: 50%			
			Shared ownership: 25%			
			First Homes 25%			
Open Market Sale (OMS) housing			67%			
			100%			
CIL Rate (£ psm)			0.00 £ psm			
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%
1 bed House		0.0%	0.0	0.0%	0.0	0%
2 bed House		28.0%	4.5	28.0%	2.2	28%
3 bed House		30.0%	4.8	30.0%	2.4	30%
4 bed House		29.0%	4.7	29.0%	2.3	29%
5 bed House		0.0%	0.0	0.0%	0.0	0%
1 bed Flat		13.0%	2.1	13.0%	1.0	13%
2 bed Flat		0.0%	0.0	0.0%	0.0	0%
Total number of units		100.0%	16.1	100.0%	7.9	100%
24.0						
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)	
1 bed House		60.0	646		60.0	646
2 bed House		80.0	861		80.0	861
3 bed House		100.0	1,076		100.0	1,076
4 bed House		120.0	1,292		120.0	1,292
5 bed House		0.0	0		0.0	0
1 bed Flat		55.0	592	85.0%	64.7	696
2 bed Flat		65.0	700	85.0%	76.5	823
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)	
1 bed House		58.0	624		58.0	624
2 bed House		70.0	753		70.0	753
3 bed House		84.0	904		84.0	904
4 bed House		97.0	1,044		97.0	1,044
5 bed House		110.0	1,184		110.0	1,184
1 bed Flat		50.0	538	85.0%	58.8	633
2 bed Flat		61.0	657	85.0%	71.8	772
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm) (sqft)
1 bed House		0	0	0	0	0
2 bed House		360	3,877	155	1,671	515
3 bed House		482	5,193	200	2,148	682
4 bed House		560	6,023	223	2,398	782
5 bed House		0	0	0	0	0
1 bed Flat		135	1,456	61	652	196
2 bed Flat		0	0	0	0	0
		1,537	16,549	638	6,869	2,176
						23,418
AH % by floor area:		29.33% AH % by floor area due to mix				
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH) £psm	
1 bed House		200,000	3,333	310	0	
2 bed House		235,000	2,938	273	1,579,200	
3 bed House		295,000	2,950	274	2,124,000	
4 bed House		350,000	2,917	271	2,436,000	
5 bed House		0	#DIV/0!	#DIV/0!	0	
1 bed Flat		175,000	3,182	296	546,000	
2 bed Flat		195,000	3,000	279	0	
					6,685,200	
Affordable Housing values (£) -		Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £
1 bed House		100,000	1,724	50%	150,000	2,586
2 bed House		117,500	1,679	50%	176,250	2,518
3 bed House		147,500	1,756	50%	221,250	2,634
4 bed House		175,000	1,804	50%	262,500	2,706
5 bed House		0	0	50%	0	0
1 bed Flat		87,500	1,750	50%	131,250	2,625
2 bed Flat		97,500	1,598	50%	146,250	2,388

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	200,000	-
2 bed House	4.5	@	235,000	1,058,064
3 bed House	4.8	@	295,000	1,423,080
4 bed House	4.7	@	350,000	1,632,120
5 bed House	0.0	@	0	-
1 bed Flat	2.1	@	175,000	365,820
2 bed Flat	0.0	@	195,000	-
	16.1			4,479,084
Affordable Rent GDV -				
1 bed House	0.0	@	100,000	-
2 bed House	1.1	@	117,500	130,284
3 bed House	1.2	@	147,500	175,230
4 bed House	1.1	@	175,000	200,970
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	87,500	45,045
2 bed Flat	0.0	@	97,500	-
	3.96			551,529
Shared ownership GDV -				
1 bed House	0.0	@	150,000	-
2 bed House	0.6	@	176,250	97,713
3 bed House	0.6	@	221,250	131,423
4 bed House	0.6	@	262,500	150,728
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	131,250	33,784
2 bed Flat	0.0	@	146,250	-
	1.98			413,647
First Homes GDV -				
1 bed House	0.0	@	140,000	-
2 bed House	0.6	@	164,500	91,199
3 bed House	0.6	@	206,500	122,661
4 bed House	0.6	@	245,000	140,679
5 bed House	0.0	@	0	-
1 bed Flat	0.3	@	122,500	31,532
2 bed Flat	0.0	@	136,500	-
	1.98			386,070
Sub-total GDV Residential				5,830,330
<i>AH on-site cost analysis:</i>				
	393	<i>£ psm (total GIA sqm)</i>		<i>EMV less EGDV 854,870</i>
				<i>35,620 £ per unit (total units)</i>
Grant	24	@	0	-
Total GDV				5,830,330

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(30,000)
Statutory Planning Fees (Residential)					(9,240)
CIL	1,537 sqm	0.00% £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions					
Biodiversity net gain	1,018 per dwelling				(24,432)
Sustainable transport	943 per dwelling				(22,632)
Electric charge points (housing)	500 per dwelling				(10,440)
Electric charge points (flats)	2,500 per 4x dwelling				(1,950)
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	24 units @	0 per unit		(59,454)	-
S106 analysis:	1.02% % of GDV	2,477 £ per unit (total units)			
AH Commuted Sum	2,176 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.80 acres @	£ per acre (if brownfield)			-
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				(101,205)
Future Homes Standard flats	2,256 per dwelling				(7,039)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.80 acres @	per acre		(108,244)	-
Infra. Costs analysis:	1.86% % of GDV	4,510 £ per unit (total units)			
1 bed House	- sqm @	1,155 psm			-
2 bed House	515 sqm @	1,155 psm			(595,315)
3 bed House	682 sqm @	1,155 psm			(787,692)
4 bed House	782 sqm @	1,155 psm			(903,642)
5 bed House	- sqm @	1,155 psm			-
1 bed Flat	196 sqm @	1,306 psm			(255,749)
2 bed Flat	2,176 - sqm @	1,306 psm			-
External works	2,542,396 @	15.0% £per unit			(381,359)
M4(2) Category 2 Housing	50% of All units	24 units @ 1,400 £ per dwelling			(16,800)
RAMS contribution	100% of All units	24 units @ 321 £ per dwelling			(7,709)
Water efficiency		24 units @ 9 £ per dwelling			(216)
Contingency	3,056,725 @	5.0%			(152,836)
Professional Fees	3,056,725 @	10.0%			(305,673)
Disposal Costs -					
Marketing and Promotion	4,479,084 OMS @	1.50%			(67,186)
Residential Sales Agent Costs	4,479,084 OMS @	1.50%			(67,186)
Residential Sales Legal Costs	4,479,084 OMS @	0.50%			(22,395)
Interest (on Development Costs) -					
	6.50% APR	0.526% pcm			(43,542)
Developers Profit -					
Margin on AH	1,351,246	6.00% on AH values			(81,075)
Profit on GDV	4,479,084	20.00%			(895,817)
	3,814,238	23.49% on costs		(895,817)	
	5,830,330	16.76% blended		(976,892)	
TOTAL COSTS					(4,791,130)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,039,200
SDLT	1,039,200	@	5.0% (slabbed)	(41,460)
Acquisition Agent fees	1,039,200	@	1.0%	(10,392)
Acquisition Legal fees	1,039,200	@	0.5%	(5,196)
Interest on Land	1,039,200	@	6.50%	(67,548)
Residual Land Value				914,604
RLV analysis: 38,109 £ per plot 1,257,581 £ per ha 508,936 £ per acre				

THRESHOLD LAND VALUE				
Residential Density	33.0	dph		
Site Area (Resi)	0.73	ha	1.80	acres
Density analysis: 2,991 sqm/ha 13,031 sqft/ac				
Threshold Land Value	8,320	£ per plot	274,555	£ per ha
Gross to net land area	90%		111,111	£ per acre
				199,677

BALANCE			
Surplus/(Deficit)	983,026	£ per ha	397,825 £ per acre
			714,928

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SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)	714,928	20%	25%	30%	33%	40%	45%	50%
450		19,694	41,752	63,810	77,045	107,927	129,985	151,727
455		11,190	33,779	56,369	69,923	101,548	124,138	146,439
460		2,685	25,806	48,927	62,800	95,170	118,291	141,152
465		(5,854)	17,833	41,486	55,678	88,791	112,444	135,864
470		(14,403)	9,860	34,045	48,555	82,413	106,597	130,577
475		(22,952)	1,887	26,603	41,432	76,034	100,750	125,289
480		(31,502)	(6,086)	19,162	34,310	69,656	94,903	120,002
485		(40,051)	(14,059)	11,720	27,187	63,278	89,056	114,714
490		(48,600)	(22,032)	4,279	20,065	56,899	83,210	109,427
495		(57,149)	(30,034)	(3,163)	12,942	50,521	77,363	104,139
500		(65,699)	(38,049)	(10,604)	5,820	44,142	71,516	98,852
505		(74,248)	(46,064)	(18,046)	(1,303)	37,764	65,669	93,564
510		(82,797)	(54,079)	(25,487)	(8,425)	31,386	59,822	88,258
515		(91,347)	(62,094)	(32,929)	(15,548)	25,007	53,975	82,943
520		(99,896)	(70,109)	(40,370)	(22,671)	18,629	48,128	77,628
525		(108,445)	(78,123)	(47,812)	(29,793)	12,250	42,281	72,312
530		(116,995)	(86,138)	(55,282)	(36,916)	5,872	36,435	66,997
535		(125,544)	(94,153)	(62,763)	(44,038)	(506)	30,588	61,682
540		(134,093)	(102,168)	(70,244)	(51,161)	(6,885)	24,741	56,366
545		(142,642)	(110,183)	(77,724)	(58,283)	(13,263)	18,894	51,051
550		(151,192)	(118,198)	(85,205)	(65,409)	(19,642)	13,047	45,736
555		(159,741)	(126,213)	(92,685)	(72,569)	(26,020)	7,200	40,420

		AH - % on site 33%						
Balance (RLV - BLV)	714,928	20%	25%	30%	33%	40%	45%	50%
-		782,929	756,774	730,620	714,928	678,312	652,146	625,617
4,000		693,141	667,237	641,203	625,511	588,895	562,741	536,587
8,000		603,253	577,349	551,445	535,903	499,478	473,324	447,170
12,000		513,366	487,462	461,558	446,016	409,750	383,846	357,753
16,000		423,479	397,575	371,671	356,128	319,863	293,959	268,055
20,000		333,303	307,523	281,743	266,241	229,975	204,071	178,167
24,000		242,942	217,162	191,382	175,914	139,822	114,042	88,262
28,000		152,582	126,802	101,022	85,554	49,462	23,682	(2,098)
32,000		62,222	36,442	10,662	(4,806)	(40,898)	(66,678)	(92,458)
36,000		(28,290)	(54,073)	(79,856)	(95,326)	(131,422)	(157,205)	(182,988)
40,000		(119,126)	(144,909)	(170,692)	(186,162)	(227,201)	(256,837)	(286,472)
44,000		(213,067)	(242,703)	(272,339)	(290,120)	(331,610)	(361,245)	(390,881)
48,000		(317,476)	(347,112)	(376,747)	(394,529)	(436,097)	(465,882)	(495,668)
52,000		(421,913)	(451,699)	(481,484)	(499,355)	(541,055)	(570,841)	(600,626)
56,000		(526,871)	(556,657)	(586,442)	(604,314)	(646,013)	(675,799)	(705,603)
60,000		(631,830)	(661,615)	(691,401)	(709,272)	(750,972)	(781,031)	(811,114)
64,000		(736,788)	(766,573)	(796,359)	(814,343)	(856,459)	(886,542)	(916,624)
68,000		(841,746)	(871,531)	(901,317)	(919,283)	(961,399)	(992,052)	(1,022,705)
72,000		(946,704)	(976,489)	(1,006,275)	(1,024,241)	(1,066,357)	(1,097,010)	(1,127,663)
76,000		(1,051,662)	(1,081,447)	(1,111,232)	(1,129,198)	(1,171,314)	(1,201,967)	(1,232,620)
80,000		(1,156,620)	(1,186,405)	(1,216,190)	(1,234,156)	(1,276,272)	(1,306,925)	(1,337,578)

		AH - % on site 33%						
Balance (RLV - BLV)	714,928	20%	25%	30%	33%	40%	45%	50%
125%		1,681,010	1,598,467	1,515,797	1,466,115	1,350,188	1,267,384	1,184,418
120%		1,501,767	1,430,427	1,359,086	1,316,282	1,216,111	1,144,480	1,072,849
115%		1,322,385	1,262,387	1,202,249	1,166,166	1,081,973	1,021,576	961,118
110%		1,142,566	1,093,935	1,045,303	1,016,050	947,541	898,605	849,387
105%		962,747	925,355	887,962	865,526	813,108	775,376	737,643
100%		782,929	756,774	730,620	714,928	678,312	652,146	625,617
95%		602,528	587,905	573,279	564,329	543,448	528,532	513,590
90%		422,028	418,687	415,345	413,340	408,584	404,907	401,230
85%		241,245	249,456	257,408	262,172	273,287	281,227	288,843
80%		59,959	79,500	99,042	110,767	137,913	157,133	176,354
75%		(121,664)	(90,516)	(59,368)	(41,061)	2,160	33,032	63,542
70%		(320,977)	(272,087)	(223,197)	(193,863)	(133,805)	(91,602)	(49,400)

		GDV - %						
Balance (RLV - BLV)	714,928	85.0%	87.5%	90.0%	92.5%	95.0%	97.5%	100.0%
150		48,917	124,831	200,744	276,366	351,950	427,535	503,119
160		34,672	110,586	186,499	262,196	337,780	413,364	488,949
170		20,427	96,341	172,254	248,025	323,609	399,194	474,778
180		6,182	82,095	158,009	233,855	309,439	385,023	460,607
190		(8,063)	67,850	143,764	219,678	295,268	370,853	446,437
200		(22,308)	53,605	129,519	205,432	281,098	356,682	432,266
210		(36,554)	39,360	115,274	191,187	266,927	342,511	418,096
220		(50,799)	25,115	101,029	176,942	252,757	328,341	403,925
230		(65,044)	10,870	86,783	162,697	238,586	314,170	389,755
240		(79,289)	(3,375)	72,538	148,452	224,366	300,000	375,584
250		(93,534)	(17,620)	58,293	134,207	210,120	285,829	361,413
260		(107,779)	(31,866)	44,048	119,962	195,875	271,659	347,243
270		(122,024)	(46,111)	29,803	105,717	181,630	257,488	333,072

		Build rate (£ psm) 100%						
Balance (RLV - BLV)	714,928	100.0%	102.5%	105.0%	107.5%	110.0%	112.5%	115.0%
150		503,119	427,040	350,962	274,883	198,483	122,004	45,525
160		488,949	412,870	336,791	260,712	184,238	107,759	31,280
170		474,778	398,699	322,621	246,542	169,993	93,514	17,035
180		460,607	384,529	308,450	232,371	155,748	79,269	2,790
190		446,437	370,358	294,279	218,200	141,503	65,024	(11,455)
200		432,266	356,188	280,109	204,029	127,257	50,778	(25,701)
210		418,096	342,017	265,938	189,858	113,012	36,533	(39,946)

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Scheme Ref:
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220	403,925	327,846	251,725	175,246	98,767	22,288	(54,191)
230	389,755	313,676	237,480	161,001	84,522	8,043	(68,455)
240	375,584	299,505	223,235	146,756	70,277	(6,202)	(82,775)
250	361,413	285,335	208,990	132,511	56,032	(20,447)	(97,095)
260	347,243	271,164	194,745	118,266	41,787	(34,692)	(111,415)
270	333,072	256,979	180,500	104,021	27,542	(48,937)	(125,735)

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Scheme Ref: B (4)
 Title: 76 No. Units at Mid Higher Value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	76 Units					
AH Policy requirement (% Target)	33%					
AH tenure split %	Affordable Rent:	50%				
	Shared ownership:	25%				
	First Homes	25%				
Open Market Sale (OMS) housing	67%					
	100%					
CIL Rate (£ psm)	0.00 £ psm					
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	28.0%	14.3	28.0%	7.0	28%	21.3
3 bed House	30.0%	15.3	30.0%	7.5	30%	22.8
4 bed House	29.0%	14.8	29.0%	7.3	29%	22.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	13.0%	6.6	13.0%	3.3	13%	9.9
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	50.9	100.0%	25.1	100%	76.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House	60.0	646		60.0	646	
2 bed House	80.0	861		80.0	861	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	120.0	1,292		120.0	1,292	
5 bed House	0.0	0		0.0	0	
1 bed Flat	55.0	592	85.0%	64.7	696	
2 bed Flat	65.0	700	85.0%	76.5	823	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House	58.0	624		58.0	624	
2 bed House	70.0	753		70.0	753	
3 bed House	84.0	904		84.0	904	
4 bed House	97.0	1,044		97.0	1,044	
5 bed House	110.0	1,184		110.0	1,184	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	61.0	657	85.0%	71.8	772	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm) (sqft)	
1 bed House	0	0	0	0	0	0
2 bed House	1,141	12,277	492	5,291	1,632	17,569
3 bed House	1,528	16,443	632	6,803	2,160	23,246
4 bed House	1,772	19,074	706	7,594	2,478	26,668
5 bed House	0	0	0	0	0	0
1 bed Flat	428	4,610	192	2,064	620	6,675
2 bed Flat	0	0	0	0	0	0
	4,869	52,405	2,021	21,752	6,889	74,157
AH % by floor area:			29.33% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	200,000	3,333	310	0		
2 bed House	235,000	2,938	273	5,000,800		
3 bed House	295,000	2,950	274	6,726,000		
4 bed House	350,000	2,917	271	7,714,000		
5 bed House	0	#DIV/0!	#DIV/0!	0		
1 bed Flat	175,000	3,182	296	1,729,000		
2 bed Flat	195,000	3,000	279	0		
				21,169,800		
Affordable Housing values (£) -	Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £	£psm % of MV
1 bed House	100,000	1,724	50%	150,000	2,586 75%	140,000 2,414 70%
2 bed House	117,500	1,679	50%	176,250	2,518 75%	164,500 2,350 70%
3 bed House	147,500	1,756	50%	221,250	2,634 75%	206,500 2,458 70%
4 bed House	175,000	1,804	50%	262,500	2,706 75%	245,000 2,526 70%
5 bed House	0	0	50%	0	0 75%	0 0 70%
1 bed Flat	87,500	1,750	50%	131,250	2,625 75%	122,500 2,450 70%
2 bed Flat	97,500	1,598	50%	146,250	2,398 75%	136,500 2,238 70%

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 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	200,000	-
2 bed House	14.3	@	235,000	3,350,536
3 bed House	15.3	@	295,000	4,506,420
4 bed House	14.8	@	350,000	5,168,380
5 bed House	0.0	@	0	-
1 bed Flat	6.6	@	175,000	1,158,430
2 bed Flat	0.0	@	195,000	-
	50.9			14,183,766
Affordable Rent GDV -				
1 bed House	0.0	@	100,000	-
2 bed House	3.5	@	117,500	412,566
3 bed House	3.8	@	147,500	554,895
4 bed House	3.6	@	175,000	636,405
5 bed House	0.0	@	0	-
1 bed Flat	1.6	@	87,500	142,643
2 bed Flat	0.0	@	97,500	-
	12.54			1,746,509
Shared ownership GDV -				
1 bed House	0.0	@	150,000	-
2 bed House	1.8	@	176,250	309,425
3 bed House	1.9	@	221,250	416,171
4 bed House	1.8	@	262,500	477,304
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	131,250	106,982
2 bed Flat	0.0	@	146,250	-
	6.27			1,309,881
First Homes GDV -				
1 bed House	0.0	@	140,000	-
2 bed House	1.8	@	164,500	288,796
3 bed House	1.9	@	206,500	388,427
4 bed House	1.8	@	245,000	445,484
5 bed House	0.0	@	0	-
1 bed Flat	0.8	@	122,500	99,850
2 bed Flat	0.0	@	136,500	-
	6.27			1,222,556
Sub-total GDV Residential	76.0			18,462,712
<i>AH on-site cost analysis:</i>				
	393	<i>£ psm (total GIA sqm)</i>		<i>EMV less EGDV 2,707,088</i>
				<i>35,620 £ per unit (total units)</i>
Grant	76	@	0	-
Total GDV				18,462,712

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Scheme Ref: B (4)
 Title: 76 No. Units at Mid Higher Value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(22,039)
CIL	4,869 sqm	0.00 £ psm			-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106 Contributions	Biodiversity net gain	1,018 per dwelling			(77,368)
	Sustainable transport	943 per dwelling			(71,668)
	Electric charge points (housing)	500 per dwelling			(33,060)
	Electric charge points (flats)	2,500 per 4x dwelling			(6,175)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	76 units @	0 per unit	(188,271)	-
	S106 analysis:	1.02% % of GDV		2,477 £ per unit (total units)	
AH Commuted Sum	6,889 sqm (total)			£ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	9.88 acres @			£ per acre (if brownfield)	-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(320,484)
	Future Homes Standard flats	2,256 per dwelling			(22,289)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	9.88 acres @		per acre	(342,773)
	Infra. Costs analysis:	1.86% % of GDV		4,510 £ per unit (total units)	
1 bed House	- sqm @		1,155 psm		-
2 bed House	1,632 sqm @		1,155 psm		(1,885,163)
3 bed House	2,160 sqm @		1,155 psm		(2,494,356)
4 bed House	2,478 sqm @		1,155 psm		(2,861,531)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	620 sqm @		1,306 psm		(809,871)
2 bed Flat	6,889 - sqm @		1,306 psm		-
External works	8,050,922 @		15.0% 15,890 £ per unit		(1,207,638)
M4(2) Category 2 Housing	50% of All units	76 units @	1,400 £ per dwelling		(53,200)
RAMS contribution	100% of All units	76 units @	321 £ per dwelling		(24,413)
Water efficiency		76 units @	9 £ per dwelling		(684)
Contingency	9,679,630 @		5.0%		(483,981)
Professional Fees	9,679,630 @		10.0%		(967,963)
Disposal Costs -					
Marketing and Promotion	14,183,766 OMS @		1.50%		(212,756)
Residential Sales Agent Costs	14,183,766 OMS @		1.50%		(212,756)
Residential Sales Legal Costs	14,183,766 OMS @		0.50%		(70,919)
Interest (on Development Costs) -					
	6.50% APR		0.526% pcm		(72,564)
Developers Profit -					
Margin on AH	4,278,946		6.00% on AH values		(256,737)
Profit on GDV	14,183,766		20.00%		(2,836,753)
	11,980,880		23.66% on costs	(2,836,753)	
	18,462,712		16.76% blended	(3,093,490)	
TOTAL COSTS					(15,074,370)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,388,342
SDLT	3,388,342 @	5.0%	(slabbed)	(158,917)
Acquisition Agent fees	3,388,342 @	1.0%		(33,883)
Acquisition Legal fees	3,388,342 @	0.5%		(16,942)
Interest on Land	3,388,342 @	6.50%		(220,242)
Residual Land Value				2,958,358
RLV analysis:	38,926 £ per plot	739,589 £ per ha	299,308 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	19.0	dph		
Site Area (Resi)	4.00	ha	9.88	acres
Density analysis:	1,722	sqm/ha	7,503	sqft/ac
Threshold Land Value	16,257 £ per plot	308,875 £ per ha	125,000 £ per acre	1,235,500
Gross to net land area	85%			

BALANCE				
Surplus/(Deficit)	430,714 £ per ha	174,308 £ per acre		1,722,858

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SENSITIVITY ANALYSIS									
		AH - % on site 33%							
Balance (RLV - BLV)	1,722,858	20%	25%	30%	33%	40%	45%	50%	
		325	330	335	340	345	350	355	360
CIL Epsm	0.00	175,584	147,645	119,706	91,767	63,829	35,890	7,951	(19,988)
		201,105	175,049	148,994	122,938	96,882	70,827	44,659	18,466
		226,526	202,291	177,973	153,654	129,336	105,017	80,699	56,380
		241,361	218,207	195,052	171,898	148,744	125,531	102,255	78,979
		275,536	254,910	234,283	213,656	193,029	172,302	151,566	130,831
		299,309	280,500	261,619	242,711	223,803	204,895	185,987	167,080
		322,330	305,231	288,132	271,033	253,934	236,835	219,736	202,637
		(47,927)	(7,726)	(32,062)	(55,703)	(89,360)	(129,264)	(168,439)	(210,996)
		(75,865)	(33,919)	(7,743)	(32,426)	(89,360)	(129,264)	(168,439)	(210,996)
		(103,824)	(60,111)	(16,575)	(9,150)	(68,625)	(110,356)	(151,340)	(192,421)
		(131,910)	(86,304)	(40,894)	(14,126)	(47,890)	(91,448)	(134,241)	(176,913)
		(159,996)	(112,497)	(65,312)	(37,402)	(27,154)	(72,540)	(117,065)	(161,581)
		(188,082)	(138,689)	(89,758)	(60,679)	(6,419)	(53,609)	(99,876)	(145,656)
		(216,168)	(164,882)	(114,205)	(83,955)	(14,316)	(34,601)	(82,687)	(126,762)
		(244,253)	(191,075)	(138,651)	(107,231)	(35,051)	(15,594)	(65,498)	(110,594)
		(272,339)	(217,350)	(163,098)	(130,596)	(55,891)	(3,413)	(48,309)	(92,613)
		(300,425)	(243,680)	(187,544)	(153,994)	(76,735)	(22,421)	(31,120)	(79,720)
		(328,511)	(270,011)	(211,990)	(177,393)	(97,580)	(41,428)	(13,931)	(65,729)
		(356,597)	(296,341)	(236,437)	(200,792)	(118,424)	(60,435)	(3,258)	(52,735)
		(384,715)	(322,672)	(260,883)	(224,191)	(139,268)	(79,443)	(20,447)	(40,743)
		(412,949)	(349,002)	(285,330)	(247,589)	(160,113)	(98,450)	(37,636)	(27,644)
		AH - % on site 33%							
Balance (RLV - BLV)	1,722,858	20%	25%	30%	33%	40%	45%	50%	
		-	4,000	8,000	12,000	16,000	20,000	24,000	28,000
Site Specific S106	0	1,955,776	1,668,952	1,380,519	1,090,458	798,755	505,392	210,352	(86,329)
		1,866,465	1,580,089	1,292,051	1,002,336	710,925	417,802	122,950	(173,599)
		1,776,743	1,491,013	1,203,579	914,213	623,094	330,212	35,548	(260,870)
		1,722,858	1,437,427	1,150,261	861,339	570,396	277,658	(16,894)	(313,232)
		1,596,888	1,312,392	1,025,853	737,490	447,286	155,032	(139,257)	(435,411)
		1,506,529	1,222,672	936,940	649,023	359,163	67,393	(226,659)	(522,681)
		1,415,898	1,132,862	847,629	560,480	271,041	(20,437)	(314,061)	(609,952)
		(86,329)	(609,952)	(314,061)	(609,952)	(314,061)	(609,952)	(314,061)	(609,952)
		(173,599)	(428,181)	(233,584)	(428,181)	(233,584)	(428,181)	(233,584)	(428,181)
		(260,870)	(513,763)	(318,357)	(513,763)	(318,357)	(513,763)	(318,357)	(513,763)
		(354,141)	(608,724)	(413,318)	(608,724)	(413,318)	(608,724)	(413,318)	(608,724)
		(447,412)	(702,795)	(517,389)	(702,795)	(517,389)	(702,795)	(517,389)	(702,795)
		(540,683)	(796,866)	(621,462)	(796,866)	(621,462)	(796,866)	(621,462)	(796,866)
		(633,954)	(890,949)	(715,531)	(890,949)	(715,531)	(890,949)	(715,531)	(890,949)
		(727,225)	(985,020)	(810,602)	(985,020)	(810,602)	(985,020)	(810,602)	(985,020)
		(820,496)	(1,079,101)	(904,683)	(1,079,101)	(904,683)	(1,079,101)	(904,683)	(1,079,101)
		(913,767)	(1,173,172)	(998,754)	(1,173,172)	(998,754)	(1,173,172)	(998,754)	(1,173,172)
		(1,007,038)	(1,267,243)	(1,092,825)	(1,267,243)	(1,092,825)	(1,267,243)	(1,092,825)	(1,267,243)
		(1,100,309)	(1,361,318)	(1,186,900)	(1,361,318)	(1,186,900)	(1,361,318)	(1,186,900)	(1,361,318)
		(1,193,580)	(1,455,393)	(1,280,975)	(1,455,393)	(1,280,975)	(1,455,393)	(1,280,975)	(1,455,393)
		(1,286,851)	(1,549,468)	(1,375,050)	(1,549,468)	(1,375,050)	(1,549,468)	(1,375,050)	(1,549,468)
		(1,380,122)	(1,643,543)	(1,469,125)	(1,643,543)	(1,469,125)	(1,643,543)	(1,469,125)	(1,643,543)
		(1,473,393)	(1,737,618)	(1,563,196)	(1,737,618)	(1,563,196)	(1,737,618)	(1,563,196)	(1,737,618)
		(1,566,664)	(1,831,693)	(1,657,271)	(1,831,693)	(1,657,271)	(1,831,693)	(1,657,271)	(1,831,693)
		(1,659,935)	(1,925,768)	(1,751,346)	(1,925,768)	(1,751,346)	(1,925,768)	(1,751,346)	(1,925,768)
		(1,753,206)	(2,019,843)	(1,844,921)	(2,019,843)	(1,844,921)	(2,019,843)	(1,844,921)	(2,019,843)
		(1,846,477)	(2,113,918)	(1,939,496)	(2,113,918)	(1,939,496)	(2,113,918)	(1,939,496)	(2,113,918)
		(1,939,748)	(2,207,993)	(2,033,571)	(2,207,993)	(2,033,571)	(2,207,993)	(2,033,571)	(2,207,993)
		(2,033,019)	(2,302,068)	(2,127,646)	(2,302,068)	(2,127,646)	(2,302,068)	(2,127,646)	(2,302,068)
		(2,126,290)	(2,396,143)	(2,221,721)	(2,396,143)	(2,221,721)	(2,396,143)	(2,221,721)	(2,396,143)
		(2,219,561)	(2,490,218)	(2,315,796)	(2,490,218)	(2,315,796)	(2,490,218)	(2,315,796)	(2,490,218)
		(2,312,832)	(2,584,293)	(2,410,871)	(2,584,293)	(2,410,871)	(2,584,293)	(2,410,871)	(2,584,293)
		(2,406,103)	(2,678,368)	(2,504,946)	(2,678,368)	(2,504,946)	(2,678,368)	(2,504,946)	(2,678,368)
		(2,499,374)	(2,772,443)	(2,599,021)	(2,772,443)	(2,599,021)	(2,772,443)	(2,599,021)	(2,772,443)
		(2,592,645)	(2,866,518)	(2,693,096)	(2,866,518)	(2,693,096)	(2,866,518)	(2,693,096)	(2,866,518)
		(2,685,916)	(2,960,593)	(2,787,171)	(2,960,593)	(2,787,171)	(2,960,593)	(2,787,171)	(2,960,593)
		(2,779,187)	(3,054,668)	(2,881,246)	(3,054,668)	(2,881,246)	(3,054,668)	(2,881,246)	(3,054,668)
		(2,872,458)	(3,148,743)	(2,975,321)	(3,148,743)	(2,975,321)	(3,148,743)	(2,975,321)	(3,148,743)
		(2,965,729)	(3,242,818)	(3,069,396)	(3,242,818)	(3,069,396)	(3,242,818)	(3,069,396)	(3,242,818)
		(3,058,999)	(3,336,893)	(3,163,471)	(3,336,893)	(3,163,471)	(3,336,893)	(3,163,471)	(3,336,893)
		(3,152,270)	(3,430,968)	(3,257,546)	(3,430,968)	(3,257,546)	(3,430,968)	(3,257,546)	(3,430,968)
		(3,245,541)	(3,525,043)	(3,351,621)	(3,525,043)	(3,351,621)	(3,525,043)	(3,351,621)	(3,525,043)
		(3,338,812)	(3,619,118)	(3,445,696)	(3,619,118)	(3,445,696)	(3,619,118)	(3,445,696)	(3,619,118)
		(3,432,083)	(3,713,193)	(3,540,771)	(3,713,193)	(3,540,771)	(3,713,193)	(3,540,771)	(3,713,193)
		(3,525,354)	(3,807,268)	(3,635,846)	(3,807,268)	(3,635,846)	(3,807,268)	(3,635,846)	(3,807,268)
		(3,618,625)	(3,901,343)	(3,729,921)	(3,901,343)	(3,729,921)	(3,901,343)	(3,729,921)	(3,901,343)
		(3,711,896)	(3,995,418)	(3,824,000)	(3,995,418)	(3,824,000)	(3,995,418)	(3,824,000)	(3,995,418)
		(3,805,167)	(4,089,493)	(3,918,075)	(4,089,493)	(3,918,075)	(4,089,493)	(3,918,075)	(4,089,493)
		(3,898,438)	(4,183,568)	(4,012,150)	(4,183,568)	(4,012,150)	(4,183,568)	(4,012,150)	(4,183,568)
		(3,991,709)	(4,277,643)	(4,106,225)	(4,277,643)	(4,106,225)	(4,277,643)	(4,106,225)	(4,277,643)
		(4,084,980)	(4,371,718)	(4,200,300)	(4,371,718)	(4,200,300)	(4,371,718)	(4,200,300)	(4,371,718)
		(4,178,251)	(4,465,793)	(4,294,375)	(4,465,793)	(4,294,375)	(4,465,793)	(4,294,375)	(4,465,793)
		(4,271,522)	(4,559,868)	(4,388,450)	(4,559,868)	(4,388,450)	(4,559,868)	(4,388,450)	(4,559,868)
		(4,364,793)	(4,653,943)	(4,482,525)	(4,653,943)	(4,482,525)	(4,653,943)	(4,482,525)	(4,653,943)
		(4,458,064)	(4,748,018)	(4,576,599)	(4,748,018)	(4,576,599)	(4,748,018)	(4,576,599)	(4,748,018)
		(4,551,335)	(4,842,093)	(4,670,674)	(4,842,093)	(4,670,674)	(4,842,093)	(4,670,674)	(4,842,093)
		(4,644,606)	(4,936,168)	(4,764,749)	(4,936,168)	(4,764,749)	(4,936,168)	(4,764,749)	(4,936,168)
		(4,737,877)	(5,030,243)	(4,858,824)	(5,030,243)	(4,858,824)	(5,030,243)	(4,858,824)	(5,030,243)
		(4,831,148)	(5,124,318)	(4,952,899)	(5,124,318)	(4,952,899)	(5,124,318)	(4,952,899)	(5,124,318)
		(4,924,419)	(5,218,393)	(5,046,974)	(5,218,393)	(5,046,974)	(5,218,393)	(5,046,974)	(5,218,393)
		(5,017,690)	(5,312,468)	(5,141,049)	(5,312,468)	(5,141,049)	(5,312,468)	(5,141,049)	(5,312,468)
		(5,110,961)	(5,406,543)	(5,235,124)	(5,406,543)	(5,235,124)	(5,406,543)	(5,235,124)	(5,406,543)
		(5,204,232)	(5,500,618)	(5,329,199)	(5,500,618)	(5,329,199)	(5,500,618)	(5,329,199)	(5,500,618)
		(5,297,503)	(5,594,693)	(5,423,274)	(5,594,693)	(5,423,274)	(5,594,693)	(5,423,274)	(5,594,693)
		(5,390,774)	(5,688,768)	(5,517,349)	(5,688,768)	(5,517,349)	(5,688,768)	(5,517,349)	(5,688,768)
		(5,484,045)	(5,782,843)	(5,611,424)	(5,782,843)	(5,611,424)	(5,782,843)	(5,611,424)	(5,782,843)
		(5,577,316)	(5,876,918)	(5,705,499)	(5,876,918)	(5,705,499)	(5,876,918)	(5,705,499)	(5,876,918)
		(5,670,587)	(5,970,993)	(5,799,574)	(5,970,993)	(5,799,574)	(5,970,993)	(5,799,574)	(5,970,993)
		(5,763,858)	(6,065,068)	(5,893,649)	(6,065,068)	(5,893,649)	(6,065,068)	(5,893,649)	(6,065,068)
		(5,857,129)	(6,159,143)	(5,987,724)	(6,159,143)	(5,987,724)	(6,159,143)	(5,987,724)	(6,159,143)
		(5,950,400)	(6,253,218)	(6,081,799)	(6,253,218)	(6,081,799)	(6,253,218)	(6,081,799)	(6,253,218)
		(6,043,671)	(6,347,293)	(6,175,874)	(6,347,293)	(6,175,874)	(6,347,293)	(6,175,874)	(6,347,293)
		(6,136,942)	(6,441,368)	(6,269,949)	(6,441,368)	(6,269,949)	(6,441,368)	(6,269,949)	(6,441,368)
		(6,230,213)	(6,535,443)	(6,364,024)	(6,535,443)	(6,364,024)	(6,535,443)	(6,364,024)	(6,535,443)
		(6,323,484)	(6,629,518)	(6,458,099)	(6,629,518)	(6,458,099)	(6,629,518)	(6,458,099)	(

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Scheme Ref:
Title:
Notes:

B (4)
76 No. Units at Mid Higher Value
Greenfield

220	725,225	485,251	244,529	2,898	(239,761)	(483,611)	(728,818)
230	679,400	439,185	198,220	(43,655)	(286,558)	(530,655)	(776,109)
240	633,575	393,118	151,911	(90,207)	(333,356)	(577,699)	(823,401)
250	587,578	347,052	105,603	(136,760)	(380,153)	(624,743)	(870,723)
260	541,511	300,831	59,293	(183,312)	(426,951)	(671,835)	(918,264)
270	495,445	254,523	12,741	(230,019)	(473,919)	(719,126)	(965,804)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 140 No. Units at Mid Higher Value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			140 Units					
AH Policy requirement (% Target)			33%					
AH tenure split %			Affordable Rent: 50%					
			Shared ownership: 25%					
			First Homes 25%					
Open Market Sale (OMS) housing			67%					
			100%					
CIL Rate (£ psm)			0.00 £ psm					
Unit mix -								
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House	28.0%	26.3	28.0%	12.9	28%	39.2		
3 bed House	30.0%	28.1	30.0%	13.9	30%	42.0		
4 bed House	29.0%	27.2	29.0%	13.4	29%	40.6		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	13.0%	12.2	13.0%	6.0	13%	18.2		
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units		100.0%	93.8	100.0%	46.2	100%	140.0	
OMS Unit Floor areas -								
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	60.0	646			60.0	646		
2 bed House	80.0	861			80.0	861		
3 bed House	100.0	1,076			100.0	1,076		
4 bed House	120.0	1,292			120.0	1,292		
5 bed House	0.0	0			0.0	0		
1 bed Flat	55.0	592	85.0%		64.7	696		
2 bed Flat	65.0	700	85.0%		76.5	823		
AH Unit Floor areas -								
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624			58.0	624		
2 bed House	70.0	753			70.0	753		
3 bed House	84.0	904			84.0	904		
4 bed House	97.0	1,044			97.0	1,044		
5 bed House	110.0	1,184			110.0	1,184		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	61.0	657	85.0%		71.8	772		
Total Gross Floor areas -								
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0	0	0	0	0		
2 bed House	2,101	22,616	906	9,747	3,007	32,363		
3 bed House	2,814	30,290	1,164	12,532	3,978	42,821		
4 bed House	3,264	35,136	1,300	13,989	4,564	49,125		
5 bed House	0	0	0	0	0	0		
1 bed Flat	789	8,493	353	3,803	1,142	12,296		
2 bed Flat	0	0	0	0	0	0		
	8,968	96,535	3,723	40,070	12,691	136,605		
AH % by floor area:			29.33% AH % by floor area due to mix					
Open Market Sales values (£) -								
	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)			
1 bed House	200,000	3,333	310		0			
2 bed House	235,000	2,938	273		9,212,000			
3 bed House	295,000	2,950	274		12,390,000			
4 bed House	350,000	2,917	271		14,210,000			
5 bed House	0	#DIV/0!	#DIV/0!		0			
1 bed Flat	175,000	3,182	296		3,185,000			
2 bed Flat	195,000	3,000	279		0			
					38,997,000			
Affordable Housing values (£) -								
	Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £	£psm		
1 bed House	100,000	1,724	50%	150,000	2,586	75%	140,000	2,414
2 bed House	117,500	1,679	50%	176,250	2,518	75%	164,500	2,350
3 bed House	147,500	1,756	50%	221,250	2,634	75%	206,500	2,458
4 bed House	175,000	1,804	50%	262,500	2,706	75%	245,000	2,526
5 bed House	0	0	50%	0	0	75%	0	0
1 bed Flat	87,500	1,750	50%	131,250	2,625	75%	122,500	2,450
2 bed Flat	97,500	1,598	50%	146,250	2,398	75%	136,500	2,258

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Scheme Ref: B (4)
 Title: 140 No. Units at Mid Higher Value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	200,000	-
2 bed House	26.3	@	235,000	6,172,040
3 bed House	28.1	@	295,000	8,301,300
4 bed House	27.2	@	350,000	9,520,700
5 bed House	0.0	@	0	-
1 bed Flat	12.2	@	175,000	2,133,950
2 bed Flat	0.0	@	195,000	-
	93.8			26,127,990
Affordable Rent GDV -				
1 bed House	0.0	@	100,000	-
2 bed House	6.5	@	117,500	759,990
3 bed House	6.9	@	147,500	1,022,175
4 bed House	6.7	@	175,000	1,172,325
5 bed House	0.0	@	0	-
1 bed Flat	3.0	@	87,500	262,763
2 bed Flat	0.0	@	97,500	-
	23.10			3,217,253
Shared ownership GDV -				
1 bed House	0.0	@	150,000	-
2 bed House	3.2	@	176,250	569,993
3 bed House	3.5	@	221,250	766,631
4 bed House	3.3	@	262,500	879,244
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	131,250	197,072
2 bed Flat	0.0	@	146,250	-
	11.55			2,412,939
First Homes GDV -				
1 bed House	0.0	@	140,000	-
2 bed House	3.2	@	164,500	531,993
3 bed House	3.5	@	206,500	715,523
4 bed House	3.3	@	245,000	820,628
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	122,500	183,934
2 bed Flat	0.0	@	136,500	-
	11.55			2,252,077
Sub-total GDV Residential				
	140.0			34,010,259
<i>AH on-site cost analysis:</i>				
	393	£ psm (total GIA sqm)	EMV less £GDV	4,986,741
			35,620	£ per unit (total units)
Grant				
	140	@	0	-
Total GDV				
				34,010,259

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Scheme Ref: B (4)
 Title: 140 No. Units at Mid Higher Value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(90,000)
Statutory Planning Fees (Residential)					(29,399)
CIL	8,968 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions					
Biodiversity net gain	1,018 per dwelling				(142,520)
Sustainable transport	943 per dwelling				(132,020)
Electric charge points (housing)	500 per dwelling				(60,900)
Electric charge points (flats)	2,500 per 4x dwelling				(11,375)
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	140 units @	0 per unit		(346,815)	-
S106 analysis:	1.02% % of GDV	2,477 £ per unit (total units)			
AH Commuted Sum	12,691 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	7.86 acres @	£ per acre (if brownfield)			-
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				(590,365)
Future Homes Standard flats	2,256 per dwelling				(41,059)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	7.86 acres @	per acre		(631,424)	-
Infra. Costs analysis:	1.86% % of GDV	4,510 £ per unit (total units)			
1 bed House	- sqm @	1,155 psm			-
2 bed House	3,007 sqm @	1,155 psm			(3,472,669)
3 bed House	3,978 sqm @	1,155 psm			(4,594,867)
4 bed House	4,564 sqm @	1,155 psm			(5,271,242)
5 bed House	- sqm @	1,155 psm			-
1 bed Flat	1,142 sqm @	1,306 psm			(1,491,867)
2 bed Flat	12,691 - sqm @	1,306 psm			-
External works	14,830,645 @	15.0% £ per unit			(2,224,597)
M4(2) Category 2 Housing	50% of All units	140 units @ 1,400 £ per dwelling			(98,000)
RAMS contribution	100% of All units	140 units @ 321 £ per dwelling			(44,971)
Water efficiency		140 units @ 9 £ per dwelling			(1,260)
Contingency	17,830,897 @	5.0%			(891,545)
Professional Fees	17,830,897 @	10.0%			(1,783,090)
Disposal Costs -					
Marketing and Promotion	26,127,990 OMS @	1.50%			(391,920)
Residential Sales Agent Costs	26,127,990 OMS @	1.50%			(391,920)
Residential Sales Legal Costs	26,127,990 OMS @	0.50%			(130,640)
Interest (on Development Costs) -					
	6.50% APR	0.526% pcm			(69,131)
Developers Profit -					
Margin on AH	7,882,269	6.00% on AH values			(472,936)
Profit on GDV	26,127,990	20.00%			(5,225,598)
	21,955,356	23.80% on costs		(5,225,598)	
	34,010,259	16.76% blended		(5,698,534)	
TOTAL COSTS					(27,653,890)

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 Title: 140 No. Units at Mid Higher Value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				6,356,369
SDLT	6,356,369	@	5.0% (slabbed)	(307,318)
Acquisition Agent fees	6,356,369	@	1.0%	(63,564)
Acquisition Legal fees	6,356,369	@	0.5%	(31,782)
Interest on Land	6,356,369	@	6.50%	(413,164)
Residual Land Value				5,540,541
RLV analysis: 39,575 £ per plot 1,741,313 £ per ha 704,700 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		44.0	dph	
Site Area (Resi)		3.18	ha	7.86 acres
Density analysis: 3,989 sqm/ha 17,375 sqft/ac				
Threshold Land Value	8,023 £ per plot	353,000 £ per ha	142,857 £ per acre	1,123,181
Gross to net land area	75%			

BALANCE			
Surplus/(Deficit)	1,388,313 £ per ha	561,843 £ per acre	4,417,360

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Scheme Ref: B (4)
Title: 140 No. Units at Mid Higher Value
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)	4,417,360	20%	25%	30%	33%	40%	45%	50%
CIL £psm 0.00	450	159,620	295,215	429,769	510,050	695,229	825,875	954,887
	455	104,520	243,830	382,060	464,386	654,763	788,975	921,590
	460	49,420	192,352	334,239	418,721	614,296	752,075	888,220
	465	(5,951)	140,696	286,279	373,057	573,730	715,175	854,850
	470	(61,340)	89,040	238,319	327,393	533,050	678,243	821,480
	475	(116,730)	37,384	190,359	281,602	492,371	641,149	788,110
	480	(172,120)	(14,273)	142,399	235,697	451,691	604,055	754,726
	485	(227,694)	(66,174)	94,222	189,793	411,012	566,961	721,181
	490	(283,375)	(118,102)	46,010	143,888	370,224	529,866	687,635
	495	(339,057)	(170,030)	(2,203)	97,983	329,330	492,772	654,089
	500	(394,738)	(221,958)	(50,415)	51,874	288,437	455,490	620,544
	505	(450,522)	(274,019)	(98,702)	5,728	247,544	418,201	586,998
	510	(506,497)	(326,220)	(147,168)	(40,419)	206,650	380,911	553,347
	515	(562,471)	(378,421)	(195,634)	(86,565)	165,634	343,622	519,625
	520	(618,445)	(430,622)	(244,100)	(132,759)	124,526	306,332	485,903
	525	(674,447)	(482,850)	(292,566)	(179,148)	83,417	268,888	452,181
	530	(730,716)	(535,326)	(341,224)	(225,537)	42,308	231,402	418,459
	535	(786,985)	(587,802)	(389,945)	(271,926)	1,200	193,916	384,710
	540	(843,253)	(640,277)	(438,666)	(318,315)	(40,051)	156,431	350,810
	545	(899,522)	(692,753)	(487,387)	(364,842)	(81,376)	118,945	316,911
	550	(956,045)	(745,430)	(536,168)	(411,476)	(122,701)	81,332	283,011
	555	(1,012,610)	(798,182)	(585,145)	(458,109)	(164,026)	43,649	249,112

		AH - % on site 33%						
Balance (RLV - BLV)	4,417,360	20%	25%	30%	33%	40%	45%	50%
Site Specific S106 0	-	4,866,635	4,693,904	4,521,172	4,417,360	4,174,925	4,001,501	3,827,851
	4,000	4,335,801	4,163,806	3,991,811	3,888,614	3,647,685	3,475,345	3,303,004
	8,000	3,798,460	3,627,223	3,455,890	3,353,024	3,113,003	2,941,560	2,770,117
	12,000	3,254,766	3,083,802	2,912,838	2,810,259	2,570,909	2,399,944	2,228,971
	16,000	2,704,596	2,533,715	2,362,833	2,260,305	2,021,071	1,850,190	1,679,309
	20,000	2,147,593	1,976,478	1,805,363	1,702,694	1,463,133	1,292,018	1,120,882
	24,000	1,583,622	1,412,108	1,240,595	1,137,547	897,047	725,261	553,370
	28,000	1,012,743	840,336	667,857	564,370	322,542	149,642	(23,498)
	32,000	434,360	260,989	87,365	(16,970)	(260,659)	(435,124)	(610,013)
	36,000	(151,314)	(326,185)	(501,272)	(606,606)	(852,840)	(1,029,327)	(1,220,491)
	40,000	(744,743)	(921,231)	(1,098,416)	(1,218,583)	(1,505,337)	(1,711,075)	(1,917,867)
	44,000	(1,380,786)	(1,586,273)	(1,792,465)	(1,916,540)	(2,207,658)	(2,417,013)	(2,627,777)
	48,000	(2,081,215)	(2,289,466)	(2,498,783)	(2,625,009)	(2,921,290)	(3,134,808)	(3,350,089)
	52,000	(2,790,930)	(3,002,606)	(3,215,556)	(3,344,158)	(3,646,318)	(3,863,938)	(4,083,061)
	56,000	(3,510,603)	(3,725,934)	(3,942,930)	(4,073,502)	(4,379,936)	(4,600,760)	(4,823,568)
	60,000	(4,239,542)	(4,457,397)	(4,676,811)	(4,808,920)	(5,119,739)	(5,344,197)	(5,571,503)
	64,000	(4,973,686)	(5,194,218)	(5,415,911)	(5,550,099)	(5,865,487)	(6,294,295)	(6,863,477)
	68,000	(5,712,370)	(5,935,730)	(6,160,688)	(6,296,382)	(7,690,678)	(10,259,860)	(12,829,041)
	72,000	(6,455,889)	(6,681,977)	(6,910,443)	(8,059,388)	#####	(14,225,424)	(16,794,605)
	76,000	(7,204,258)	(7,914,262)	(10,483,444)	#####	#####	(18,190,988)	(20,760,170)
	80,000	(9,310,645)	(11,879,827)	(14,449,008)	#####	#####	(22,156,553)	(24,725,734)

		AH - % on site 33%						
Balance (RLV - BLV)	4,417,360	20%	25%	30%	33%	40%	45%	50%
% on GDV 100%	125%	10,073,052	9,573,878	9,074,703	8,775,199	8,076,096	7,576,557	7,077,018
	120%	9,032,942	8,598,885	8,164,710	7,904,205	7,296,360	6,862,019	6,427,438
	115%	7,992,144	7,623,345	7,254,545	7,033,212	6,516,366	6,147,191	5,777,858
	110%	6,951,087	6,647,597	6,343,847	6,161,597	5,736,348	5,432,196	5,128,020
	105%	5,909,342	5,671,065	5,432,788	5,289,821	4,955,749	4,717,050	4,478,025
	100%	4,866,635	4,693,904	4,521,172	4,417,360	4,174,925	4,001,501	3,827,851
	95%	3,822,854	3,715,768	3,608,682	3,544,159	3,393,583	3,285,557	3,177,353
	90%	2,777,334	2,736,259	2,694,945	2,670,023	2,611,457	2,569,080	2,526,407
	85%	1,729,343	1,754,613	1,779,587	1,794,354	1,828,232	1,851,830	1,874,931
	80%	677,161	769,704	861,645	916,470	1,043,583	1,133,514	1,222,709
	75%	(382,315)	(221,031)	(60,745)	34,861	256,473	413,443	569,320
	70%	(1,508,308)	(1,239,589)	(991,583)	(853,734)	(534,885)	(309,476)	(85,914)

		GDV - %						
Balance (RLV - BLV)	4,417,360	85.0%	87.5%	90.0%	92.5%	95.0%	97.5%	100.0%
CIL £psm 0.00	190	145,055	593,366	1,039,758	1,484,714	1,928,421	2,371,063	2,812,821
	200	55,623	504,588	951,723	1,397,140	1,841,306	2,284,403	2,726,615
	210	(34,265)	415,625	863,307	1,309,427	1,754,171	2,197,724	2,640,269
	220	(124,316)	326,285	774,810	1,221,393	1,666,597	2,110,608	2,553,610
	230	(214,691)	236,846	685,897	1,133,249	1,579,024	2,023,493	2,466,950
	240	(305,383)	146,944	596,933	1,044,751	1,491,063	1,936,055	2,379,911
	250	(396,246)	56,929	507,515	956,168	1,403,028	1,848,481	2,292,796
	260	(487,575)	(33,446)	418,055	867,205	1,314,692	1,760,733	2,205,512
	270	(579,094)	(124,043)	328,153	778,177	1,226,194	1,672,698	2,117,938
	280	(670,903)	(214,894)	238,175	688,745	1,137,477	1,584,634	2,030,364
	290	(763,086)	(306,083)	147,800	599,264	1,048,513	1,496,136	1,942,368
	300	(855,455)	(397,412)	57,297	509,362	959,407	1,407,638	1,854,333
	310	(948,233)	(489,200)	(33,554)	419,421	869,975	1,318,785	1,766,077

		Build rate (£ psm) 100%						
Balance (RLV - BLV)	4,417,360	100.0%	102.5%	105.0%	107.5%	110.0%	112.5%	115.0%
CIL £psm @	190	2,812,821	2,375,207	1,936,536	1,496,665	1,055,445	612,728	167,921
	200	2,726,615	2,288,547	1,849,421	1,409,091	967,295	523,765	78,432
	210	2,640,269	2,201,782	1,762,138	1,321,193	878,797	434,771	(11,470)
	220	2,553,610	2,114,666	1,674,565	1,233,158	790,202	345,340	(101,516)
	230	2,466,950	2,027,551	1,586,941	1,144,866	701,238	255,842	(191,891)
	240	2,379,911	1,940,038	1,498,906	1,056,368	612,191	165,940	(282,501)
	250	2,292,796	1,852,464	1,410,872	967,675	522,759	75,930	(373,352)

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Scheme Ref:
Title:
Notes:

B (4)
140 No. Units at Mid Higher Value
Greenfield

260	2,205,512	1,764,654	1,322,437	878,711	433,252	(14,446)	(464,535)
270	2,117,938	1,676,620	1,233,939	789,610	343,350	(104,975)	(555,864)
280	2,030,364	1,588,506	1,145,147	700,178	253,375	(195,826)	(647,627)
290	1,942,368	1,500,008	1,056,184	610,662	163,000	(286,883)	(739,497)
300	1,854,333	1,411,510	967,029	520,759	72,551	(378,211)	(831,789)
310	1,766,077	1,322,620	877,597	430,821	(18,300)	(469,804)	(924,253)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 100 No. Units at Mid Higher Value
 Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme	100	Units
AH Policy requirement (% Target)	33%	
AH tenure split %		
	Affordable Rent:	50%
	Shared ownership:	25%
	First Homes	25%
Open Market Sale (OMS) housing	67%	
	100%	
CIL Rate (£ psm)	0.00	£ psm

Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	28.0%	18.8	28.0%	9.2	28%	28.0
3 bed House	30.0%	20.1	30.0%	9.9	30%	30.0
4 bed House	29.0%	19.4	29.0%	9.6	29%	29.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	13.0%	8.7	13.0%	4.3	13%	13.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	67.0	100.0%	33.0	100%	100.0

OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646		60.0	646
2 bed House	80.0	861		80.0	861
3 bed House	100.0	1,076		100.0	1,076
4 bed House	120.0	1,292		120.0	1,292
5 bed House	0.0	0		0.0	0
1 bed Flat	55.0	592	85.0%	64.7	696
2 bed Flat	65.0	700	85.0%	76.5	823

AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624		58.0	624
2 bed House	70.0	753		70.0	753
3 bed House	84.0	904		84.0	904
4 bed House	97.0	1,044		97.0	1,044
5 bed House	110.0	1,184		110.0	1,184
1 bed Flat	50.0	538	85.0%	58.8	633
2 bed Flat	61.0	657	85.0%	71.8	772

Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,501	16,154	647	6,962	2,148	23,117
3 bed House	2,010	21,635	832	8,951	2,842	30,587
4 bed House	2,332	25,097	928	9,992	3,260	35,089
5 bed House	0	0	0	0	0	0
1 bed Flat	564	6,066	252	2,716	816	8,783
2 bed Flat	0	0	0	0	0	0
	6,406	68,953	2,659	28,622	9,065	97,575

AH % by floor area:

29.33% AH % by floor area due to mix

Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)
1 bed House	200,000	3,333	310	0
2 bed House	235,000	2,938	273	6,580,000
3 bed House	295,000	2,950	274	8,850,000
4 bed House	350,000	2,917	271	10,150,000
5 bed House	0	#DIV/0!	#DIV/0!	0
1 bed Flat	175,000	3,182	296	2,275,000
2 bed Flat	195,000	3,000	279	0
				27,855,000

Affordable Housing values (£) -	Affordable rent £	Epsm	% of MV ared ownership £	Epsm	% of MV first Homes £	Epsm	% of MV
1 bed House	100,000	1,724	50%	150,000	2,586	75%	70%
2 bed House	117,500	1,679	50%	176,250	2,518	75%	70%
3 bed House	147,500	1,756	50%	221,250	2,634	75%	70%
4 bed House	175,000	1,804	50%	262,500	2,706	75%	70%
5 bed House	0	0	50%	0	0	75%	70%
1 bed Flat	87,500	1,750	50%	131,250	2,625	75%	70%
2 bed Flat	97,500	1,598	50%	146,250	2,398	75%	70%

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 100 No. Units at Mid Higher Value
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	200,000	-
2 bed House	18.8	@	235,000	4,408,600
3 bed House	20.1	@	295,000	5,929,500
4 bed House	19.4	@	350,000	6,800,500
5 bed House	0.0	@	0	-
1 bed Flat	8.7	@	175,000	1,524,250
2 bed Flat	0.0	@	195,000	-
	67.0			18,662,850
Affordable Rent GDV -				
1 bed House	0.0	@	100,000	-
2 bed House	4.6	@	117,500	542,850
3 bed House	5.0	@	147,500	730,125
4 bed House	4.8	@	175,000	837,375
5 bed House	0.0	@	0	-
1 bed Flat	2.1	@	87,500	187,688
2 bed Flat	0.0	@	97,500	-
	16.50			2,298,038
Shared ownership GDV -				
1 bed House	0.0	@	150,000	-
2 bed House	2.3	@	176,250	407,138
3 bed House	2.5	@	221,250	547,594
4 bed House	2.4	@	262,500	628,031
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	131,250	140,766
2 bed Flat	0.0	@	146,250	-
	8.25			1,723,528
First Homes GDV -				
1 bed House	0.0	@	140,000	-
2 bed House	2.3	@	164,500	379,995
3 bed House	2.5	@	206,500	511,088
4 bed House	2.4	@	245,000	586,163
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	122,500	131,381
2 bed Flat	0.0	@	136,500	-
	8.25			1,608,626
Sub-total GDV Residential				24,293,042
<i>AH on-site cost analysis:</i>				
	393	<i>£ psm (total GIA sqm)</i>		<i>EMV less £GDV 3,561,958</i>
				<i>35,620 £ per unit (total units)</i>
Grant	100	@	0	-
Total GDV				24,293,042

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 100 No. Units at Mid Higher Value
 Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(24,799)
CIL	6,406 sqm	0.00 £ psm			-
	0.00% % of GDV	0 £ per unit (total units)			-
CIL analysis:					
Site Specific S106 Contributions					
Biodiversity net gain	234 per dwelling				(23,400)
Sustainable transport	943 per dwelling				(94,300)
Electric charge points (housing)	500 per dwelling				(43,500)
Electric charge points (flats)	2,500 per 4x dwelling				(8,125)
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	100 units @	0 per unit		(169,325)	-
S106 analysis:					
	0.70% % of GDV	1,693 £ per unit (total units)			-
AH Commuted Sum	9,065 sqm (total)	£ psm			-
Comm. Sum analysis:					
	0.00% % of GDV				-
Construction Costs -					
Site Clearance and Demolition	8.24 acres @	£ per acre (if brownfield)			-
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				(421,689)
Future Homes Standard flats	2,256 per dwelling				(29,328)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	8.24 acres @	110,000 per acre	(1,357,050)		(906,033)
Infra. Costs analysis:					
	5.59% % of GDV	13,571 £ per unit (total units)			-
1 bed House	- sqm @	1,155 psm			-
2 bed House	2,148 sqm @	1,155 psm			(2,480,478)
3 bed House	2,842 sqm @	1,155 psm			(3,282,048)
4 bed House	3,260 sqm @	1,155 psm			(3,765,173)
5 bed House	- sqm @	1,155 psm			-
1 bed Flat	816 sqm @	1,306 psm			(1,065,619)
2 bed Flat	9,065 - sqm @	1,306 psm			-
External works					
	10,593,318 @	15.0% £ per unit			(1,588,998)
M4(2) Category 2 Housing					
	50% of All units	100 units @	1,400 £ per dwelling		(70,000)
RAMS contribution	100% of All units	100 units @	321 £ per dwelling		(32,122)
Water efficiency		100 units @	9 £ per dwelling		(900)
Contingency					
	13,642,388 @	5.0%			(682,119)
Professional Fees					
	13,642,388 @	10.0%			(1,364,239)
Disposal Costs -					
Marketing and Promotion	18,662,850 OMS @	1.50%			(279,943)
Residential Sales Agent Costs	18,662,850 OMS @	1.50%			(279,943)
Residential Sales Legal Costs	18,662,850 OMS @	0.50%			(93,314)
Interest (on Development Costs) -					
	6.50% APR	0.526% pcm			(86,672)
Developers Profit -					
Margin on AH	5,630,192	6.00% on AH values			(337,812)
Profit on GDV	18,662,850	20.00%			(3,732,570)
	16,692,742	22.36% on costs	(3,732,570)		
	24,293,042	16.76% blended	(4,070,382)		
TOTAL COSTS					(20,763,124)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 100 No. Units at Mid Higher Value
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,529,918
SDLT	3,529,918	@	5.0% (slabbed)	(165,996)
Acquisition Agent fees	3,529,918	@	1.0%	(35,299)
Acquisition Legal fees	3,529,918	@	0.5%	(17,650)
Interest on Land	3,529,918	@	6.50%	(229,445)
Residual Land Value				3,081,529
RLV analysis: 30,815 £ per plot 924,459 £ per ha 374,123 £ per acre				

THRESHOLD LAND VALUE				
Residential Density		30.0	dph	
Site Area (Resi)		3.33	ha	8.24 acres
Density analysis: 2,720 sqm/ha 11,846 sqft/ac				
Threshold Land Value	9,335 £ per plot	280,046 £ per ha	113,333 £ per acre	933,486
Gross to net land area	75%			

BALANCE				
Surplus/(Deficit)		644,413 £ per ha	260,790 £ per acre	2,148,043

210910_Revised residential appraisals

Scheme Ref: B (4)
Title: 100 No. Units at Mid Higher Value
Notes: Brownfield

SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)	2,148,043	20%	25%	30%	33%	40%	45%	50%
CIL Epsm 0.00	325	71,118	105,327	139,174	159,296	205,528	237,848	269,524
	330	33,377	69,946	106,326	127,855	177,520	212,307	246,428
	335	(4,560)	34,566	73,477	96,414	149,511	186,767	223,331
	340	(42,498)	(814)	40,471	64,973	121,502	161,227	200,234
	345	(80,435)	(36,195)	7,449	33,532	93,494	135,645	177,023
	350	(118,373)	(71,681)	(25,572)	2,029	65,465	109,970	153,805
	355	(156,310)	(107,248)	(58,594)	(29,577)	37,309	84,296	130,586
	360	(194,258)	(142,814)	(91,616)	(61,184)	9,152	58,621	107,368
	365	(232,395)	(178,380)	(124,637)	(92,790)	(19,004)	32,946	84,149
	370	(270,532)	(213,947)	(157,771)	(124,396)	(47,160)	7,272	60,931
	375	(308,669)	(249,513)	(190,966)	(156,003)	(75,316)	(18,403)	37,713
	380	(346,806)	(285,171)	(224,161)	(187,611)	(103,472)	(44,127)	14,412
	385	(384,944)	(320,924)	(257,357)	(219,383)	(131,697)	(69,936)	(8,928)
	390	(423,106)	(356,678)	(290,552)	(251,156)	(160,001)	(95,746)	(32,269)
	395	(461,444)	(392,431)	(323,747)	(282,929)	(188,305)	(121,556)	(55,609)
	400	(499,782)	(428,185)	(357,015)	(314,701)	(216,610)	(147,366)	(78,950)
	405	(538,120)	(463,939)	(390,385)	(346,474)	(244,914)	(173,175)	(102,290)
	410	(576,457)	(499,774)	(423,755)	(378,247)	(273,218)	(198,985)	(125,631)
	415	(614,795)	(535,716)	(457,125)	(410,133)	(301,522)	(224,857)	(149,025)
	420	(653,180)	(571,657)	(490,495)	(442,072)	(329,950)	(250,802)	(172,489)
	425	(691,720)	(607,599)	(523,865)	(474,012)	(358,403)	(276,748)	(195,952)
	430	(730,259)	(643,541)	(557,273)	(505,952)	(386,857)	(302,694)	(219,416)

		AH - % on site 33%						
Balance (RLV - BLV)	2,148,043	20%	25%	30%	33%	40%	45%	50%
Site Specific S106 0	-	2,460,846	2,340,724	2,220,298	2,148,043	1,979,280	1,858,442	1,737,499
	4,000	2,079,254	1,959,511	1,839,767	1,767,920	1,600,130	1,480,069	1,360,009
	8,000	1,694,062	1,574,806	1,455,550	1,383,996	1,216,929	1,097,453	977,977
	12,000	1,305,496	1,186,531	1,067,567	996,188	829,591	710,505	591,419
	16,000	913,475	794,605	675,734	604,412	437,993	319,122	200,244
	20,000	517,751	398,853	279,954	208,582	42,014	(76,962)	(195,939)
	24,000	118,307	(798)	(119,904)	(191,388)	(358,387)	(477,672)	(596,957)
	28,000	(284,815)	(404,331)	(523,846)	(595,587)	(763,304)	(883,101)	(1,014,963)
	32,000	(691,698)	(811,829)	(933,302)	(1,016,178)	(1,210,118)	(1,348,646)	(1,487,673)
	36,000	(1,129,147)	(1,268,114)	(1,407,152)	(1,490,575)	(1,686,030)	(1,825,908)	(1,966,158)
	40,000	(1,605,717)	(1,745,560)	(1,885,810)	(1,969,960)	(2,166,309)	(2,307,066)	(2,448,172)
	44,000	(2,085,961)	(2,226,211)	(2,366,927)	(2,451,591)	(2,649,140)	(2,791,009)	(2,933,191)
	48,000	(2,567,894)	(2,709,001)	(2,850,182)	(2,935,492)	(3,134,548)	(3,277,682)	(3,421,269)
	52,000	(3,051,538)	(3,193,721)	(3,335,904)	(3,421,606)	(3,622,479)	(3,767,115)	(3,912,650)
	56,000	(3,537,261)	(3,680,315)	(3,823,796)	(3,909,960)	(4,112,961)	(4,259,335)	(4,406,668)
	60,000	(4,025,112)	(4,168,805)	(4,313,806)	(4,400,807)	(4,606,020)	(4,753,985)	(4,902,914)
	64,000	(4,514,651)	(4,659,652)	(4,805,960)	(4,894,007)	(5,101,303)	(5,250,531)	(5,400,759)
	68,000	(5,005,900)	(5,152,645)	(5,300,393)	(5,389,530)	(5,607,849)	(5,758,077)	(5,909,305)
	72,000	(5,499,330)	(5,646,711)	(5,795,939)	(5,886,076)	(6,115,423)	(6,266,751)	(6,419,079)
	76,000	(7,229,029)	(7,381,257)	(7,534,485)	(7,626,622)	(7,866,969)	(8,019,316)	(8,172,663)
	80,000	(10,760,575)	(10,923,803)	(11,087,031)	(11,180,168)	(11,425,515)	(11,577,862)	(11,730,209)

		AH - % on site 33%						
Balance (RLV - BLV)	2,148,043	20%	25%	30%	33%	40%	45%	50%
% on GDV 100%	125%	6,190,578	5,836,178	5,481,777	5,269,075	4,772,507	4,417,815	4,063,124
	120%	5,446,279	5,138,397	4,830,516	4,645,787	4,214,753	3,906,691	3,598,465
	115%	4,701,169	4,440,128	4,179,087	4,022,437	3,656,529	3,395,166	3,133,803
	110%	3,955,505	3,741,362	3,526,956	3,398,280	3,098,035	2,883,460	2,668,616
	105%	3,208,879	3,041,578	2,874,088	2,773,593	2,539,066	2,371,186	2,203,307
	100%	2,460,846	2,340,724	2,220,298	2,148,043	1,979,280	1,858,442	1,737,499
	95%	1,710,959	1,638,138	1,565,197	1,521,255	1,418,650	1,344,958	1,271,081
	90%	958,235	933,282	907,944	892,698	856,597	830,428	803,934
	85%	200,982	224,467	247,629	261,282	292,604	314,354	335,570
	80%	(564,328)	(490,872)	(418,073)	(374,778)	(274,682)	(204,188)	(134,514)
	75%	(1,408,913)	(1,263,438)	(1,119,548)	(1,033,958)	(847,802)	(726,881)	(607,507)
	70%	(2,331,719)	(2,125,202)	(1,918,943)	(1,795,680)	(1,509,013)	(1,307,905)	(1,110,279)

		GDV - %						
Balance (RLV - BLV)	2,148,043	89.0%	90.0%	91.0%	92.0%	93.0%	94.0%	95.0%
CIL Epsm 0.00	150	(157,602)	(29,251)	98,759	226,661	354,213	481,692	608,913
	160	(220,253)	(91,804)	36,534	164,435	292,313	419,792	547,270
	170	(283,134)	(154,356)	(26,005)	102,210	230,112	357,892	485,371
	180	(346,016)	(217,189)	(88,558)	39,793	167,886	295,788	423,471
	190	(409,197)	(280,071)	(151,244)	(22,760)	105,591	233,562	361,464
	200	(472,410)	(343,080)	(214,126)	(85,312)	43,039	171,337	299,239
	210	(535,796)	(406,292)	(277,008)	(148,180)	(19,514)	108,837	237,013
	220	(599,341)	(469,505)	(340,175)	(211,062)	(82,235)	46,284	174,635
	230	(662,937)	(533,027)	(403,388)	(274,058)	(145,117)	(16,290)	112,083
	240	(726,817)	(596,572)	(466,712)	(337,271)	(207,999)	(79,172)	49,530
	250	(790,696)	(660,280)	(530,258)	(400,483)	(271,153)	(142,054)	(13,226)
	260	(854,843)	(724,160)	(593,803)	(463,944)	(334,366)	(205,036)	(76,108)
	270	(919,059)	(788,059)	(657,623)	(527,489)	(397,629)	(268,249)	(138,990)

		Build rate (£ psm) 100%						
Balance (RLV - BLV)	2,148,043	105.0%	106.0%	107.0%	108.0%	109.0%	110.0%	111.0%
CIL Epsm @	150	612,331	485,542	358,705	231,500	104,204	(23,518)	(151,355)
	160	550,479	423,642	296,571	169,275	41,707	(86,071)	(214,237)
	170	488,579	361,643	234,346	106,932	(20,846)	(148,839)	(277,119)
	180	426,679	299,417	172,121	44,379	(83,440)	(211,721)	(340,203)
	190	364,489	237,192	109,605	(18,173)	(146,322)	(274,611)	(403,416)
	200	302,263	174,830	47,052	(80,924)	(209,204)	(337,824)	(466,646)
	210	240,038	112,277	(15,525)	(143,806)	(272,232)	(401,037)	(530,191)

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
100 No. Units at Mid Higher Value
Brownfield

220	177,502	49,724	(78,407)	(206,688)	(335,445)	(464,386)	(593,736)
230	114,949	(13,009)	(141,289)	(269,853)	(398,658)	(527,931)	(657,451)
240	52,390	(75,891)	(204,262)	(333,066)	(462,127)	(591,477)	(721,331)
250	(10,492)	(138,772)	(267,474)	(396,322)	(525,672)	(655,293)	(785,210)
260	(73,374)	(201,883)	(330,687)	(459,867)	(589,255)	(719,173)	(849,418)
270	(136,291)	(265,095)	(394,063)	(523,413)	(653,135)	(783,127)	(913,634)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 300 No. Units at Mid Value
 Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			300 Units				
AH Policy requirement (% Target)			33%				
AH tenure split %			Affordable Rent: 50%				
			Shared ownership: 25%				
			First Homes 25%				
Open Market Sale (OMS) housing			67%				
			100%				
CIL Rate (£ psm)			0.00 £ psm				
Unit mix -							
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	28.0%	56.3	28.0%	27.7	28%	84.0	
3 bed House	30.0%	60.3	30.0%	29.7	30%	90.0	
4 bed House	29.0%	58.3	29.0%	28.7	29%	87.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	13.0%	26.1	13.0%	12.9	13%	39.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units		100.0%	201.0	100.0%	99.0	100%	300.0
OMS Unit Floor areas -							
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)			
1 bed House	60.0	646		60.0	646		
2 bed House	80.0	861		80.0	861		
3 bed House	100.0	1,076		100.0	1,076		
4 bed House	120.0	1,292		120.0	1,292		
5 bed House	0.0	0		0.0	0		
1 bed Flat	55.0	592	85.0%	64.7	696		
2 bed Flat	65.0	700	85.0%	76.5	823		
AH Unit Floor areas -							
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)			
1 bed House	58.0	624		58.0	624		
2 bed House	70.0	753		70.0	753		
3 bed House	84.0	904		84.0	904		
4 bed House	97.0	1,044		97.0	1,044		
5 bed House	110.0	1,184		110.0	1,184		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	61.0	657	85.0%	71.8	772		
Total Gross Floor areas -							
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0	0	0	0	0	
2 bed House	4,502	48,463	1,940	20,886	6,443	69,350	
3 bed House	6,030	64,906	2,495	26,854	8,525	91,760	
4 bed House	6,995	75,291	2,785	29,976	9,780	105,267	
5 bed House	0	0	0	0	0	0	
1 bed Flat	1,691	18,199	757	8,149	2,448	26,348	
2 bed Flat	0	0	0	0	0	0	
		19,218	206,860	7,977	85,865	27,195	292,726
AH % by floor area:		29.33% AH % by floor area due to mix					
Open Market Sales values (£) -							
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)			
1 bed House	200,000	3,333	310	0			
2 bed House	235,000	2,938	273	19,740,000			
3 bed House	295,000	2,950	274	26,550,000			
4 bed House	350,000	2,917	271	30,450,000			
5 bed House	0	#DIV/0!	#DIV/0!	0			
1 bed Flat	175,000	3,182	296	6,825,000			
2 bed Flat	195,000	3,000	279	0			
		83,565,000					
Affordable Housing values (£) -							
	Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £	£psm	% of MV
1 bed House	100,000	1,724	50%	150,000	2,586	2,414	70%
2 bed House	117,500	1,679	50%	176,250	2,518	2,350	70%
3 bed House	147,500	1,756	50%	221,250	2,634	2,458	70%
4 bed House	175,000	1,804	50%	262,500	2,706	2,526	70%
5 bed House	0	0	50%	0	0	0	70%
1 bed Flat	87,500	1,750	50%	131,250	2,625	2,450	70%
2 bed Flat	97,500	1,598	50%	146,250	2,398	2,238	70%

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Scheme Ref: B (4)
 Title: 300 No. Units at Mid Value
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	200,000	-
2 bed House	56.3	@	235,000	13,225,800
3 bed House	60.3	@	295,000	17,788,500
4 bed House	58.3	@	350,000	20,401,500
5 bed House	0.0	@	0	-
1 bed Flat	26.1	@	175,000	4,572,750
2 bed Flat	0.0	@	195,000	-
	201.0			55,988,550
Affordable Rent GDV -				
1 bed House	0.0	@	100,000	-
2 bed House	13.9	@	117,500	1,628,550
3 bed House	14.9	@	147,500	2,190,375
4 bed House	14.4	@	175,000	2,512,125
5 bed House	0.0	@	0	-
1 bed Flat	6.4	@	87,500	563,063
2 bed Flat	0.0	@	97,500	-
	49.50			6,894,113
Shared ownership GDV -				
1 bed House	0.0	@	150,000	-
2 bed House	6.9	@	176,250	1,221,413
3 bed House	7.4	@	221,250	1,642,781
4 bed House	7.2	@	262,500	1,884,094
5 bed House	0.0	@	0	-
1 bed Flat	3.2	@	131,250	422,297
2 bed Flat	0.0	@	146,250	-
	24.75			5,170,584
First Homes GDV -				
1 bed House	0.0	@	140,000	-
2 bed House	6.9	@	164,500	1,139,985
3 bed House	7.4	@	206,500	1,533,263
4 bed House	7.2	@	245,000	1,758,488
5 bed House	0.0	@	0	-
1 bed Flat	3.2	@	122,500	394,144
2 bed Flat	0.0	@	136,500	-
	24.75			4,825,879
Sub-total GDV Residential	300.0			72,879,126
<i>AH on-site cost analysis:</i>				
	393	<i>£ psm (total GIA sqm)</i>		<i>EMV less EGDV 10,685,874</i>
				<i>35,620 £ per unit (total units)</i>
Grant	300	@	0	-
Total GDV				72,879,126

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 300 No. Units at Mid Value
 Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(140,000)
Statutory Planning Fees (Residential)					(47,799)
CIL	19,218 sqm	0.00 £ psm			-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106 Contributions	Biodiversity net gain	243 per dwelling			(72,900)
	Sustainable transport	943 per dwelling			(282,900)
	Electric charge points (housing)	500 per dwelling			(130,500)
	Electric charge points (flats)	2,500 per 4x dwelling			(24,375)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	300 units @	0 per unit	(510,675)	-
	S106 analysis:	0.70% % of GDV		1,702 £ per unit (total units)	
AH Commuted Sum	27,195 sqm (total)			£ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	18.08 acres @		110,000 £ per acre (if brownfield)		(1,988,854)
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(1,265,067)
	Future Homes Standard flats	2,256 per dwelling			(87,984)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	18.08 acres @		per acre	(1,353,051)
	Infra. Costs analysis:	1.86% % of GDV		4,510 £ per unit (total units)	
1 bed House	- sqm @		1,155 psm		-
2 bed House	6,443 sqm @		1,155 psm		(7,441,434)
3 bed House	8,525 sqm @		1,155 psm		(9,846,144)
4 bed House	9,780 sqm @		1,155 psm		(11,295,519)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	2,448 sqm @		1,306 psm		(3,196,858)
2 bed Flat	27,195 sqm @		1,306 psm		-
External works	31,779,954 @		15.0% 15,890 £ per unit		(4,766,993)
M4(2) Category 2 Housing	50% of All units	300 units @	1,400 £ per dwelling		(210,000)
RAMS contribution	100% of All units	300 units @	321 £ per dwelling		(96,366)
Water efficiency		300 units @	9 £ per dwelling		(2,700)
Contingency	40,197,918 @		5.0%		(2,009,896)
Professional Fees	40,197,918 @		10.0%		(4,019,792)
Disposal Costs -					
Marketing and Promotion	55,988,550 OMS @		1.50%		(839,828)
Residential Sales Agent Costs	55,988,550 OMS @		1.50%		(839,828)
Residential Sales Legal Costs	55,988,550 OMS @		0.50%		(279,943)
Interest (on Development Costs) -					
	6.50% APR		0.526% pcm		(255,145)
Developers Profit -					
Margin on AH	16,890,576		6.00% on AH values		(1,013,435)
Profit on GDV	55,988,550		20.00%		(11,197,710)
	49,140,824		22.79% on costs	(11,197,710)	
	72,879,126		16.76% blended	(12,211,145)	
TOTAL COSTS					(61,351,969)

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Scheme Ref: B (4)
 Title: 300 No. Units at Mid Value
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				11,527,157
SDLT	11,527,157 @	5.0%	(slabbed)	(565,858)
Acquisition Agent fees	11,527,157 @	1.0%		(115,272)
Acquisition Legal fees	11,527,157 @	0.5%		(57,636)
Interest on Land	11,527,157 @	6.50%		(749,265)
Residual Land Value				10,039,127
RLV analysis:	33,464 £ per plot	1,372,014 £ per ha	555,246 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	41.0 dph			
Site Area (Resi)	7.32 ha	18.08 acres		
Density analysis:	3,717 sqm/ha	16,190 sqft/ac		
Threshold Land Value	7,318 £ per plot	300,051 £ per ha	121,429 £ per acre	2,195,496
Gross to net land area	70%			

BALANCE				
Surplus/(Deficit)	1,071,963 £ per ha	433,817 £ per acre		7,843,631

210910_Revised residential appraisals

Scheme Ref: B (4)
Title: 300 No. Units at Mid Value
Notes: Brownfield

SENSITIVITY ANALYSIS

		AH - % on site 33%							
Balance (RLV - BLV)		7,843,631	20%	25%	30%	33%	40%	45%	50%
CIL Epsm 0.00	350		446,784	614,254	780,463	879,491	1,108,505	1,270,042	1,429,725
	355		316,649	492,786	667,678	771,945	1,013,126	1,183,136	1,351,134
	360		186,198	371,129	554,725	664,233	917,320	1,096,024	1,272,543
	365		55,421	249,102	441,463	556,121	821,514	1,008,661	1,193,798
	370		(75,717)	126,804	327,915	447,977	725,316	921,299	1,114,794
	375		(207,148)	4,208	214,167	339,296	629,006	833,490	1,035,789
	380		(338,976)	(118,733)	100,023	230,615	532,485	745,668	956,469
	385		(471,071)	(241,908)	(14,220)	121,459	435,668	657,614	877,049
	390		(603,592)	(365,496)	(128,965)	12,206	338,815	569,329	797,562
	395		(736,363)	(489,260)	(243,711)	(97,402)	241,489	481,024	717,724
	400		(869,581)	(613,498)	(359,060)	(207,230)	144,163	392,275	637,886
	405		(1,003,038)	(737,861)	(474,409)	(317,298)	46,460	303,527	557,807
	410		(1,136,957)	(862,753)	(590,274)	(427,703)	(51,378)	214,497	477,549
	415		(1,271,111)	(987,724)	(706,230)	(538,240)	(149,429)	125,281	397,291
	420		(1,405,735)	(1,113,274)	(822,620)	(649,226)	(247,782)	35,985	316,610
	425		(1,540,596)	(1,238,864)	(939,186)	(760,240)	(346,187)	(53,700)	235,930
	430		(1,675,929)	(1,365,074)	(1,056,110)	(871,811)	(445,058)	(143,385)	155,063
	435		(1,811,509)	(1,491,293)	(1,173,290)	(983,381)	(543,929)	(233,425)	73,957
	440		(1,947,554)	(1,618,167)	(1,290,757)	(1,095,468)	(643,217)	(323,582)	(7,148)
	445		(2,083,865)	(1,745,041)	(1,408,553)	(1,207,625)	(742,608)	(413,904)	(88,634)
	450		(2,225,949)	(1,872,567)	(1,526,572)	(1,320,210)	(842,269)	(504,536)	(170,166)
	455		(2,383,481)	(2,000,109)	(1,644,988)	(1,432,957)	(942,182)	(595,167)	(251,853)
		AH - % on site 33%							
Balance (RLV - BLV)		7,843,631	20%	25%	30%	33%	40%	45%	50%
Site Specific S106 0	-		8,820,447	8,444,749	8,069,050	7,843,631	7,317,653	6,941,955	6,566,256
	2,000		8,230,849	7,855,239	7,479,628	7,254,262	6,728,408	6,352,797	5,977,187
	4,000		7,634,399	7,258,511	6,882,623	6,657,090	6,130,846	5,754,958	5,379,070
	6,000		7,030,728	6,654,378	6,278,028	6,052,218	5,525,077	5,148,412	4,771,747
	8,000		6,419,948	6,042,912	5,665,645	5,439,166	4,910,716	4,532,870	4,154,921
	10,000		5,801,916	5,423,627	5,045,136	4,818,041	4,287,373	3,908,035	3,528,287
	12,000		5,176,228	4,796,480	4,416,454	4,188,175	3,655,004	3,273,604	2,891,533
	14,000		4,542,754	4,161,333	3,779,262	3,549,768	3,013,308	2,629,265	2,244,281
	16,000		3,901,546	3,517,737	3,133,321	2,902,366	2,361,977	1,974,701	1,586,120
	18,000		3,251,970	2,865,774	2,478,613	2,245,621	1,700,695	1,309,584	916,799
	20,000		2,594,206	2,204,932	1,814,447	1,579,477	1,029,130	633,581	235,975
	22,000		1,927,823	1,535,160	1,140,917	903,618	346,969	(53,650)	(456,852)
	24,000		1,252,695	856,246	457,738	217,693	(346,132)	(752,458)	(1,162,199)
	26,000		568,501	167,630	(235,454)	(478,726)	(1,050,532)	(1,463,203)	(1,880,230)
	28,000		(124,829)	(530,608)	(939,121)	(1,185,798)	(1,766,580)	(2,186,853)	(2,675,631)
	30,000		(827,880)	(1,238,793)	(1,653,375)	(1,903,867)	(2,540,908)	(3,033,029)	(3,532,306)
	32,000		(1,540,520)	(1,957,519)	(2,407,487)	(2,700,273)	(3,391,994)	(3,894,519)	(4,405,566)
	34,000		(2,274,979)	(2,761,846)	(3,254,012)	(3,552,151)	(4,257,849)	(4,772,014)	(5,296,113)
	36,000		(3,117,739)	(3,612,717)	(4,113,930)	(4,417,919)	(5,139,241)	(5,665,964)	(6,204,478)
	38,000		(3,972,625)	(4,476,551)	(4,987,667)	(5,298,178)	(6,036,297)	(6,576,983)	(7,131,445)
	40,000		(4,840,040)	(5,353,771)	(5,875,661)	(6,193,366)	(6,950,002)	(7,506,013)	(8,077,820)
		AH - % on site 33%							
Balance (RLV - BLV)		7,843,631	20%	25%	30%	33%	40%	45%	50%
% on GDV 100%	125%		20,003,621	18,928,993	17,854,332	17,209,535	15,705,009	14,630,347	13,555,686
	120%		17,770,689	16,835,588	15,900,486	15,339,426	14,030,284	13,095,183	12,160,005
	115%		15,536,482	14,740,954	13,945,427	13,468,110	12,354,371	11,558,843	10,763,315
	110%		13,300,515	12,644,704	11,988,893	11,595,406	10,677,270	10,021,459	9,365,648
	105%		11,062,246	10,546,365	10,030,456	9,720,904	8,998,615	8,482,695	7,966,775
	100%		8,820,447	8,444,749	8,069,050	7,843,631	7,317,653	6,941,955	6,566,256
	95%		6,574,271	6,339,201	6,104,131	5,963,089	5,633,990	5,398,782	5,163,523
	90%		4,321,488	4,227,839	4,133,958	4,077,613	3,946,140	3,852,144	3,757,941
	85%		2,058,486	2,107,212	2,155,910	2,184,909	2,252,572	2,300,507	2,348,398
	80%		(221,504)	(28,002)	165,055	280,773	549,927	741,661	932,804
	75%		(2,584,992)	(2,190,574)	(1,847,793)	(1,643,213)	(1,167,455)	(829,090)	(491,975)
	70%		(5,321,069)	(4,739,372)	(4,162,183)	(3,817,974)	(3,020,519)	(2,455,493)	(1,932,003)
		GDV - %							
Balance (RLV - BLV)		7,843,631	85.0%	87.5%	90.0%	92.5%	95.0%	97.5%	100.0%
CIL Epsm 0.00	90		409,725	1,376,459	2,338,050	3,295,668	4,249,977	5,201,554	6,150,885
	100		206,213	1,175,709	2,139,561	3,099,133	4,055,211	5,008,219	5,958,948
	110		1,434	973,717	1,939,990	2,901,605	3,859,506	4,814,054	5,766,260
	120		(204,638)	770,491	1,739,328	2,703,071	3,662,797	4,619,049	5,572,598
	130		(412,201)	566,066	1,537,562	2,503,522	3,465,159	4,423,196	5,378,131
	140		(621,074)	360,430	1,334,681	2,302,946	3,266,581	4,226,461	5,182,887
	150		(831,270)	153,570	1,130,674	2,101,333	3,067,053	4,028,714	4,986,859
	160		(1,042,838)	(54,525)	925,483	1,898,672	2,866,565	3,830,091	4,790,037
	170		(1,255,962)	(263,869)	719,113	1,694,952	2,665,105	3,630,585	4,592,268
	180		(1,470,455)	(474,616)	511,575	1,490,161	2,462,664	3,430,183	4,393,602
	190		(1,686,330)	(686,663)	302,858	1,284,288	2,259,230	3,228,877	4,194,116
	200		(1,903,776)	(900,002)	92,950	1,077,322	2,054,793	3,026,655	3,993,802
	210		(2,122,728)	(1,114,646)	(118,161)	869,251	1,849,341	2,823,508	3,792,649
		Build rate (£ psm) 100%							
Balance (RLV - BLV)		7,843,631	100.0%	102.5%	105.0%	107.5%	110.0%	112.5%	115.0%
CIL Epsm @	90		6,150,885	5,214,074	4,275,054	3,333,380	2,388,763	1,440,687	488,456
	100		5,958,948	5,020,741	4,080,352	3,136,985	2,190,579	1,240,468	285,954
	110		5,766,260	4,826,593	3,884,648	2,939,640	1,991,373	1,039,155	82,284
	120		5,572,598	4,631,620	3,688,032	2,741,334	1,791,135	836,736	(122,566)
	130		5,378,131	4,435,813	3,490,516	2,542,058	1,589,854	633,201	(328,608)
	140		5,182,887	4,239,078	3,292,090	2,341,801	1,387,518	428,538	(535,892)
	150		4,986,859	4,041,392	3,092,744	2,140,552	1,184,118	222,734	(744,486)

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
300 No. Units at Mid Value
Brownfield

160	4,790,037	3,842,846	2,892,468	1,938,301	979,641	15,779	(954,314)
170	4,592,268	3,643,430	2,691,251	1,735,035	774,077	(192,339)	(1,165,390)
180	4,393,602	3,443,135	2,489,083	1,530,745	567,413	(401,632)	(1,377,725)
190	4,194,116	3,241,950	2,285,952	1,325,420	359,639	(612,113)	(1,591,331)
200	3,993,802	3,039,865	2,081,849	1,119,048	150,743	(823,837)	(1,806,222)
210	3,792,649	2,836,837	1,876,680	911,617	(59,287)	(1,036,832)	(2,022,546)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 17 No. Units at Mid Value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			17 Units				
AH Policy requirement (% Target)			33%				
AH tenure split %			Affordable Rent: 50%				
			Shared ownership: 25%				
			First Homes 25%				
Open Market Sale (OMS) housing			67%				
			100%				
CIL Rate (£ psm)			0.00 £ psm				
Unit mix -							
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	28.0%	3.2	28.0%	1.6	28%	4.8	
3 bed House	30.0%	3.4	30.0%	1.7	30%	5.1	
4 bed House	29.0%	3.3	29.0%	1.6	29%	4.9	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	13.0%	1.5	13.0%	0.7	13%	2.2	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units		100.0%	11.4	100.0%	5.6	100%	17.0
OMS Unit Floor areas -							
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)			
1 bed House	60.0	646		60.0	646		
2 bed House	80.0	861		80.0	861		
3 bed House	100.0	1,076		100.0	1,076		
4 bed House	120.0	1,292		120.0	1,292		
5 bed House	0.0	0		0.0	0		
1 bed Flat	55.0	592	85.0%	64.7	696		
2 bed Flat	65.0	700	85.0%	76.5	823		
AH Unit Floor areas -							
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)			
1 bed House	58.0	624		58.0	624		
2 bed House	70.0	753		70.0	753		
3 bed House	84.0	904		84.0	904		
4 bed House	97.0	1,044		97.0	1,044		
5 bed House	110.0	1,184		110.0	1,184		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	61.0	657	85.0%	71.8	772		
Total Gross Floor areas -							
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm) (sqft)	Total GIA (all units) (sqm) (sqft)			
1 bed House	0	0	0	0	0	0	
2 bed House	255	2,746	110	1,184	365	3,930	
3 bed House	342	3,678	141	1,522	483	5,200	
4 bed House	396	4,267	158	1,699	554	5,965	
5 bed House	0	0	0	0	0	0	
1 bed Flat	96	1,031	43	462	139	1,493	
2 bed Flat	0	0	0	0	0	0	
	1,089	11,722	452	4,866	1,541	16,588	
AH % by floor area:			29.33% AH % by floor area due to mix				
Open Market Sales values (£) -							
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)			
1 bed House	185,000	3,083	286	0			
2 bed House	215,000	2,688	250	1,023,400			
3 bed House	275,000	2,750	255	1,402,500			
4 bed House	315,000	2,625	244	1,552,950			
5 bed House		#DIV/0!	#DIV/0!	0			
1 bed Flat	160,000	2,909	270	353,600			
2 bed Flat	175,000	2,692	250	0			
				4,332,450			
Affordable Housing values (£) -							
	Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £	£psm	% of MV
1 bed House	92,500	1,595	50%	138,750	2,392	75%	70%
2 bed House	107,500	1,536	50%	161,250	2,304	75%	70%
3 bed House	137,500	1,637	50%	206,250	2,455	75%	70%
4 bed House	157,500	1,624	50%	236,250	2,436	75%	70%
5 bed House	0	0	50%	0	0	75%	70%
1 bed Flat	80,000	1,600	50%	120,000	2,400	75%	70%
2 bed Flat	87,500	1,434	50%	131,250	2,152	75%	70%

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 17 No. Units at Mid Value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	3.2	@	215,000	685,678
3 bed House	3.4	@	275,000	939,675
4 bed House	3.3	@	315,000	1,040,477
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	160,000	236,912
2 bed Flat	0.0	@	175,000	-
	11.4			2,902,742
Affordable Rent GDV -				
1 bed House	0.0	@	92,500	-
2 bed House	0.8	@	107,500	84,431
3 bed House	0.8	@	137,500	115,706
4 bed House	0.8	@	157,500	128,118
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	80,000	29,172
2 bed Flat	0.0	@	87,500	-
	2.81			357,427
Shared ownership GDV -				
1 bed House	0.0	@	138,750	-
2 bed House	0.4	@	161,250	63,323
3 bed House	0.4	@	206,250	86,780
4 bed House	0.4	@	236,250	96,089
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	120,000	21,879
2 bed Flat	0.0	@	131,250	-
	1.40			268,070
First Homes GDV -				
1 bed House	0.0	@	129,500	-
2 bed House	0.4	@	150,500	59,101
3 bed House	0.4	@	192,500	80,994
4 bed House	0.4	@	220,500	89,683
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	112,000	20,420
2 bed Flat	0.0	@	122,500	-
	1.40			250,199
Sub-total GDV Residential	17.0			3,778,438
<i>AH on-site cost analysis:</i>				
	360	<i>£ psm (total GIA sqm)</i>		<i>£MV less £GDV 554,012</i>
				<i>32,589 £ per unit (total units)</i>
Grant	17	@	0	-
Total GDV				3,778,438

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 17 No. Units at Mid Value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(6,545)
CIL		1,089 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Biodiversity net gain	1,018 per dwelling			(17,306)
	Sustainable transport	943 per dwelling			(16,031)
	Electric charge points (housing)	500 per dwelling			(7,395)
	Electric charge points (flats)	2,500 per 4x dwelling			(1,381)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	17 units @	0 per unit	(42,113)	-
	S106 analysis:	1.11% % of GDV	2,477 £ per unit (total units)		
AH Commuted Sum		1,541 sqm (total)	£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition		3.00 acres @	£ per acre (if brownfield)		-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(71,687)
	Future Homes Standard flats	2,256 per dwelling			(4,986)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	3.00 acres @	per acre	(76,673)	-
	Infra. Costs analysis:	2.03% % of GDV	4,510 £ per unit (total units)		
1 bed House		- sqm @	1,155 psm		-
2 bed House		365 sqm @	1,155 psm		(421,681)
3 bed House		483 sqm @	1,155 psm		(557,948)
4 bed House		554 sqm @	1,155 psm		(640,079)
5 bed House		- sqm @	1,155 psm		-
1 bed Flat		139 sqm @	1,306 psm		(181,155)
2 bed Flat	1,541	- sqm @	1,306 psm		-
External works		1,800,864 @	15.0% 15,890 £ per unit		(270,130)
M4(2) Category 2 Housing	50% of All units	17 units @	1,400 £ per dwelling		(11,900)
RAMS contribution	100% of All units	17 units @	321 £ per dwelling		(5,461)
Water efficiency		17 units @	9 £ per dwelling		(153)
Contingency		2,165,180 @	5.0%		(108,259)
Professional Fees		2,165,180 @	10.0%		(216,518)
Disposal Costs -					
Marketing and Promotion		2,902,742 OMS @	1.50%		(43,541)
Residential Sales Agent Costs		2,902,742 OMS @	1.50%		(43,541)
Residential Sales Legal Costs		2,902,742 OMS @	0.50%		(14,514)
Interest (on Development Costs) -					
		6.50% APR	0.526% pcm		(36,330)
Developers Profit -					
Margin on AH	875,696		6.00% on AH values		(52,542)
Profit on GDV	2,902,742		20.00%		(580,548)
	2,696,541		21.53% on costs	(580,548)	
	3,778,438		16.76% blended	(633,090)	
TOTAL COSTS					(3,329,631)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 17 No. Units at Mid Value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				448,806
SDLT	448,806 @	5.0% (slabbed)		(11,940)
Acquisition Agent fees	448,806 @	1.0%		(4,488)
Acquisition Legal fees	448,806 @	0.5%		(2,244)
Interest on Land	448,806 @	6.50%		(29,172)
Residual Land Value				400,962
RLV analysis:	23,586 £ per plot	330,204 £ per ha	133,632 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	14.0 dph			
Site Area (Resi)	1.21 ha	3.00 acres		
Density analysis:	1,269 sqm/ha	5,528 sqft/ac		
Threshold Land Value	19,611 £ per plot	274,555 £ per ha	111,111 £ per acre	333,389
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)	55,648 £ per ha	22,521 £ per acre		67,573

210910_Revised residential appraisals

Scheme Ref: B (4)
Title: 17 No. Units at Mid Value
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)		20%	25%	30%	33%	40%	45%	50%
CIL Epsm 0.00	67,573	0	107,286	92,012	76,738	67,573	46,189	30,915
	5	101,294	86,394	71,494	62,554	41,695	26,795	11,873
	10	95,301	80,776	66,251	57,536	37,200	22,675	8,147
	15	89,309	75,158	61,007	52,517	32,706	18,555	4,404
	20	83,316	69,540	55,764	47,498	28,211	14,435	659
	25	77,324	63,922	50,520	42,479	23,717	10,315	(3,086)
	30	71,331	58,304	45,277	37,461	19,223	6,196	(6,832)
	35	65,339	52,686	40,033	32,442	14,728	2,076	(10,577)
	40	59,346	47,068	34,790	27,423	10,234	(2,044)	(14,322)
	45	53,354	41,450	29,547	22,404	5,740	(6,164)	(18,067)
	50	47,339	35,832	24,303	17,386	1,245	(10,284)	(21,813)
	55	41,315	30,214	19,060	12,367	(3,249)	(14,404)	(25,558)
	60	35,291	24,596	13,816	7,348	(7,744)	(18,524)	(29,303)
	65	29,267	18,976	8,573	2,329	(12,238)	(22,643)	(33,049)
	70	23,243	13,328	3,329	(2,689)	(16,732)	(26,763)	(36,794)
	75	17,219	7,681	(1,914)	(7,708)	(21,227)	(30,883)	(40,539)
	80	11,195	2,033	(7,158)	(12,727)	(25,721)	(35,003)	(44,285)
	85	5,171	(3,614)	(12,401)	(17,746)	(30,216)	(39,123)	(48,030)
	90	(853)	(9,262)	(17,671)	(22,764)	(34,710)	(43,243)	(51,775)
	95	(6,877)	(14,910)	(22,942)	(27,783)	(39,204)	(47,363)	(55,521)
Site Specific S106 0	67,573	-	107,286	92,012	76,738	67,573	46,189	30,915
	2,000	75,451	60,177	44,903	35,738	14,354	(920)	(16,195)
	4,000	43,575	28,342	13,067	3,903	(17,481)	(32,755)	(48,030)
	6,000	11,572	(3,614)	(18,800)	(27,932)	(49,316)	(64,590)	(79,865)
	8,000	(20,430)	(35,616)	(50,802)	(59,914)	(81,174)	(96,426)	(111,700)
	10,000	(52,433)	(67,619)	(82,805)	(91,917)	(113,177)	(128,363)	(143,549)
	12,000	(84,436)	(99,622)	(114,808)	(123,919)	(145,180)	(160,366)	(175,552)
	14,000	(116,438)	(131,624)	(146,810)	(155,922)	(177,182)	(192,368)	(207,554)
	16,000	(148,441)	(163,627)	(178,813)	(187,924)	(209,185)	(224,371)	(239,557)
	18,000	(180,443)	(195,629)	(210,815)	(219,927)	(241,187)	(256,373)	(271,559)
	20,000	(212,446)	(227,632)	(242,817)	(251,930)	(273,189)	(288,412)	(303,562)
	22,000	(244,448)	(259,634)	(275,043)	(284,151)	(305,403)	(320,583)	(337,686)
	24,000	(276,451)	(292,034)	(307,214)	(316,322)	(339,768)	(357,216)	(374,665)
	26,000	(308,453)	(324,402)	(341,850)	(352,319)	(376,746)	(394,195)	(411,643)
	28,000	(340,456)	(356,380)	(378,828)	(389,297)	(413,725)	(431,173)	(448,621)
	30,000	(372,458)	(388,358)	(415,806)	(426,275)	(450,703)	(468,151)	(485,656)
	32,000	(404,461)	(420,336)	(452,784)	(463,253)	(487,757)	(505,293)	(522,829)
	34,000	(436,463)	(452,321)	(489,857)	(500,379)	(524,930)	(542,466)	(560,002)
	36,000	(468,466)	(484,299)	(527,030)	(537,552)	(562,102)	(579,638)	(597,174)
	38,000	(500,468)	(516,267)	(564,203)	(574,724)	(599,275)	(616,811)	(634,347)
% on GDV 100%	67,573	125%	690,937	639,075	587,214	556,097	483,329	431,333
	120%	574,402	529,824	485,246	458,499	396,090	351,472	306,736
	115%	457,868	420,573	383,279	360,902	308,689	271,395	234,100
	110%	341,238	311,322	281,311	263,304	221,289	191,277	161,266
	105%	224,262	201,677	179,091	165,540	133,888	111,160	88,432
	100%	107,286	92,012	76,738	67,573	46,189	30,915	15,598
	95%	(9,905)	(17,749)	(25,616)	(30,394)	(41,543)	(49,506)	(57,469)
	90%	(127,391)	(127,891)	(128,392)	(128,692)	(129,392)	(129,927)	(130,579)
	85%	(244,994)	(238,037)	(231,191)	(227,086)	(217,506)	(210,664)	(203,821)
	80%	(369,061)	(352,583)	(336,104)	(326,217)	(305,714)	(291,435)	(277,250)
	75%	(505,100)	(479,995)	(454,891)	(439,871)	(404,927)	(379,967)	(355,007)
	70%	(641,570)	(607,918)	(574,285)	(554,105)	(507,019)	(473,387)	(439,823)
		GDV - %						
Balance (RLV - BLV)		80.0%	85.0%	90.0%	95.0%	100.0%	105.0%	110.0%
CIL Epsm 42.90	67,573	90	(431,149)	(318,196)	(219,504)	(121,110)	(22,764)	75,203
	100	(442,808)	(329,154)	(229,595)	(131,201)	(32,807)	65,165	163,133
	110	(454,476)	(340,814)	(239,685)	(141,291)	(42,897)	55,128	153,095
	120	(466,196)	(352,473)	(249,775)	(151,381)	(52,987)	45,090	143,058
	130	(477,916)	(364,132)	(259,891)	(161,472)	(63,077)	35,053	133,020
	140	(489,637)	(375,791)	(270,035)	(171,562)	(73,168)	25,016	122,983
	150	(501,357)	(387,450)	(280,178)	(181,652)	(83,258)	14,978	112,945
	160	(513,078)	(399,109)	(290,322)	(191,742)	(93,348)	4,941	102,908
	170	(524,798)	(410,768)	(300,465)	(201,833)	(103,439)	(5,097)	92,870
	180	(536,519)	(422,427)	(310,608)	(211,923)	(113,529)	(15,135)	82,833
	190	(548,239)	(434,086)	(320,752)	(222,013)	(123,619)	(25,225)	72,795
	200	(559,959)	(445,745)	(332,092)	(232,104)	(133,710)	(35,315)	62,758
	210	(571,680)	(457,404)	(343,751)	(242,194)	(143,800)	(45,406)	52,720
		Build rate (£ psm) 100%						
Balance (RLV - BLV)		90.0%	95.0%	100.0%	105.0%	110.0%	115.0%	120.0%
CIL Epsm 161,250.00	67,573	90	192,672	85,014	(22,764)	(131,062)	(239,407)	(352,105)
	100	182,688	74,976	(32,807)	(141,152)	(249,535)	(363,764)	(489,042)
	110	172,703	64,939	(42,897)	(151,242)	(259,678)	(375,423)	(500,762)
	120	162,680	54,901	(52,987)	(161,332)	(269,822)	(387,082)	(512,483)
	130	152,642	44,864	(63,077)	(171,423)	(279,965)	(398,741)	(524,203)
	140	142,605	34,826	(73,168)	(181,513)	(290,108)	(410,400)	(535,924)
	150	132,567	24,789	(83,258)	(191,603)	(300,252)	(422,059)	(547,644)

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
17 No. Units at Mid Value
Greenfield

160	122,530	14,751	(93,348)	(201,694)	(310,395)	(433,718)	(559,365)
170	112,492	4,714	(103,439)	(211,784)	(320,538)	(445,377)	(571,085)
180	102,455	(5,323)	(113,529)	(221,874)	(331,846)	(457,036)	(582,805)
190	92,417	(15,361)	(123,619)	(231,964)	(343,505)	(468,695)	(594,526)
200	82,380	(25,398)	(133,710)	(242,055)	(355,164)	(480,397)	(606,246)
210	72,342	(35,455)	(143,800)	(252,197)	(366,824)	(492,118)	(617,967)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 50 No. Units at Mid Value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		50 Units					
AH Policy requirement (% Target)		33%					
AH tenure split %		Affordable Rent:	50%				
		Shared ownership:	25%				
		First Homes	25%				
Open Market Sale (OMS) housing		67%					
		100%					
CIL Rate (£ psm)		0.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House		28.0%	9.4	28.0%	4.6	28%	14.0
3 bed House		30.0%	10.1	30.0%	5.0	30%	15.0
4 bed House		29.0%	9.7	29.0%	4.8	29%	14.5
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		13.0%	4.4	13.0%	2.1	13%	6.5
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	33.5	100.0%	16.5	100%	50.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House		60.0	646		60.0	646	
2 bed House		80.0	861		80.0	861	
3 bed House		100.0	1,076		100.0	1,076	
4 bed House		120.0	1,292		120.0	1,292	
5 bed House		0.0	0		0.0	0	
1 bed Flat		55.0	592	85.0%	64.7	696	
2 bed Flat		65.0	700	85.0%	76.5	823	
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House		58.0	624		58.0	624	
2 bed House		70.0	753		70.0	753	
3 bed House		84.0	904		84.0	904	
4 bed House		97.0	1,044		97.0	1,044	
5 bed House		110.0	1,184		110.0	1,184	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		61.0	657	85.0%	71.8	772	
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House		0	0	0	0	0	0
2 bed House		750	8,077	323	3,481	1,074	11,558
3 bed House		1,005	10,818	416	4,476	1,421	15,293
4 bed House		1,166	12,549	464	4,996	1,630	17,545
5 bed House		0	0	0	0	0	0
1 bed Flat		282	3,033	126	1,358	408	4,391
2 bed Flat		0	0	0	0	0	0
		3,203	34,477	1,330	14,311	4,533	48,788
AH % by floor area:		29.33% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House		185,000	3,083	286	0		
2 bed House		215,000	2,688	250	3,010,000		
3 bed House		275,000	2,750	255	4,125,000		
4 bed House		315,000	2,625	244	4,567,500		
5 bed House			#DIV/0!	#DIV/0!	0		
1 bed Flat		160,000	2,909	270	1,040,000		
2 bed Flat		175,000	2,692	250	0		
					12,742,500		
Affordable Housing values (£) -		Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £	£psm % of MV
1 bed House		92,500	1,595	50%	138,750	2,392 75%	2,233 70%
2 bed House		107,500	1,536	50%	161,250	2,304 75%	2,150 70%
3 bed House		137,500	1,637	50%	206,250	2,455 75%	2,292 70%
4 bed House		157,500	1,624	50%	236,250	2,436 75%	2,273 70%
5 bed House		0	0	50%	0	0 75%	0 70%
1 bed Flat		80,000	1,600	50%	120,000	2,400 75%	2,240 70%
2 bed Flat		87,500	1,434	50%	131,250	2,152 75%	2,008 70%

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 50 No. Units at Mid Value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	9.4	@	215,000	2,016,700
3 bed House	10.1	@	275,000	2,763,750
4 bed House	9.7	@	315,000	3,060,225
5 bed House	0.0	@	0	-
1 bed Flat	4.4	@	160,000	696,800
2 bed Flat	0.0	@	175,000	-
	33.5			8,537,475
Affordable Rent GDV -				
1 bed House	0.0	@	92,500	-
2 bed House	2.3	@	107,500	248,325
3 bed House	2.5	@	137,500	340,313
4 bed House	2.4	@	157,500	376,819
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	80,000	85,800
2 bed Flat	0.0	@	87,500	-
	8.25			1,051,256
Shared ownership GDV -				
1 bed House	0.0	@	138,750	-
2 bed House	1.2	@	161,250	186,244
3 bed House	1.2	@	206,250	255,234
4 bed House	1.2	@	236,250	282,614
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	120,000	64,350
2 bed Flat	0.0	@	131,250	-
	4.13			788,442
First Homes GDV -				
1 bed House	0.0	@	129,500	-
2 bed House	1.2	@	150,500	173,828
3 bed House	1.2	@	192,500	238,219
4 bed House	1.2	@	220,500	263,773
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	112,000	60,060
2 bed Flat	0.0	@	122,500	-
	4.13			735,879
Sub-total GDV Residential	50.0			11,113,053
<i>AH on-site cost analysis:</i>				
	360	<i>£ psm (total GIA sqm)</i>		<i>EMV less EGDV 1,629,447</i>
				<i>32,589 £ per unit (total units)</i>
Grant	50	@	0	-
Total GDV				11,113,053

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 50 No. Units at Mid Value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL		3,203 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Biodiversity net gain	1,018 per dwelling			(50,900)
	Sustainable transport	943 per dwelling			(47,150)
	Electric charge points (housing)	500 per dwelling			(21,750)
	Electric charge points (flats)	2,500 per 4x dwelling			(4,063)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	50 units @	0 per unit	(123,863)	-
	S106 analysis:	1.11% % of GDV	2,477 £ per unit (total units)		
AH Commuted Sum		4,533 sqm (total)	£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition		4.94 acres @	£ per acre (if brownfield)		-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(210,845)
	Future Homes Standard flats	2,256 per dwelling			(14,664)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	4.94 acres @	per acre	(225,509)	-
	Infra. Costs analysis:	2.03% % of GDV	4,510 £ per unit (total units)		
1 bed House		- sqm @	1,155 psm		-
2 bed House		1,074 sqm @	1,155 psm		(1,240,239)
3 bed House		1,421 sqm @	1,155 psm		(1,641,024)
4 bed House		1,630 sqm @	1,155 psm		(1,882,586)
5 bed House		- sqm @	1,155 psm		-
1 bed Flat		408 sqm @	1,306 psm		(532,810)
2 bed Flat	4,533	- sqm @	1,306 psm		-
External works		5,296,659 @	15.0% 15,890 £ per unit		(794,499)
M4(2) Category 2 Housing	50% of All units	50 units @	1,400 £ per dwelling		(35,000)
RAMS contribution	100% of All units	50 units @	321 £ per dwelling		(16,061)
Water efficiency		50 units @	9 £ per dwelling		(450)
Contingency		6,368,177 @	5.0%		(318,409)
Professional Fees		6,368,177 @	10.0%		(636,818)
Disposal Costs -					
Marketing and Promotion		8,537,475 OMS @	1.50%		(128,062)
Residential Sales Agent Costs		8,537,475 OMS @	1.50%		(128,062)
Residential Sales Legal Costs		8,537,475 OMS @	0.50%		(42,687)
Interest (on Development Costs) -					
		6.50% APR	0.526% pcm		(97,085)
Developers Profit -					
Margin on AH	2,575,578		6.00% on AH values		(154,535)
Profit on GDV	8,537,475		20.00%		(1,707,495)
	7,922,413		21.55% on costs	(1,707,495)	
	11,113,053		16.76% blended	(1,862,030)	
TOTAL COSTS					(9,784,443)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 50 No. Units at Mid Value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,328,610
SDLT	1,328,610 @	5.0%	(slabbed)	(55,930)
Acquisition Agent fees	1,328,610 @	1.0%		(13,286)
Acquisition Legal fees	1,328,610 @	0.5%		(6,643)
Interest on Land	1,328,610 @	6.50%		(86,360)
Residual Land Value				1,166,391
RLV analysis:	23,328 £ per plot	583,195 £ per ha	236,016 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	25.0	dph		
Site Area (Resi)	2.00	ha	4.94	acres
Density analysis:	2,266	sqm/ha	9,872	sqft/ac
Threshold Land Value	12,355 £ per plot	308,875 £ per ha	125,000 £ per acre	617,750
Gross to net land area	85%			

BALANCE				
Surplus/(Deficit)	274,320 £ per ha	111,016 £ per acre		548,641

210910_Revised residential appraisals

Scheme Ref: B (4)
Title: 50 No. Units at Mid Value
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	548,641							
	100	310,917	287,892	264,867	251,052	218,817	195,546	172,079
	105	293,106	271,195	249,283	236,136	205,459	183,365	161,006
	110	275,295	254,497	233,698	221,219	192,101	171,184	149,932
	115	257,484	237,799	218,113	206,302	178,743	159,003	138,858
	120	239,673	221,101	202,529	191,385	165,384	146,812	127,785
CIL Epsm	125	221,862	204,403	186,944	176,469	152,026	134,567	116,711
0.00	130	204,051	187,705	171,359	161,552	138,668	122,322	105,637
	135	186,240	171,007	155,775	146,635	125,309	110,077	94,564
	140	168,429	154,310	140,190	131,718	111,951	97,832	83,490
	145	150,618	137,612	124,605	116,802	98,593	85,587	72,416
	150	132,807	120,914	109,021	101,885	85,235	73,341	61,343
	155	114,996	104,216	93,436	86,968	71,876	61,096	50,269
	160	97,185	87,518	77,851	72,051	58,518	48,851	39,184
	165	79,374	70,820	62,267	57,135	45,160	36,606	28,053
	170	61,511	54,123	46,682	42,218	31,801	24,361	16,921
	175	43,606	37,425	31,097	27,301	18,443	12,116	5,789
	180	25,701	20,727	15,513	12,384	5,085	(129)	(5,343)
	185	7,797	4,029	(72)	(2,532)	(8,273)	(12,374)	(16,475)
	190	(10,108)	(12,754)	(15,656)	(17,449)	(21,632)	(24,619)	(27,607)
	195	(28,013)	(29,540)	(31,241)	(32,366)	(34,990)	(36,864)	(38,739)
	200	(45,918)	(46,326)	(46,826)	(47,283)	(48,348)	(49,109)	(49,871)
	205	(63,822)	(63,111)	(62,410)	(62,199)	(61,707)	(61,355)	(61,003)

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	548,641							
	-	667,138	621,624	576,009	548,641	484,781	439,166	393,552
	2,000	572,518	527,229	481,884	454,515	390,655	345,041	299,427
	4,000	477,897	432,608	387,320	360,146	296,530	250,916	205,301
	6,000	383,277	337,988	292,699	265,526	202,121	156,790	111,176
	8,000	288,656	243,367	198,079	170,905	107,501	62,212	16,923
Site Specific S106	10,000	194,036	148,747	103,458	76,285	12,880	(32,409)	(77,697)
0	12,000	99,415	54,126	8,837	(18,336)	(81,740)	(127,029)	(172,318)
	14,000	4,444	(40,726)	(85,896)	(112,998)	(176,361)	(221,650)	(266,938)
	16,000	(90,675)	(135,844)	(181,014)	(208,116)	(271,354)	(316,524)	(361,694)
	18,000	(185,793)	(230,963)	(276,133)	(303,235)	(366,473)	(411,643)	(456,813)
	20,000	(280,911)	(326,081)	(371,251)	(398,353)	(461,591)	(506,761)	(551,931)
	22,000	(376,030)	(421,200)	(466,370)	(493,472)	(556,710)	(601,880)	(652,997)
	24,000	(471,148)	(516,318)	(561,488)	(588,590)	(658,489)	(710,409)	(762,391)
	26,000	(566,269)	(612,190)	(664,211)	(695,424)	(768,254)	(820,276)	(872,298)
	28,000	(670,075)	(722,096)	(774,118)	(805,331)	(878,161)	(930,183)	(982,204)
	30,000	(779,982)	(832,003)	(884,025)	(915,238)	(988,068)	(1,040,090)	(1,092,111)
	32,000	(889,888)	(941,910)	(993,932)	(1,025,145)	(1,097,975)	(1,149,996)	(1,202,018)
	34,000	(999,795)	(1,051,817)	(1,103,838)	(1,135,051)	(1,207,882)	(1,260,121)	(1,312,485)
	36,000	(1,109,702)	(1,161,724)	(1,213,745)	(1,244,958)	(1,318,243)	(1,370,606)	(1,422,970)
	38,000	(1,219,609)	(1,271,637)	(1,324,000)	(1,355,419)	(1,428,728)	(1,481,091)	(1,533,455)
	40,000	(1,329,758)	(1,382,122)	(1,434,485)	(1,465,904)	(1,539,213)	(1,591,576)	(1,643,940)

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	548,641							
	125%	2,386,324	2,232,644	2,078,964	1,986,756	1,771,356	1,617,330	1,463,304
	120%	2,043,932	1,911,794	1,779,504	1,700,130	1,514,924	1,382,634	1,249,990
	115%	1,700,587	1,590,065	1,479,543	1,413,229	1,258,244	1,147,344	1,036,444
	110%	1,356,473	1,267,782	1,179,090	1,125,678	1,000,989	911,926	822,544
	105%	1,011,855	944,703	877,550	837,258	743,244	675,877	608,272
% on GDV	100%	667,138	621,624	576,009	548,641	484,781	439,166	393,552
100%	95%	321,074	297,414	273,754	259,559	226,317	202,242	178,166
	90%	(25,098)	(27,021)	(29,052)	(30,270)	(33,113)	(35,144)	(37,220)
	85%	(372,783)	(352,762)	(332,741)	(320,728)	(292,699)	(273,063)	(253,465)
	80%	(738,190)	(689,786)	(641,405)	(612,611)	(553,463)	(511,711)	(469,960)
	75%	(1,139,904)	(1,066,383)	(992,872)	(948,766)	(845,851)	(772,341)	(699,219)
	70%	(1,543,874)	(1,444,749)	(1,345,624)	(1,286,149)	(1,147,374)	(1,048,511)	(949,894)

		GDV - %						
		94.0%	95.0%	96.0%	97.0%	98.0%	99.0%	100.0%
Balance (RLV - BLV)	548,641							
	90	(66,909)	(8,943)	49,023	106,989	164,954	222,920	280,886
	100	(96,742)	(38,776)	19,189	77,155	135,121	193,087	251,052
	110	(126,576)	(68,610)	(10,644)	47,322	105,287	163,253	221,219
	120	(156,478)	(98,443)	(40,478)	17,488	75,454	133,420	191,385
	130	(186,469)	(128,277)	(70,311)	(12,345)	45,620	103,586	161,552
CIL Epsm	140	(216,459)	(158,222)	(100,145)	(42,179)	15,787	73,753	131,718
0.00	150	(246,450)	(188,213)	(129,978)	(72,012)	(14,047)	43,919	101,885
	160	(276,440)	(218,203)	(159,966)	(101,846)	(43,880)	14,086	72,051
	170	(306,431)	(248,194)	(189,956)	(131,719)	(73,714)	(15,748)	42,218
	180	(336,421)	(278,184)	(219,947)	(161,709)	(103,547)	(45,581)	12,384
	190	(366,412)	(308,174)	(249,937)	(191,700)	(133,463)	(75,415)	(17,449)
	200	(396,402)	(338,165)	(279,928)	(221,690)	(163,453)	(105,248)	(47,283)
	210	(426,393)	(368,155)	(309,918)	(251,681)	(193,444)	(135,206)	(77,116)

		Build rate (£ psm) 100%						
		100.0%	101.0%	102.0%	103.0%	104.0%	105.0%	106.0%
Balance (RLV - BLV)	548,641							
	90	280,886	217,150	153,413	89,677	25,941	(37,796)	(101,532)
	100	251,052	187,316	123,580	59,844	(3,893)	(67,629)	(131,504)
	110	221,219	157,483	93,746	30,010	(33,726)	(97,463)	(161,494)
	120	191,385	127,649	63,913	177	(63,560)	(127,413)	(191,485)
	130	161,552	97,816	34,079	(29,657)	(93,393)	(157,404)	(221,475)
CIL Epsm	140	131,718	67,982	4,246	(59,490)	(123,322)	(187,394)	(251,466)
@	150	101,885	38,149	(25,588)	(89,324)	(153,313)	(217,385)	(281,456)

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
50 No. Units at Mid Value
Greenfield

160	72,051	8,315	(55,421)	(119,232)	(183,303)	(247,375)	(311,447)
170	42,218	(21,518)	(85,255)	(149,222)	(213,294)	(277,365)	(341,437)
180	12,384	(51,352)	(115,141)	(179,213)	(243,284)	(307,356)	(371,428)
190	(17,449)	(81,185)	(145,131)	(209,203)	(273,275)	(337,346)	(401,418)
200	(47,283)	(111,050)	(175,122)	(239,194)	(303,265)	(367,337)	(431,409)
210	(77,116)	(141,041)	(205,112)	(269,184)	(333,256)	(397,327)	(461,399)

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Scheme Ref: B (4)
 Title: 102 No. Units at Mid Value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			102 Units			
AH Policy requirement (% Target)			33%			
AH tenure split %			Affordable Rent: 50%			
			Shared ownership: 25%			
			First Homes 25%			
Open Market Sale (OMS) housing			67%			
			100%			
CIL Rate (£ psm)			0.00 £ psm			
Unit mix -						
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	28.0%	19.1	28.0%	9.4	28%	28.6
3 bed House	30.0%	20.5	30.0%	10.1	30%	30.6
4 bed House	29.0%	19.8	29.0%	9.8	29%	29.6
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	13.0%	8.9	13.0%	4.4	13%	13.3
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	68.3	100.0%	33.7	100%	102.0
OMS Unit Floor areas -						
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House	60.0	646		60.0	646	
2 bed House	80.0	861		80.0	861	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	120.0	1,292		120.0	1,292	
5 bed House	0.0	0		0.0	0	
1 bed Flat	55.0	592	85.0%	64.7	696	
2 bed Flat	65.0	700	85.0%	76.5	823	
AH Unit Floor areas -						
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House	58.0	624		58.0	624	
2 bed House	70.0	753		70.0	753	
3 bed House	84.0	904		84.0	904	
4 bed House	97.0	1,044		97.0	1,044	
5 bed House	110.0	1,184		110.0	1,184	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	61.0	657	85.0%	71.8	772	
Total Gross Floor areas -						
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	1,531	16,478	660	7,101	2,191	23,579
3 bed House	2,050	22,068	848	9,130	2,898	31,198
4 bed House	2,378	25,599	947	10,192	3,325	35,791
5 bed House	0	0	0	0	0	0
1 bed Flat	575	6,188	257	2,771	832	8,958
2 bed Flat	0	0	0	0	0	0
	6,534	70,333	2,712	29,194	9,246	99,527
AH % by floor area:			29.33% AH % by floor area due to mix			
Open Market Sales values (£) -						
	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	185,000	3,083	286	0		
2 bed House	215,000	2,688	250	6,140,400		
3 bed House	275,000	2,750	255	8,415,000		
4 bed House	315,000	2,625	244	9,317,700		
5 bed House		#DIV/0!	#DIV/0!	0		
1 bed Flat	160,000	2,909	270	2,121,600		
2 bed Flat	175,000	2,692	250	0		
				25,994,700		
Affordable Housing values (£) -						
	Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £	£psm % of MV
1 bed House	92,500	1,595	50%	138,750	2,392 75%	129,500 2,233 70%
2 bed House	107,500	1,536	50%	161,250	2,304 75%	150,500 2,150 70%
3 bed House	137,500	1,637	50%	206,250	2,455 75%	192,500 2,292 70%
4 bed House	157,500	1,624	50%	236,250	2,436 75%	220,500 2,273 70%
5 bed House	0	0	50%	0	0 75%	0 0 70%
1 bed Flat	80,000	1,600	50%	120,000	2,400 75%	112,000 2,240 70%
2 bed Flat	87,500	1,434	50%	131,250	2,152 75%	122,500 2,008 70%

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 102 No. Units at Mid Value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	19.1	@	215,000	4,114,068
3 bed House	20.5	@	275,000	5,638,050
4 bed House	19.8	@	315,000	6,242,859
5 bed House	0.0	@	0	-
1 bed Flat	8.9	@	160,000	1,421,472
2 bed Flat	0.0	@	175,000	-
	68.3			17,416,449
Affordable Rent GDV -				
1 bed House	0.0	@	92,500	-
2 bed House	4.7	@	107,500	506,583
3 bed House	5.0	@	137,500	694,238
4 bed House	4.9	@	157,500	768,710
5 bed House	0.0	@	0	-
1 bed Flat	2.2	@	80,000	175,032
2 bed Flat	0.0	@	87,500	-
	16.83			2,144,563
Shared ownership GDV -				
1 bed House	0.0	@	138,750	-
2 bed House	2.4	@	161,250	379,937
3 bed House	2.5	@	206,250	520,678
4 bed House	2.4	@	236,250	576,533
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	120,000	131,274
2 bed Flat	0.0	@	131,250	-
	8.42			1,608,422
First Homes GDV -				
1 bed House	0.0	@	129,500	-
2 bed House	2.4	@	150,500	354,608
3 bed House	2.5	@	192,500	485,966
4 bed House	2.4	@	220,500	538,097
5 bed House	0.0	@	0	-
1 bed Flat	1.1	@	112,000	122,522
2 bed Flat	0.0	@	122,500	-
	8.42			1,501,194
Sub-total GDV Residential	102.0			22,670,628
<i>AH on-site cost analysis:</i>				
	360	<i>£ psm (total GIA sqm)</i>		<i>£MV less £GDV 3,324,072</i>
				<i>32,589 £ per unit (total units)</i>
Grant	102	@	0	-
Total GDV				22,670,628

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 102 No. Units at Mid Value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(80,000)
Statutory Planning Fees (Residential)					(25,029)
CIL	6,534 sqm	0.00 £ psm			-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106 Contributions	Biodiversity net gain	1,018 per dwelling			(103,836)
	Sustainable transport	943 per dwelling			(96,186)
	Electric charge points (housing)	500 per dwelling			(44,370)
	Electric charge points (flats)	2,500 per 4x dwelling			(8,288)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	102 units @	0 per unit	(252,680)	-
	S106 analysis:	1.11% % of GDV		2,477 £ per unit (total units)	
AH Commuted Sum	9,246 sqm (total)			£ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	8.13 acres @			£ per acre (if brownfield)	-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(430,123)
	Future Homes Standard flats	2,256 per dwelling			(29,915)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	8.13 acres @		per acre	(460,037)
	Infra. Costs analysis:	2.03% % of GDV		4,510 £ per unit (total units)	
1 bed House	- sqm @		1,155 psm		-
2 bed House	2,191 sqm @		1,155 psm		(2,530,088)
3 bed House	2,898 sqm @		1,155 psm		(3,347,689)
4 bed House	3,325 sqm @		1,155 psm		(3,840,476)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	832 sqm @		1,306 psm		(1,086,932)
2 bed Flat	9,246 sqm @		1,306 psm		-
External works	10,805,184 @		15.0% per unit	15,890 £ per unit	(1,620,778)
M4(2) Category 2 Housing	50% of All units	102 units @	1,400 £ per dwelling		(71,400)
RAMS contribution	100% of All units	102 units @	321 £ per dwelling		(32,764)
Water efficiency		102 units @	9 £ per dwelling		(918)
Contingency	12,991,082 @		5.0%		(649,554)
Professional Fees	12,991,082 @		10.0%		(1,299,108)
Disposal Costs -					
Marketing and Promotion	17,416,449 OMS @		1.50%		(261,247)
Residential Sales Agent Costs	17,416,449 OMS @		1.50%		(261,247)
Residential Sales Legal Costs	17,416,449 OMS @		0.50%		(87,082)
Interest (on Development Costs) -					
	6.50% APR		0.526% pcm		(86,231)
Developers Profit -					
Margin on AH	5,254,179		6.00% on AH values		(315,251)
Profit on GDV	17,416,449		20.00%		(3,483,290)
	15,993,260		21.76% on costs	(3,483,290)	
	22,670,628		16.76% blended	(3,798,541)	
TOTAL COSTS					(19,791,800)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 102 No. Units at Mid Value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				2,878,827
SDLT	2,878,827 @	5.0%	(slabbed)	(133,441)
Acquisition Agent fees	2,878,827 @	1.0%		(28,788)
Acquisition Legal fees	2,878,827 @	0.5%		(14,394)
Interest on Land	2,878,827 @	6.50%		(187,124)
Residual Land Value				2,515,080
RLV analysis:	24,658 £ per plot	764,387 £ per ha	309,343 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		31.0	dph	
Site Area (Resi)		3.29	ha	8.13 acres
Density analysis:		2,810	sqm/ha	12,241 sqft/ac
Threshold Land Value	10,628 £ per plot	329,466 £ per ha	133,333 £ per acre	1,084,049
Gross to net land area	80%			

BALANCE				
Surplus/(Deficit)		434,921 £ per ha	176,010 £ per acre	1,431,031

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Scheme Ref: B (4)
 Title: 102 No. Units at Mid Value
 Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 33%							
Balance (RLV - BLV)	1,431,031	20%	25%	30%	33%	40%	45%	50%	
CIL Epsm 0.00	200	203,360	196,503	189,557	185,139	174,574	166,659	158,160	
	205	165,160	160,792	156,316	153,404	146,303	140,748	134,724	
	210	126,868	125,081	122,985	121,669	117,991	114,834	111,289	
	215	88,576	89,364	89,655	89,826	89,572	88,919	87,853	
	220	50,284	53,465	56,325	57,924	61,153	63,004	64,418	
	225	11,992	17,566	22,994	26,022	32,733	37,089	40,958	
	230	(26,396)	(18,333)	(10,366)	(5,880)	4,314	11,160	17,399	
	235	(64,889)	(54,232)	(43,872)	(37,782)	(24,105)	(14,891)	(6,160)	
	240	(103,383)	(90,131)	(77,377)	(69,725)	(52,619)	(40,942)	(29,719)	
	245	(141,877)	(126,193)	(110,883)	(101,795)	(81,188)	(66,993)	(53,277)	
	250	(180,370)	(162,281)	(144,389)	(133,865)	(109,757)	(93,044)	(76,836)	
	255	(218,951)	(198,369)	(177,895)	(165,934)	(138,326)	(119,095)	(100,407)	
	260	(257,648)	(234,457)	(211,556)	(198,004)	(166,894)	(145,183)	(124,090)	
	265	(296,344)	(270,545)	(245,238)	(230,074)	(195,466)	(171,371)	(147,773)	
	270	(335,040)	(306,769)	(278,920)	(262,292)	(224,185)	(197,559)	(171,456)	
	275	(373,736)	(343,047)	(312,602)	(294,530)	(252,904)	(223,747)	(195,138)	
	280	(412,518)	(379,324)	(346,284)	(326,769)	(281,623)	(249,935)	(218,812)	
	285	(451,417)	(415,602)	(380,075)	(359,007)	(310,342)	(276,123)	(242,508)	
	290	(490,317)	(451,880)	(413,934)	(391,246)	(339,061)	(302,375)	(266,315)	
	295	(529,217)	(488,272)	(447,794)	(423,575)	(367,845)	(328,701)	(290,123)	
	300	(568,117)	(524,741)	(481,653)	(455,983)	(396,716)	(355,027)	(313,930)	
	305	(607,105)	(561,210)	(515,512)	(488,392)	(425,586)	(381,353)	(337,737)	
		AH - % on site 33%							
Balance (RLV - BLV)	1,431,031	20%	25%	30%	33%	40%	45%	50%	
Site Specific S106 0	-	1,699,579	1,596,415	1,493,050	1,431,031	1,286,125	1,182,408	1,078,548	
	2,000	1,504,310	1,401,462	1,298,407	1,236,574	1,092,279	988,914	885,549	
	4,000	1,308,002	1,205,434	1,102,647	1,040,974	897,072	794,180	691,126	
	6,000	1,110,645	1,008,264	905,757	844,219	700,632	598,070	495,409	
	8,000	912,227	809,986	707,726	646,298	502,966	400,585	298,205	
	10,000	712,738	610,592	508,446	447,158	304,061	201,819	99,578	
	12,000	512,167	410,073	307,979	246,722	103,790	1,695	(100,399)	
	14,000	310,503	208,416	106,329	45,078	(97,844)	(199,930)	(302,017)	
	16,000	107,733	5,610	(96,513)	(157,786)	(300,758)	(402,881)	(505,004)	
	18,000	(96,153)	(198,357)	(300,560)	(361,882)	(504,967)	(607,238)	(709,566)	
	20,000	(301,167)	(403,496)	(505,824)	(567,222)	(710,661)	(813,159)	(915,658)	
	22,000	(507,321)	(609,819)	(712,318)	(773,939)	(917,738)	(1,020,452)	(1,130,696)	
	24,000	(714,626)	(817,339)	(920,206)	(981,991)	(1,134,014)	(1,252,535)	(1,371,247)	
	26,000	(923,093)	(1,026,082)	(1,137,702)	(1,208,929)	(1,375,195)	(1,494,314)	(1,613,434)	
	28,000	(1,141,580)	(1,260,410)	(1,379,529)	(1,451,001)	(1,618,106)	(1,737,688)	(1,857,642)	
	30,000	(1,383,863)	(1,503,208)	(1,622,790)	(1,694,539)	(1,862,570)	(1,982,859)	(2,103,537)	
	32,000	(1,627,474)	(1,747,397)	(1,867,498)	(1,939,654)	(2,108,603)	(2,229,281)	(2,350,161)	
	34,000	(1,872,427)	(1,992,991)	(2,113,669)	(2,186,076)	(2,355,025)	(2,476,427)	(2,597,879)	
	36,000	(2,118,735)	(2,239,413)	(2,360,091)	(2,432,660)	(2,602,693)	(2,724,145)	(2,846,546)	
	38,000	(2,365,157)	(2,486,054)	(2,607,507)	(2,680,378)	(2,850,716)	(2,973,142)	(3,095,878)	
	40,000	(2,612,320)	(2,733,773)	(2,855,225)	(2,928,341)	(3,099,737)	(3,222,610)	(3,346,210)	
		AH - % on site 33%							
Balance (RLV - BLV)	1,431,031	20%	25%	30%	33%	40%	45%	50%	
% on GDV 100%	125%	5,183,229	4,861,166	4,539,103	4,345,865	3,894,976	3,572,831	3,250,487	
	120%	4,488,124	4,209,721	3,931,318	3,764,206	3,374,087	3,095,432	2,816,776	
	115%	3,792,586	3,557,765	3,322,826	3,181,862	2,852,947	2,617,950	2,382,702	
	110%	3,096,130	2,904,962	2,713,793	2,599,092	2,331,383	2,139,907	1,948,432	
	105%	2,398,623	2,251,304	2,103,985	2,015,594	1,809,113	1,661,473	1,513,795	
	100%	1,699,579	1,596,415	1,493,050	1,431,031	1,286,125	1,182,408	1,078,548	
	95%	998,425	939,512	880,598	845,063	762,070	702,435	642,673	
	90%	293,886	279,804	265,619	256,885	236,290	221,250	205,767	
	85%	(416,296)	(384,641)	(353,324)	(334,768)	(291,972)	(262,011)	(232,556)	
	80%	(1,146,309)	(1,057,703)	(979,228)	(932,547)	(824,642)	(748,518)	(673,348)	
	75%	(1,998,586)	(1,849,549)	(1,700,955)	(1,612,679)	(1,409,136)	(1,266,080)	(1,124,966)	
	70%	(2,867,467)	(2,662,526)	(2,457,586)	(2,335,141)	(2,049,753)	(1,846,773)	(1,646,060)	
		GDV - %							
Balance (RLV - BLV)	1,431,031	94.0%	95.0%	96.0%	97.0%	98.0%	99.0%	100.0%	
CIL Epsm 0.00	90	166,828	285,346	403,864	522,077	640,259	758,349	876,219	
	100	103,757	222,539	341,057	459,575	577,781	695,963	814,067	
	110	40,620	159,498	278,250	396,768	515,286	633,485	751,667	
	120	(22,672)	96,360	215,238	333,961	452,479	570,997	689,188	
	130	(86,142)	33,119	152,100	270,978	389,672	508,190	626,708	
	140	(149,661)	(30,350)	88,911	207,841	326,719	445,383	563,901	
	150	(213,464)	(93,820)	25,441	144,703	263,581	382,459	501,094	
	160	(277,268)	(157,599)	(38,028)	81,233	200,444	319,322	438,200	
	170	(341,354)	(221,403)	(101,734)	17,763	137,025	256,184	375,062	
	180	(405,493)	(285,392)	(165,537)	(45,868)	73,555	192,817	311,924	
	190	(469,816)	(349,532)	(229,431)	(109,672)	9,997	129,347	248,609	
	200	(534,293)	(413,736)	(293,570)	(173,476)	(53,807)	65,863	185,139	
	210	(598,859)	(478,213)	(357,710)	(237,609)	(117,610)	2,059	121,669	
		Build rate (£ psm) 100%							
Balance (RLV - BLV)	1,431,031	100.0%	101.0%	102.0%	103.0%	104.0%	105.0%	106.0%	
CIL Epsm @	90	876,219	748,231	619,862	491,482	362,759	233,965	104,788	
	100	814,067	685,765	557,384	428,746	299,952	170,880	41,651	
	110	751,667	623,286	494,734	365,939	236,971	107,742	(21,742)	
	120	689,188	560,721	431,926	303,063	173,834	44,473	(85,211)	
	130	626,708	497,914	369,119	239,925	110,688	(18,996)	(148,811)	
	140	563,901	435,107	306,017	176,787	47,219	(82,466)	(212,615)	
	150	501,094	372,108	242,879	113,433	(16,251)	(146,257)	(276,427)	

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
102 No. Units at Mid Value
Greenfield

160	438,200	308,970	179,648	49,964	(79,899)	(210,061)	(340,566)
170	375,062	245,833	116,179	(13,542)	(143,703)	(274,046)	(404,706)
180	311,924	182,394	52,709	(77,345)	(207,526)	(338,186)	(469,072)
190	248,609	118,924	(10,988)	(141,149)	(271,666)	(402,370)	(533,549)
200	185,139	55,370	(74,791)	(205,146)	(335,805)	(466,847)	(598,138)
210	121,669	(8,434)	(138,626)	(269,285)	(400,145)	(531,324)	(662,954)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 255 No. Units at Mid Value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				255	Units				
AH Policy requirement (% Target)				33%					
AH tenure split %			Affordable Rent:		50%				
			Shared ownership:		25%				
			First Homes		25%				
Open Market Sale (OMS) housing				67%					
				100%					
CIL Rate (£ psm)				0.00	£ psm				
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
2 bed House	28.0%	47.8		28.0%	23.6	28%	71.4		
3 bed House	30.0%	51.3		30.0%	25.2	30%	76.5		
4 bed House	29.0%	49.5		29.0%	24.4	29%	74.0		
5 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
1 bed Flat	13.0%	22.2		13.0%	10.9	13%	33.2		
2 bed Flat	0.0%	0.0		0.0%	0.0	0%	0.0		
Total number of units	100.0%	170.9		100.0%	84.2	100%	255.0		
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	60.0	646				60.0	646		
2 bed House	80.0	861				80.0	861		
3 bed House	100.0	1,076				100.0	1,076		
4 bed House	120.0	1,292				120.0	1,292		
5 bed House	0.0	0				0.0	0		
1 bed Flat	55.0	592		85.0%		64.7	696		
2 bed Flat	65.0	700		85.0%		76.5	823		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624				58.0	624		
2 bed House	70.0	753				70.0	753		
3 bed House	84.0	904				84.0	904		
4 bed House	97.0	1,044				97.0	1,044		
5 bed House	110.0	1,184				110.0	1,184		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	61.0	657		85.0%		71.8	772		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	3,827	41,194		1,649	17,753	5,476	58,947		
3 bed House	5,126	55,170		2,121	22,826	7,246	77,996		
4 bed House	5,946	63,998		2,367	25,480	8,313	89,477		
5 bed House	0	0		0	0	0	0		
1 bed Flat	1,437	15,469		644	6,927	2,081	22,396		
2 bed Flat	0	0		0	0	0	0		
	16,335	175,831		6,781	72,985	23,116	248,817		
AH % by floor area: 29.33% AH % by floor area due to mix									
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf				total MV £ (no AH)		
1 bed House	185,000	3,083	286				0		
2 bed House	215,000	2,688	250				15,351,000		
3 bed House	275,000	2,750	255				21,037,500		
4 bed House	315,000	2,625	244				23,294,250		
5 bed House		#DIV/0!	#DIV/0!				0		
1 bed Flat	160,000	2,909	270				5,304,000		
2 bed Flat	175,000	2,692	250				0		
							64,986,750		
Affordable Housing values (£) -	Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV	First Homes £	£psm	% of MV	
1 bed House	92,500	1,595	50%	138,750	2,392	75%	129,500	2,233	70%
2 bed House	107,500	1,536	50%	161,250	2,304	75%	150,500	2,150	70%
3 bed House	137,500	1,637	50%	206,250	2,455	75%	192,500	2,292	70%
4 bed House	157,500	1,624	50%	236,250	2,436	75%	220,500	2,273	70%
5 bed House	0	0	50%	0	0	75%	0	0	70%
1 bed Flat	80,000	1,600	50%	120,000	2,400	75%	112,000	2,240	70%
2 bed Flat	87,500	1,434	50%	131,250	2,152	75%	122,500	2,008	70%

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 255 No. Units at Mid Value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	47.8	@	215,000	10,285,170
3 bed House	51.3	@	275,000	14,095,125
4 bed House	49.5	@	315,000	15,607,148
5 bed House	0.0	@	0	-
1 bed Flat	22.2	@	160,000	3,553,680
2 bed Flat	0.0	@	175,000	-
	170.9			43,541,123
Affordable Rent GDV -				
1 bed House	0.0	@	92,500	-
2 bed House	11.8	@	107,500	1,266,458
3 bed House	12.6	@	137,500	1,735,594
4 bed House	12.2	@	157,500	1,921,776
5 bed House	0.0	@	0	-
1 bed Flat	5.5	@	80,000	437,580
2 bed Flat	0.0	@	87,500	-
	42.08			5,361,407
Shared ownership GDV -				
1 bed House	0.0	@	138,750	-
2 bed House	5.9	@	161,250	949,843
3 bed House	6.3	@	206,250	1,301,695
4 bed House	6.1	@	236,250	1,441,332
5 bed House	0.0	@	0	-
1 bed Flat	2.7	@	120,000	328,185
2 bed Flat	0.0	@	131,250	-
	21.04			4,021,055
First Homes GDV -				
1 bed House	0.0	@	129,500	-
2 bed House	5.9	@	150,500	886,520
3 bed House	6.3	@	192,500	1,214,916
4 bed House	6.1	@	220,500	1,345,243
5 bed House	0.0	@	0	-
1 bed Flat	2.7	@	112,000	306,306
2 bed Flat	0.0	@	122,500	-
	21.04			3,752,985
Sub-total GDV Residential				
	255.0			56,676,569
<i>AH on-site cost analysis:</i>				
	360	<i>£ psm (total GIA sqm)</i>		<i>£MV less £GDV 8,310,181</i>
				<i>32,589 £ per unit (total units)</i>
Grant	255	@	0	-
Total GDV				
				56,676,569

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 255 No. Units at Mid Value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(130,000)
Statutory Planning Fees (Residential)					(42,624)
CIL		16,335 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Biodiversity net gain	1,018 per dwelling			(259,590)
	Sustainable transport	943 per dwelling			(240,465)
	Electric charge points (housing)	500 per dwelling			(110,925)
	Electric charge points (flats)	2,500 per 4x dwelling			(20,719)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	255 units @	0 per unit	(631,699)	-
	S106 analysis:	1.11% % of GDV	2,477 £ per unit (total units)		
AH Commuted Sum		23,116 sqm (total)	£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition		27.40 acres @	£ per acre (if brownfield)		-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(1,075,307)
	Future Homes Standard flats	2,256 per dwelling			(74,786)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	27.40 acres @	per acre	(1,150,093)	-
	Infra. Costs analysis:	2.03% % of GDV	4,510 £ per unit (total units)		
1 bed House		- sqm @	1,155 psm		-
2 bed House		5,476 sqm @	1,155 psm		(6,325,219)
3 bed House		7,246 sqm @	1,155 psm		(8,369,222)
4 bed House		8,313 sqm @	1,155 psm		(9,601,191)
5 bed House		- sqm @	1,155 psm		-
1 bed Flat		2,081 sqm @	1,306 psm		(2,717,329)
2 bed Flat		23,116 sqm @	1,306 psm		-
External works		27,012,961 @	15.0% 15,890 £ per unit		(4,051,944)
M4(2) Category 2 Housing	50% of All units	255 units @	1,400 £ per dwelling		(178,500)
RAMS contribution	100% of All units	255 units @	321 £ per dwelling		(81,911)
Water efficiency		255 units @	9 £ per dwelling		(2,295)
Contingency		32,477,705 @	5.0%		(1,623,885)
Professional Fees		32,477,705 @	10.0%		(3,247,770)
Disposal Costs -					
Marketing and Promotion		43,541,123 OMS @	1.50%		(653,117)
Residential Sales Agent Costs		43,541,123 OMS @	1.50%		(653,117)
Residential Sales Legal Costs		43,541,123 OMS @	0.50%		(217,706)
Interest (on Development Costs) -					
		6.50% APR	0.526% pcm		(101,997)
Developers Profit -					
Margin on AH		13,135,447	6.00% on AH values		(788,127)
Profit on GDV		43,541,123	20.00%		(8,708,225)
		39,779,620	21.89% on costs	(8,708,225)	
		56,676,569	16.76% blended	(9,496,351)	
TOTAL COSTS					(49,275,971)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 255 No. Units at Mid Value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				7,400,598
SDLT	7,400,598	@	5.0% (slabbed)	(359,530)
Acquisition Agent fees	7,400,598	@	1.0%	(74,006)
Acquisition Legal fees	7,400,598	@	0.5%	(37,003)
Interest on Land	7,400,598	@	6.50%	(481,039)
Residual Land Value				6,449,021
RLV analysis:	25,290	£ per plot	581,676	£ per ha
			235,401	£ per acre

THRESHOLD LAND VALUE				
Residential Density		23.0	dph	
Site Area (Resi)		11.09	ha	27.40 acres
Density analysis:		2,085	sqm/ha	9,082 sqft/ac
Threshold Land Value	15,348	£ per plot	353,000	£ per ha
Gross to net land area	75%		142,857	£ per acre
				3,913,692

BALANCE				
Surplus/(Deficit)		228,677	£ per ha	92,544
				£ per acre
				2,535,329

210910_Revised residential appraisals

Scheme Ref: B (4)
Title: 255 No. Units at Mid Value
Notes: Greenfield

SENSITIVITY ANALYSIS									
		AH - % on site 33%							
Balance (RLV - BLV)	2,535,329	20%	25%	30%	33%	40%	45%	50%	
CIL Epsm 0.00	100	1,349,564	1,201,206	1,052,392	963,079	754,105	604,419	454,348	
	105	1,252,823	1,110,512	968,187	882,483	682,307	538,894	394,922	
	110	1,155,577	1,019,818	883,553	801,794	610,331	473,080	335,403	
	115	1,058,328	928,659	798,905	720,774	538,155	407,265	275,819	
	120	960,601	837,487	713,897	639,743	465,912	341,182	215,987	
	125	862,840	745,899	628,804	558,296	393,356	275,021	156,155	
	130	764,625	654,247	543,416	476,850	320,801	208,721	96,093	
	135	666,349	562,221	457,875	395,043	247,905	142,212	35,946	
	140	567,637	470,087	372,102	313,168	174,967	75,689	(24,284)	
	145	468,844	377,616	286,110	231,004	101,792	8,830	(84,747)	
	150	369,628	284,998	199,944	148,698	28,470	(58,029)	(145,210)	
	155	270,315	192,074	113,500	66,173	(44,990)	(125,131)	(205,932)	
	160	170,587	98,968	26,934	(16,566)	(118,697)	(192,342)	(266,713)	
	165	70,751	5,584	(59,965)	(99,462)	(192,448)	(259,678)	(327,613)	
	170	(29,498)	(88,011)	(146,938)	(182,636)	(266,542)	(327,243)	(388,714)	
	175	(129,859)	(181,862)	(234,294)	(265,907)	(340,637)	(394,818)	(448,815)	
	180	(230,638)	(275,950)	(321,681)	(349,519)	(415,074)	(462,738)	(511,220)	
	185	(331,526)	(370,277)	(409,497)	(433,172)	(489,558)	(530,658)	(572,642)	
	190	(432,843)	(464,860)	(497,312)	(517,224)	(564,299)	(598,835)	(634,236)	
	195	(534,262)	(559,669)	(585,582)	(601,276)	(639,175)	(667,113)	(695,981)	
	200	(636,124)	(654,750)	(673,860)	(685,780)	(714,225)	(735,541)	(757,768)	
	205	(738,077)	(750,049)	(762,560)	(770,254)	(789,495)	(804,177)	(819,839)	
		AH - % on site 33%							
Balance (RLV - BLV)	2,535,329	20%	25%	30%	33%	40%	45%	50%	
-	-	3,237,173	2,967,294	2,697,316	2,535,329	2,157,246	1,886,952	1,616,658	
2,000	2,744,747	2,475,450	2,206,153	2,044,574	1,667,407	1,397,927	1,128,447		
4,000	2,246,085	1,977,061	1,707,995	1,546,555	1,169,863	900,797	631,731		
6,000	1,740,603	1,471,544	1,202,486	1,041,050	664,368	395,309	126,176		
8,000	1,228,528	959,063	689,598	527,919	150,668	(119,007)	(388,700)		
10,000	709,362	439,379	169,088	6,914	(371,607)	(642,267)	(913,005)		
12,000	183,087	(87,990)	(359,295)	(522,221)	(902,672)	(1,174,727)	(1,447,328)		
14,000	(350,418)	(623,031)	(895,810)	(1,059,746)	(1,442,782)	(1,717,024)	(1,991,908)		
16,000	(891,710)	(1,165,985)	(1,440,719)	(1,605,930)	(1,992,214)	(2,269,154)	(2,547,126)		
18,000	(1,440,691)	(1,717,113)	(1,994,291)	(2,161,045)	(2,551,504)	(2,831,832)	(3,113,506)		
20,000	(1,997,619)	(2,276,682)	(2,556,804)	(2,725,373)	(3,120,821)	(3,405,168)	(3,691,515)		
22,000	(2,562,762)	(2,844,966)	(3,128,539)	(3,299,349)	(3,700,584)	(4,002,651)	(4,338,103)		
24,000	(3,136,496)	(3,422,247)	(3,709,785)	(3,883,232)	(4,349,180)	(4,688,032)	(5,030,755)		
26,000	(3,718,986)	(4,024,592)	(4,360,258)	(4,563,042)	(5,041,035)	(5,387,306)	(5,738,477)		
28,000	(4,371,336)	(4,709,812)	(5,051,314)	(5,258,050)	(5,746,228)	(6,101,080)	(6,462,078)		
30,000	(5,061,891)	(5,406,385)	(5,754,665)	(5,965,738)	(6,465,457)	(6,829,978)	(7,202,102)		
32,000	(5,763,468)	(6,114,668)	(6,470,425)	(6,686,430)	(7,199,287)	(7,574,646)	(7,959,268)		
34,000	(6,476,416)	(6,835,022)	(7,199,260)	(7,420,778)	(7,948,227)	(8,335,750)	(8,734,681)		
36,000	(7,201,145)	(7,568,158)	(7,941,554)	(8,169,250)	(8,712,931)	(9,114,162)	(9,528,401)		
38,000	(7,938,161)	(8,314,221)	(8,697,908)	(8,932,290)	(9,494,037)	(9,909,694)	(10,333,991)		
40,000	(8,687,716)	(9,073,712)	(9,468,660)	(9,710,586)	(10,290,988)	(10,715,526)	(11,148,649)		
		AH - % on site 33%							
Balance (RLV - BLV)	2,535,329	20%	25%	30%	33%	40%	45%	50%	
125%	11,916,007	11,102,761	10,289,516	9,801,568	8,662,777	7,849,333	7,035,889		
120%	10,182,426	9,477,529	8,772,632	8,349,694	7,362,838	6,657,941	5,952,981		
115%	8,447,792	7,851,490	7,255,187	6,897,406	6,062,582	5,466,104	4,869,556		
110%	6,712,333	6,224,698	5,737,063	5,444,481	4,761,594	4,273,707	3,785,820		
105%	4,975,633	4,596,763	4,217,894	3,990,572	3,459,896	3,080,752	2,701,608		
100%	3,237,173	2,967,294	2,697,316	2,535,329	2,157,246	1,886,952	1,616,658		
95%	1,496,004	1,335,407	1,174,810	1,078,398	853,088	692,020	530,711		
90%	(249,294)	(299,908)	(350,802)	(381,339)	(453,118)	(504,690)	(556,497)		
85%	(2,001,283)	(1,941,118)	(1,881,286)	(1,845,470)	(1,762,641)	(1,703,941)	(1,645,730)		
80%	(3,766,011)	(3,592,920)	(3,420,472)	(3,317,386)	(3,077,806)	(2,907,613)	(2,738,248)		
75%	(5,805,960)	(5,471,138)	(5,138,258)	(4,939,522)	(4,478,462)	(4,151,512)	(3,836,502)		
70%	(7,963,614)	(7,469,287)	(6,982,945)	(6,694,630)	(6,030,970)	(5,563,982)	(5,102,201)		
		GDV - %							
Balance (RLV - BLV)	2,535,329	94.0%	95.0%	96.0%	97.0%	98.0%	99.0%	100.0%	
90	(645,132)	(349,539)	(54,413)	240,541	535,118	829,501	1,123,608		
100	(808,660)	(512,522)	(216,840)	78,618	373,690	668,502	963,079		
110	(973,110)	(676,400)	(380,134)	(84,141)	211,451	506,722	801,794		
120	(1,138,491)	(841,185)	(544,303)	(247,746)	48,392	344,150	639,743		
130	(1,304,862)	(1,006,885)	(709,357)	(412,206)	(115,496)	180,780	476,850		
140	(1,472,214)	(1,173,509)	(875,305)	(577,529)	(280,223)	16,601	313,168		
150	(1,640,532)	(1,341,066)	(1,042,155)	(743,725)	(445,796)	(148,395)	148,698		
160	(1,809,824)	(1,509,568)	(1,209,919)	(910,802)	(612,225)	(314,216)	(16,566)		
170	(1,980,101)	(1,679,022)	(1,378,604)	(1,078,771)	(779,519)	(480,872)	(182,636)		
180	(2,151,372)	(1,849,439)	(1,548,221)	(1,247,640)	(947,688)	(648,372)	(349,519)		
190	(2,323,647)	(2,020,829)	(1,718,778)	(1,417,419)	(1,116,740)	(816,724)	(517,224)		
200	(2,496,937)	(2,193,201)	(1,890,286)	(1,588,117)	(1,286,684)	(985,938)	(685,760)		
210	(2,671,289)	(2,366,565)	(2,062,755)	(1,759,744)	(1,457,531)	(1,156,023)	(855,136)		
		Build rate (£ psm) 100%							
Balance (RLV - BLV)	2,535,329	100.0%	101.0%	102.0%	103.0%	104.0%	105.0%	106.0%	
90	1,123,608	806,279	488,546	170,616	(147,804)	(466,570)	(785,678)		
100	963,079	645,216	326,995	8,534	(310,465)	(629,829)	(949,580)		
110	801,794	483,374	164,639	(154,380)	(473,980)	(793,969)	(1,114,390)		
120	639,743	320,744	1,469	(318,135)	(638,358)	(958,999)	(1,280,118)		
130	476,850	157,318	(162,524)	(482,747)	(803,608)	(1,124,929)	(1,446,773)		
140	313,168	(6,913)	(327,348)	(648,217)	(969,740)	(1,291,768)	(1,614,364)		
150	148,698	(171,957)	(493,014)	(814,551)	(1,136,763)	(1,459,524)	(1,782,901)		

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
255 No. Units at Mid Value
Greenfield

160	(16,566)	(337,825)	(659,529)	(981,758)	(1,304,685)	(1,628,209)	(1,952,394)
170	(182,636)	(504,524)	(826,902)	(1,149,846)	(1,473,517)	(1,797,830)	(2,122,852)
180	(349,519)	(672,063)	(995,144)	(1,318,826)	(1,643,267)	(1,968,399)	(2,294,285)
190	(517,224)	(840,452)	(1,164,263)	(1,488,721)	(1,813,946)	(2,139,924)	(2,466,703)
200	(685,760)	(1,009,700)	(1,334,268)	(1,659,531)	(1,985,562)	(2,312,415)	(2,640,141)
210	(855,136)	(1,179,815)	(1,505,169)	(1,831,264)	(2,158,166)	(2,485,941)	(2,814,656)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 8 No. Units at Mid Value
 Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		8 Units				
AH Policy requirement (% Target)		33%				
AH tenure split %		Affordable Rent:	50%			
		Shared ownership:	25%			
		First Homes	25%			
Open Market Sale (OMS) housing		67%				
		100%				
CIL Rate (£ psm)		0.00 £ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	28.0%	1.5	28.0%	0.7	28%	2.2
3 bed House	30.0%	1.6	30.0%	0.8	30%	2.4
4 bed House	29.0%	1.6	29.0%	0.8	29%	2.3
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	13.0%	0.7	13.0%	0.3	13%	1.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.4	100.0%	2.6	100%	8.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House	60.0	646		60.0	646	
2 bed House	80.0	861		80.0	861	
3 bed House	100.0	1,076		100.0	1,076	
4 bed House	120.0	1,292		120.0	1,292	
5 bed House	0.0	0		0.0	0	
1 bed Flat	55.0	592	85.0%	64.7	696	
2 bed Flat	65.0	700	85.0%	76.5	823	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)		
1 bed House	58.0	624		58.0	624	
2 bed House	70.0	753		70.0	753	
3 bed House	84.0	904		84.0	904	
4 bed House	97.0	1,044		97.0	1,044	
5 bed House	110.0	1,184		110.0	1,184	
1 bed Flat	50.0	538	85.0%	58.8	633	
2 bed Flat	61.0	657	85.0%	71.8	772	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm) (sqft)	
1 bed House	0	0	0	0	0	0
2 bed House	120	1,292	52	557	172	1,849
3 bed House	161	1,731	67	716	227	2,447
4 bed House	187	2,008	74	799	261	2,807
5 bed House	0	0	0	0	0	0
1 bed Flat	45	485	20	217	65	703
2 bed Flat	0	0	0	0	0	0
	512	5,516	213	2,290	725	7,806
AH % by floor area:		29.33% AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House	185,000	3,083	286	0		
2 bed House	215,000	2,688	250	481,600		
3 bed House	275,000	2,750	255	660,000		
4 bed House	315,000	2,625	244	730,800		
5 bed House		#DIV/0!	#DIV/0!	0		
1 bed Flat	160,000	2,909	270	166,400		
2 bed Flat	175,000	2,692	250	0		
				2,038,800		
Affordable Housing values (£) -	Affordable rent £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £	£psm % of MV
1 bed House	92,500	1,595	50%	138,750	2,392	2,233 70%
2 bed House	107,500	1,536	50%	161,250	2,304	2,150 70%
3 bed House	137,500	1,637	50%	206,250	2,455	2,292 70%
4 bed House	157,500	1,624	50%	236,250	2,436	2,273 70%
5 bed House	0	0	50%	0	0	0 70%
1 bed Flat	80,000	1,600	50%	120,000	2,400	2,240 70%
2 bed Flat	87,500	1,434	50%	131,250	2,152	2,008 70%

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Scheme Ref: B (4)
 Title: 8 No. Units at Mid Value
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	1.5	@	215,000	322,672
3 bed House	1.6	@	275,000	442,200
4 bed House	1.6	@	315,000	489,636
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	160,000	111,488
2 bed Flat	0.0	@	175,000	-
	5.4			1,365,996
Affordable Rent GDV -				
1 bed House	0.0	@	92,500	-
2 bed House	0.4	@	107,500	39,732
3 bed House	0.4	@	137,500	54,450
4 bed House	0.4	@	157,500	60,291
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	80,000	13,728
2 bed Flat	0.0	@	87,500	-
	1.32			168,201
Shared ownership GDV -				
1 bed House	0.0	@	138,750	-
2 bed House	0.2	@	161,250	29,799
3 bed House	0.2	@	206,250	40,838
4 bed House	0.2	@	236,250	45,218
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	120,000	10,296
2 bed Flat	0.0	@	131,250	-
	0.66			126,151
First Homes GDV -				
1 bed House	0.0	@	129,500	-
2 bed House	0.2	@	150,500	27,812
3 bed House	0.2	@	192,500	38,115
4 bed House	0.2	@	220,500	42,204
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	112,000	9,610
2 bed Flat	0.0	@	122,500	-
	0.66			117,741
Sub-total GDV Residential				1,778,088
<i>AH on-site cost analysis:</i>				
	360	<i>£ psm (total GIA sqm)</i>		<i>£MV less £GDV</i> 260,712
				<i>32,589 £ per unit (total units)</i>
Grant	8	@	0	-
Total GDV				1,778,088

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 8 No. Units at Mid Value
 Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL		512 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Biodiversity net gain	243 per dwelling			(1,944)
	Sustainable transport	943 per dwelling			(7,544)
	Electric charge points (housing)	500 per dwelling			(3,480)
	Electric charge points (flats)	2,500 per 4x dwelling			(650)
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	8 units @	0 per unit	(13,618)	-
	S106 analysis:	0.77% % of GDV	1,702 £ per unit (total units)		-
AH Commuted Sum		725 sqm (total)	£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition		0.51 acres @	110,000 £ per acre (if brownfield)		(55,756)
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(33,735)
	Future Homes Standard flats	2,256 per dwelling			(2,346)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	0.51 acres @	per acre	(36,081)	-
	Infra. Costs analysis:	2.03% % of GDV	4,510 £ per unit (total units)		
1 bed House		- sqm @	1,155 psm		-
2 bed House		172 sqm @	1,155 psm		(198,438)
3 bed House		227 sqm @	1,155 psm		(262,564)
4 bed House		261 sqm @	1,155 psm		(301,214)
5 bed House		- sqm @	1,155 psm		-
1 bed Flat		65 sqm @	1,306 psm		(85,250)
2 bed Flat	725	- sqm @	1,306 psm		-
External works		847,465 @	15.0% 15,890 £ per unit		(127,120)
M4(2) Category 2 Housing	50% of All units	8 units @	1,400 £ per dwelling		(5,600)
RAMS contribution	100% of All units	8 units @	321 £ per dwelling		(2,570)
Water efficiency		8 units @	9 £ per dwelling		(72)
Contingency		1,074,664 @	5.0%		(53,733)
Professional Fees		1,074,664 @	10.0%		(107,466)
Disposal Costs -					
Marketing and Promotion		1,365,996 OMS @	1.50%		(20,490)
Residential Sales Agent Costs		1,365,996 OMS @	1.50%		(20,490)
Residential Sales Legal Costs		1,365,996 OMS @	0.50%		(6,830)
Interest (on Development Costs) -					
		6.50% APR	0.526% pcm		(20,975)
Developers Profit -					
Margin on AH	412,092		6.00% on AH values		(24,726)
Profit on GDV	1,365,996		20.00%		(273,199)
	1,331,347		20.52% on costs	(273,199)	
	1,778,088		16.76% blended	(297,925)	
TOTAL COSTS					(1,629,272)

210910_Revised residential appraisals

Scheme Ref: B (4)
 Title: 8 No. Units at Mid Value
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				148,816
SDLT	148,816 @	5.0% (slabbed)		3,059
Acquisition Agent fees	148,816 @	1.0%		(1,488)
Acquisition Legal fees	148,816 @	0.5%		(744)
Interest on Land	148,816 @	6.50%		(9,673)
Residual Land Value				139,970
RLV analysis:	17,496 £ per plot	682,355 £ per ha	276,145 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	39.0 dph			
Site Area (Resi)	0.21 ha	0.51 acres		
Density analysis:	3,535 sqm/ha	15,400 sqft/ac		
Threshold Land Value	5,984 £ per plot	233,371 £ per ha	94,444 £ per acre	47,871
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)		448,984 £ per ha	181,701 £ per acre	92,099

210910_Revised residential appraisals

Scheme Ref: B (4)
Title: 8 No. Units at Mid Value
Notes: Brownfield

SENSITIVITY ANALYSIS

		AH - % on site 33%							
Balance (RLV - BLV)		92,099	20%	25%	30%	33%	40%	45%	50%
CIL Epsm 0.00	100		53,983	50,380	46,777	44,616	39,572	35,969	32,366
	105		51,148	47,722	44,297	42,241	37,445	34,020	30,594
	110		48,313	45,065	41,816	39,867	35,319	32,071	28,822
	115		45,478	42,407	39,336	37,493	33,193	30,122	27,051
	120		42,643	39,749	36,855	35,119	31,067	28,173	25,279
	125		39,809	37,092	34,375	32,745	28,941	26,224	23,507
	130		36,974	34,434	31,894	30,370	26,815	24,275	21,735
	135		34,139	31,776	29,414	27,996	24,689	22,326	19,964
	140		31,304	29,119	26,933	25,622	22,563	20,377	18,192
	145		28,469	26,461	24,453	23,248	20,436	18,428	16,420
	150		25,634	23,803	21,972	20,874	18,310	16,479	14,648
	155		22,799	21,146	19,492	18,499	16,184	14,530	12,876
	160		19,962	18,488	17,011	16,125	14,058	12,581	11,105
	165		17,112	15,830	14,531	13,751	11,932	10,632	9,333
	170		14,262	13,173	12,050	11,377	9,806	8,683	7,561
	175		11,412	10,503	9,570	9,003	7,680	6,734	5,789
	180		8,562	7,831	7,089	6,629	5,553	4,785	4,018
	185		5,713	5,159	4,606	4,254	3,427	2,837	2,246
	190		2,863	2,488	2,112	1,880	1,301	888	474
	195		13	(184)	(381)	(499)	(825)	(1,061)	(1,298)
	200		(2,837)	(2,856)	(2,875)	(2,886)	(2,951)	(3,010)	(3,070)
	205		(5,686)	(5,527)	(5,368)	(5,273)	(5,077)	(4,959)	(4,841)

		AH - % on site 33%							
Balance (RLV - BLV)		92,099	20%	25%	30%	33%	40%	45%	50%
Site Specific S106 0	-		110,680	103,533	96,387	92,099	82,075	74,887	67,700
	2,000		95,620	88,473	81,327	77,039	67,034	59,888	52,718
	4,000		80,560	73,413	66,267	61,979	51,974	44,828	37,682
	6,000		65,500	58,353	51,207	46,919	36,914	29,768	22,622
	8,000		50,440	43,293	36,147	31,859	21,854	14,708	7,561
	10,000		35,380	28,233	21,087	16,799	6,794	(352)	(7,499)
	12,000		20,318	13,173	6,027	1,739	(8,266)	(15,412)	(22,559)
	14,000		5,179	(1,964)	(9,108)	(13,394)	(23,395)	(30,538)	(37,728)
	16,000		(9,960)	(17,104)	(24,247)	(28,533)	(38,708)	(46,919)	(55,130)
	18,000		(25,099)	(32,243)	(39,688)	(44,614)	(56,109)	(64,320)	(72,531)
	20,000		(40,667)	(48,878)	(57,089)	(62,016)	(73,511)	(81,722)	(89,933)
	22,000		(58,069)	(66,280)	(74,491)	(79,417)	(90,912)	(99,123)	(107,334)
	24,000		(75,470)	(83,681)	(91,892)	(96,819)	(108,315)	(116,567)	(124,819)
	26,000		(92,872)	(101,083)	(109,303)	(114,255)	(125,808)	(134,060)	(142,312)
	28,000		(110,292)	(118,544)	(126,796)	(131,748)	(143,301)	(151,553)	(159,805)
	30,000		(127,785)	(136,037)	(144,289)	(149,241)	(160,794)	(169,046)	(177,298)
	32,000		(145,278)	(153,530)	(161,782)	(166,734)	(178,287)	(186,539)	(194,797)
	34,000		(162,771)	(171,023)	(179,276)	(184,227)	(195,780)	(204,043)	(212,382)
	36,000		(180,264)	(188,516)	(196,769)	(201,720)	(213,290)	(221,629)	(229,967)
	38,000		(197,757)	(206,009)	(214,262)	(219,213)	(230,875)	(239,214)	(247,552)
	40,000		(215,250)	(223,502)	(231,783)	(236,786)	(248,460)	(256,799)	(265,137)

		AH - % on site 33%							
Balance (RLV - BLV)		92,099	20%	25%	30%	33%	40%	45%	50%
% on GDV 100%	150%		659,557	618,006	576,455	551,524	493,328	451,739	410,149
	140%		550,229	515,511	480,792	459,962	411,356	376,638	341,919
	130%		440,612	412,779	384,946	368,247	329,281	301,448	273,589
	120%		330,932	309,955	288,977	276,390	247,021	226,043	205,065
	110%		220,922	206,853	192,784	184,343	164,646	150,578	136,509
	100%		110,680	103,533	96,387	92,099	82,075	74,887	67,700
	90%		35	(163)	(366)	(507)	(837)	(1,072)	(1,307)
	80%		(122,237)	(114,436)	(106,635)	(101,955)	(91,081)	(83,326)	(75,572)
	70%		(251,003)	(235,117)	(219,230)	(209,698)	(187,457)	(171,571)	(155,697)
	60%		(1,099,348)	(991,156)	(882,965)	(818,050)	(666,581)	(558,389)	(450,197)
	50%		(2,109,347)	(1,938,030)	(1,766,713)	(1,663,923)	(1,424,080)	(1,252,763)	(1,081,446)
	40%		(3,119,345)	(2,884,903)	(2,650,462)	(2,509,797)	(2,181,578)	(1,947,137)	(1,712,695)

		GDV - %							
Balance (RLV - BLV)		92,099	94.0%	95.0%	96.0%	97.0%	98.0%	99.0%	100.0%
CIL Epsm 0.00	90		(6,217)	3,061	12,321	21,582	30,843	40,103	49,364
	100		(10,990)	(1,688)	7,573	16,834	26,094	35,355	44,616
	110		(15,763)	(6,457)	2,825	12,085	21,346	30,607	39,867
	120		(20,537)	(11,230)	(1,924)	7,337	16,598	25,858	35,119
	130		(25,310)	(16,004)	(6,698)	2,589	11,849	21,110	30,370
	140		(30,083)	(20,777)	(11,471)	(2,165)	7,101	16,361	25,622
	150		(34,857)	(25,550)	(16,244)	(6,938)	2,352	11,613	20,874
	160		(39,668)	(30,324)	(21,018)	(11,711)	(2,405)	6,865	16,125
	170		(45,454)	(35,097)	(25,791)	(16,485)	(7,178)	2,116	11,377
	180		(50,941)	(40,244)	(30,564)	(21,258)	(11,952)	(2,646)	6,629
	190		(56,427)	(45,731)	(35,338)	(26,031)	(16,725)	(7,419)	1,880
	200		(61,914)	(51,217)	(40,520)	(30,805)	(21,499)	(12,192)	(2,886)
	210		(67,401)	(56,704)	(46,007)	(35,578)	(26,272)	(16,966)	(7,659)

		Build rate (£ psm) 100%							
Balance (RLV - BLV)		92,099	100.0%	101.0%	102.0%	103.0%	104.0%	105.0%	106.0%
CIL Epsm @	90		49,364	39,167	28,970	18,772	8,575	(1,633)	(11,884)
	100		44,616	34,418	24,221	14,024	3,827	(6,407)	(16,658)
	110		39,867	29,670	19,473	9,276	(929)	(11,180)	(21,431)
	120		35,119	24,922	14,724	4,527	(5,703)	(15,954)	(26,204)
	130		30,370	20,173	9,976	(225)	(10,476)	(20,727)	(30,978)
	140		25,622	15,425	5,228	(4,999)	(15,249)	(25,500)	(35,751)
	150		20,874	10,676	479	(9,772)	(20,023)	(30,274)	(40,996)

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210910_Revised residential appraisals

Scheme Ref:
Title:
Notes:

B (4)
8 No. Units at Mid Value
Brownfield

160	16,125	5,928	(4,294)	(14,545)	(24,796)	(35,047)	(46,482)
170	11,377	1,180	(9,068)	(19,319)	(29,569)	(40,186)	(51,969)
180	6,629	(3,590)	(13,841)	(24,092)	(34,343)	(45,673)	(57,456)
190	1,880	(8,364)	(18,614)	(28,865)	(39,377)	(51,160)	(62,942)
200	(2,886)	(13,137)	(23,388)	(33,639)	(44,864)	(56,646)	(68,429)
210	(7,659)	(17,910)	(28,161)	(38,568)	(50,350)	(62,133)	(73,915)

Appendix 6 – Strategic site appraisals

211004_strategic sites_zero CIL

Scheme Ref: SCLP12.29 Saxmundham Garden Neighbourhood
 Title: 800 No. Units at mid higher value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			800 Units						
AH Policy requirement (% Target)			33%						
AH tenure split %			Affordable Rent:	50%					
			Shared home ownership:	25%					
			First Homes	25%					
Open Market Sale (OMS) housing			67%						
			100%						
Max CIL Rate (£ psm)			0.00 £ psm						
Unit mix -									
1 bed House	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House	29.5%	158.1	29.5%	77.9	30%	236.0			
3 bed House	25.3%	135.6	25.3%	66.8	25%	202.4			
4 bed House	33.0%	176.9	33.0%	87.1	33%	264.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	12.2%	65.4	12.2%	32.2	12%	97.6			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	536.0	100.0%	264.0	100%	800.0		
OMS Unit Floor areas -		Net area per unit	Net to Gross %		Gross (GIA) per unit				
	(sqm)	(sqft)	%		(sqm)	(sqft)			
1 bed House	60.0	646			60.0	646			
2 bed House	80.0	861			80.0	861			
3 bed House	100.0	1,076			100.0	1,076			
4 bed House	120.0	1,292			120.0	1,292			
5 bed House	0.0	0			0.0	0			
1 bed Flat	55.0	592	85.0%		64.7	696			
2 bed Flat	65.0	700	85.0%		76.5	823			
AH Unit Floor areas -		Net area per unit	Net to Gross %		Gross (GIA) per unit				
	(sqm)	(sqft)	%		(sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	110.0	1,184			110.0	1,184			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
Total Gross Floor areas -		Mkt Units GIA	AH units GIA		Total GIA (all units)				
	(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)			
1 bed House	0	0	0	0	0	0			
2 bed House	12,650	136,159	5,452	58,681	18,101	194,840			
3 bed House	13,561	145,967	5,611	60,391	19,171	206,358			
4 bed House	21,226	228,470	8,451	90,962	29,676	319,432			
5 bed House	0	0	0	0	0	0			
1 bed Flat	4,231	45,545	1,895	20,393	6,126	65,938			
2 bed Flat	0	0	0	0	0	0			
		51,667	556,142	21,407	230,427	73,075	786,568		
AH % by floor area:				29.30% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)				
1 bed House	200,000	3,333	310		0				
2 bed House	235,000	2,938	273		55,460,000				
3 bed House	295,000	2,950	274		59,708,000				
4 bed House	350,000	2,917	271		92,400,000				
5 bed House	0	#DIV/0!	#DIV/0!		0				
1 bed Flat	180,000	3,273	304		17,568,000				
2 bed Flat	200,000	3,077	286		0				
						225,136,000			
Affordable Housing values (£) -		Aff. Rent £	Epsm	% of MV hared ownership £	Epsm	% of MV	First Homes £	Epsm	% of MV
1 bed House	100,000	1,724	50%	150,000	2,586	75%	140,000	2,414	70%
2 bed House	117,500	1,679	50%	176,250	2,518	75%	164,500	2,350	70%
3 bed House	147,500	1,756	50%	221,250	2,634	75%	206,500	2,458	70%
4 bed House	175,000	1,804	50%	262,500	2,706	75%	245,000	2,526	70%
5 bed House	0	0	50%	0	0	75%	0	0	70%
1 bed Flat	90,000	1,800	50%	135,000	2,700	75%	126,000	2,520	70%
2 bed Flat	100,000	1,639	50%	150,000	2,459	75%	140,000	2,295	70%

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GROSS DEVELOPMENT VALUE				
OMS GDV -				
	(part houses due to % mix)			
1 bed House	0.0	@	200,000	-
2 bed House	158.1	@	235,000	37,158,200
3 bed House	135.6	@	295,000	40,004,360
4 bed House	176.9	@	350,000	61,908,000
5 bed House	0.0	@	0	-
1 bed Flat	65.4	@	180,000	11,770,560
2 bed Flat	0.0	@	200,000	-
	536.0			150,841,120
Affordable Rent GDV -				
1 bed House	0.0	@	100,000	-
2 bed House	38.9	@	117,500	4,575,450
3 bed House	33.4	@	147,500	4,925,910
4 bed House	43.6	@	175,000	7,623,000
5 bed House	0.0	@	0	-
1 bed Flat	16.1	@	90,000	1,449,360
2 bed Flat	0.0	@	100,000	-
	132.0			18,573,720
Shared home ownership GDV -				
1 bed House	0.0	@	150,000	-
2 bed House	19.5	@	176,250	3,431,588
3 bed House	16.7	@	221,250	3,694,433
4 bed House	21.8	@	262,500	5,717,250
5 bed House	0.0	@	0	-
1 bed Flat	8.1	@	135,000	1,087,020
2 bed Flat	0.0	@	150,000	-
	66.0			13,930,290
First Homes GDV -				
1 bed House	0.0	@	140,000	-
2 bed House	19.5	@	164,500	3,202,815
3 bed House	16.7	@	206,500	3,448,137
4 bed House	21.8	@	245,000	5,336,100
5 bed House	0.0	@	0	-
1 bed Flat	8.1	@	126,000	1,014,552
2 bed Flat	0.0	@	140,000	-
	66.0			13,001,604
Sub-total GDV Residential				
	800.0			196,346,734
<i>AH on-site cost analysis:</i>				
	394 £ psm (total GIA sqm)		£MV less £GDV	28,789,266
			35,987 £ per unit (total units)	
Grant				
	800	@	0	-
Total GDV				196,346,734

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(320,000)
Statutory Planning Fees (Residential)					(105,299)
CIL	51,667 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	633,753				(633,753)
Additional police funding	1,018 per dwelling				(814,400)
Biodiversity offset	4,101,600				(4,101,600)
Primary school	1,476,576				(1,476,576)
Early years settings	943 per dwelling				(754,400)
Sustainable transport	500 per dwelling				(351,200)
Electric charge points (housing)	2,500 per 4x dwellings				(61,000)
Electric charge points (flats)					-
Year 8					-
Year 9					-
Year 10					-
total	800 units @	per unit		(8,192,929)	-
S106 analysis:	4.17% % of GDV	10,241 £ per unit (total units)			-
AH Commuted Sum	73,075 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				-
Construction Costs -					
Site Clearance and Demolition	82.37 acres @	£ per acre (if brownfield)			-
Infrastructure costs -					
Works to A12 roundabout	1,200,000				(1,200,000)
Future Homes Standard housing	4,847 per dwelling				(3,404,533)
Future Homes Standard flats	2,256 per dwelling				(220,186)
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	82.37 acres @	per acre		(4,824,718)	-
Infra. Costs analysis:	2.46% % of GDV	6,031 £ per unit (total units)			-
1 bed House	- sqm @	1,033 psm			-
2 bed House	18,101 sqm @	1,033 psm			(18,698,540)
3 bed House	19,171 sqm @	1,033 psm			(19,803,982)
4 bed House	29,676 sqm @	1,033 psm			(30,655,556)
5 bed House	- sqm @	1,033 psm			-
1 bed Flat	6,126 sqm @	1,158 psm			(7,093,717)
2 bed Flat	73,075 -	1,158 psm			-
External works	76,251,795 @	20.0% 19,063 £ per unit			(15,250,359)
M4(2) Category 2 Housing	50% of All units	800 units @ 1,400 £ per dwelling			(560,000)
RAMS contribution	100% of All units	800 units @ 321 £ per dwelling			(256,800)
Water efficiency		800 units @ 9 £ per dwelling			(7,200)
Contingency	97,150,872 @	5.0%			(4,857,544)
Professional Fees	97,150,872 @	10.0%			(9,715,087)
Disposal Costs -					
Marketing and Promotion	150,841,120 OMS @	1.50%			(2,262,617)
Residential Sales Agent Costs	150,841,120 OMS @	1.50%			(2,262,617)
Residential Sales Legal Costs	150,841,120 OMS @	0.50%			(754,206)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(1,111,691)
Developers Profit -					
Margin on AH	45,505,614	6.00% on AH values			(2,730,337)
Profit on GDV	150,841,120	20.00%			(30,168,224)
	126,732,860	23.80% on costs		(30,168,224)	
	196,346,734	16.76% blended		(32,898,561)	
TOTAL COSTS					(159,631,421)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				36,715,313
SDLT	36,715,313	@	5.0% (slabbed)	(1,825,266)
Acquisition Agent fees	36,715,313	@	1.0%	(367,153)
Acquisition Legal fees	36,715,313	@	0.5%	(183,577)
Interest on Land	36,715,313	@	6.50%	(2,386,495)
Residual Land Value				31,952,822
RLV analysis:	39,941 £ per plot	958,585 £ per ha	387,934 £ per acre	

Benchmark Land Value				
Residential Density	24.0	dph		
Site Area (Resi)	33	ha	82.37	acres
Density analysis:	2,192	sqm/ha	9,550	sqft/ac
Benchmark Land Value	18,720	£ per plot	449,272	£ per ha
Gross to net land area	55%		181,818	£ per acre
				14,975,743

BALANCE				
Surplus/(Deficit)		509,312	£ per ha	206,116 £ per acre
				16,977,079

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SENSITIVITY ANALYSIS

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	16,977,079							
CIL Epsm 0.00	80	14,572,111	13,876,006	13,178,570	12,759,786	11,781,654	11,081,655	10,380,398
	85	14,251,328	13,575,273	12,899,217	12,492,537	11,543,297	10,863,420	10,183,041
	90	13,929,517	13,274,540	12,618,533	12,224,929	11,303,970	10,645,185	9,984,866
	95	13,607,047	12,973,116	12,337,848	11,956,274	11,064,642	10,426,501	9,786,470
	100	13,284,577	12,670,800	12,057,024	11,687,619	10,825,315	10,207,118	9,588,075
	105	12,960,746	12,368,484	11,774,862	11,418,689	10,584,760	9,987,735	9,389,482
	110	12,636,579	12,065,299	11,492,701	11,148,620	10,344,173	9,768,351	9,190,042
	115	12,312,397	11,761,392	11,210,373	10,878,551	10,103,586	9,547,824	8,990,603
	120	11,986,524	11,457,486	10,926,727	10,608,271	9,862,060	9,327,286	8,791,163
	125	11,660,652	11,152,504	10,643,081	10,336,781	9,620,207	9,106,749	8,591,084
	130	11,334,384	10,846,998	10,359,218	10,065,292	9,378,355	8,885,505	8,390,595
	135	11,006,797	10,541,493	10,074,079	9,793,631	9,135,833	8,663,806	8,190,106
	140	10,679,210	10,234,680	9,788,941	9,520,713	8,892,707	8,442,108	7,989,567
	145	10,350,818	9,927,567	9,503,511	9,247,795	8,649,582	8,220,125	7,788,023
	150	10,021,507	9,620,454	9,216,873	8,974,724	8,406,039	7,997,260	7,586,479
	155	9,692,196	9,311,775	8,930,234	8,700,370	8,161,634	7,774,396	7,384,935
	160	9,361,642	9,003,046	8,643,206	8,426,015	7,917,230	7,551,531	7,182,855
	165	9,030,599	8,694,090	8,355,059	8,151,505	7,672,639	7,327,614	6,980,251
	170	8,699,555	8,383,736	8,066,912	7,875,707	7,426,949	7,103,576	6,777,646
	175	8,366,801	8,073,383	7,778,254	7,599,909	7,181,258	6,879,539	6,575,042
	180	8,034,015	7,762,498	7,488,591	7,323,928	6,935,568	6,654,832	6,371,391
		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	16,977,079							
Site Specific S106 0	-	19,630,367	18,609,872	17,589,377	16,977,079	15,548,059	14,526,392	13,504,724
	500	19,219,111	18,199,626	17,179,897	16,567,600	15,138,906	14,118,411	13,097,387
	1,000	18,807,477	17,787,992	16,768,507	16,156,817	14,729,426	13,708,931	12,688,436
	1,500	18,394,488	17,375,852	16,356,873	15,745,182	14,317,904	13,298,419	12,278,934
	2,000	17,980,688	16,962,052	15,943,415	15,332,233	13,906,142	12,886,785	11,867,300
	2,500	17,565,936	16,547,984	15,529,615	14,918,433	13,492,342	12,473,706	11,455,069
	3,000	17,149,959	16,132,007	15,114,055	14,503,284	13,078,152	12,059,905	11,041,269
	3,500	16,733,411	15,715,980	14,698,078	14,087,307	12,662,174	11,644,223	10,626,271
	4,000	16,315,245	15,297,814	14,280,382	13,669,924	12,245,520	11,228,088	10,210,293
	4,500	15,896,869	14,879,647	13,862,216	13,251,757	11,827,354	10,809,922	9,792,491
	5,000	15,476,502	14,459,426	13,442,350	12,832,105	11,408,198	10,391,123	9,374,047
	5,500	15,056,136	14,039,060	13,021,984	12,411,738	10,987,832	9,970,756	8,953,680
	6,000	14,633,687	13,616,800	12,599,914	11,989,782	10,566,140	9,549,254	8,532,367
	6,500	14,211,109	13,194,222	12,177,335	11,567,203	10,143,562	9,126,675	8,109,789
	7,000	13,786,754	12,769,890	11,753,025	11,142,907	9,719,297	8,702,433	7,685,568
	7,500	13,361,952	12,345,088	11,328,224	10,718,105	9,294,495	8,277,631	7,260,637
	8,000	12,935,658	11,918,648	10,901,639	10,291,433	8,867,620	7,850,610	6,833,600
	8,500	12,508,621	11,491,611	10,474,602	9,864,396	8,440,344	7,423,020	6,405,696
	9,000	12,080,354	11,063,031	10,045,707	9,435,313	8,011,060	6,993,736	5,976,412
	9,500	11,651,070	10,633,747	9,616,423	9,006,029	7,581,110	6,563,303	5,545,496
	10,000	11,220,796	10,202,989	9,185,182	8,574,498	7,149,568	6,131,761	5,113,798
		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	16,977,079							
Profit 20.00%	15%	27,465,100	25,954,934	24,444,768	23,538,668	21,424,109	19,912,770	18,401,432
	16%	25,898,154	24,485,922	23,073,690	22,226,350	20,248,899	18,835,495	17,422,090
	17%	24,331,207	23,016,909	21,702,611	20,914,033	19,073,689	17,758,219	16,442,749
	18%	22,764,261	21,547,897	20,331,533	19,601,715	17,898,479	16,680,943	15,463,407
	19%	21,197,314	20,078,884	18,960,455	18,289,397	16,723,269	15,603,667	14,484,065
	20%	19,630,367	18,609,872	17,589,377	16,977,079	15,548,059	14,526,392	13,504,724
	21%	18,063,421	17,140,860	16,218,298	15,664,762	14,372,849	13,449,116	12,525,382
	22%	16,496,474	15,671,847	14,847,220	14,352,444	13,197,640	12,371,840	11,546,041
	23%	14,929,528	14,202,835	13,476,142	13,040,126	12,022,430	11,294,564	10,566,899
	24%	13,362,581	12,733,822	12,105,064	11,727,808	10,847,220	10,217,289	9,587,357
	25%	11,795,635	11,264,810	10,733,985	10,415,491	9,672,010	9,140,013	8,608,016

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Notes: Greenfield

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	16,977,079							
	70,000	28,840,443	27,819,948	26,799,453	26,187,155	24,758,135	23,736,467	22,714,800
	80,000	28,016,777	26,996,281	25,975,786	25,363,489	23,934,469	22,912,801	21,891,133
BLV (per acre)	90,000	27,193,110	26,172,615	25,152,119	24,539,822	23,110,802	22,089,134	21,067,466
181,818	100,000	26,369,443	25,348,948	24,328,453	23,716,155	22,287,135	21,265,467	20,243,800
	110,000	25,545,777	24,525,281	23,504,786	22,892,489	21,463,469	20,441,801	19,420,133
	125,000	24,310,277	23,289,781	22,269,286	21,656,989	20,227,969	19,206,301	18,184,633
	130,000	23,898,443	22,877,948	21,857,453	21,245,155	19,816,135	18,794,467	17,772,800
	140,000	23,074,777	22,054,281	21,033,786	20,421,489	18,992,469	17,970,801	16,949,133
	150,000	22,251,110	21,230,615	20,210,119	19,597,822	18,168,802	17,147,134	16,125,466
	160,000	21,427,443	20,406,948	19,386,453	18,774,155	17,345,135	16,323,467	15,301,800
		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	16,977,079							
	10	(1,335,672)	(2,356,168)	(3,376,663)	(3,988,960)	(5,417,980)	(6,439,648)	(7,461,316)
	12	4,654,625	3,634,129	2,613,634	2,001,337	572,317	(449,351)	(1,471,019)
Density (dph)	15	10,644,922	9,624,426	8,603,931	7,991,634	6,562,614	5,540,946	4,519,278
24	18	14,638,453	13,617,958	12,597,462	11,985,165	10,556,145	9,534,477	8,512,810
	20	16,635,219	15,614,724	14,594,228	13,981,931	12,552,911	11,531,243	10,509,575
	23	18,919,248	17,958,753	16,938,257	16,325,960	14,896,940	13,875,272	12,853,604
	25	20,229,397	19,208,902	18,188,406	17,576,109	16,147,089	15,125,421	14,103,753
	30	22,625,516	21,605,021	20,584,525	19,972,228	18,543,208	17,521,540	16,499,872
	36	24,622,282	23,601,786	22,581,291	21,968,994	20,539,974	19,518,306	18,496,638
	40	25,620,664	24,600,169	23,579,674	22,967,376	21,538,356	20,516,689	19,495,021
	45	26,619,047	25,598,552	24,578,057	23,965,759	22,536,739	21,515,071	20,493,404
		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	16,977,079							
	40%	19,745,413	18,724,917	17,704,422	17,092,125	15,662,894	14,641,226	13,619,558
	45%	19,687,890	18,667,395	17,646,899	17,034,602	15,605,477	14,583,809	13,562,141
% Cat M4(2)	50%	19,630,367	18,609,872	17,589,377	16,977,079	15,548,059	14,526,392	13,504,724
50%	55%	19,572,845	18,552,349	17,531,854	16,919,557	15,490,642	14,468,974	13,447,307
	60%	19,515,322	18,494,827	17,474,331	16,862,034	15,433,225	14,411,557	13,389,889
	65%	19,457,799	18,437,304	17,416,809	16,804,511	15,375,808	14,354,140	13,332,472
	70%	19,400,216	18,379,781	17,359,286	16,746,989	15,318,295	14,296,723	13,275,055
	75%	19,342,583	18,322,258	17,301,763	16,689,466	15,260,772	14,239,306	13,217,638
	80%	19,284,951	18,264,736	17,244,240	16,631,943	15,203,250	14,181,889	13,160,221
		AH - % on site 33%						
		0%	10%	15%	33%	40%	45%	50%
Balance (RLV - BLV)	16,977,079							
	321.22	23,708,503	21,669,533	20,650,049	16,976,899	15,547,879	14,526,211	13,504,543
	300.00	23,725,973	21,687,004	20,667,519	16,994,336	15,565,285	14,543,617	13,521,949
RAMS contribution	250.00	23,767,139	21,728,170	20,708,685	17,035,424	15,606,297	14,584,629	13,562,961
321.22	200.00	23,808,305	21,769,336	20,749,851	17,076,512	15,647,309	14,625,641	13,603,973
	121.89	23,872,615	21,833,646	20,814,161	17,140,699	15,711,378	14,689,711	13,668,043
	100.00	23,890,637	21,851,668	20,832,183	17,158,687	15,729,334	14,707,666	13,685,998
	50.00	23,931,803	21,892,834	20,873,349	17,199,775	15,770,346	14,748,678	13,727,010
	20.00	23,956,503	21,917,534	20,898,049	17,224,427	15,794,953	14,773,285	13,751,617
	0.00	23,972,969	21,934,000	20,914,515	17,240,862	15,811,358	14,789,690	13,768,022
		GDV - % 100%						
		85.00%	87.50%	90.00%	92.50%	95.00%	97.50%	100.00%
Balance (RLV - BLV)	16,977,079							
	75.00	(2,528,356)	91,592	2,698,064	5,293,010	7,878,424	10,455,986	13,027,035
	80.00	(2,809,846)	(186,379)	2,422,718	5,020,092	7,608,198	10,187,331	12,759,786
CIL Epsm	85.00	(3,091,495)	(465,086)	2,146,920	4,747,174	7,336,709	9,918,625	12,492,537
0.00	90.00	(3,374,291)	(744,116)	1,870,758	4,472,994	7,065,219	9,648,556	12,224,929
	95.00	(3,657,421)	(1,024,290)	1,593,509	4,198,640	6,793,217	9,378,488	11,956,274
	100.00	(3,941,546)	(1,304,464)	1,316,260	3,923,864	6,520,299	9,108,235	11,687,619
	105.00	(4,226,167)	(1,586,048)	1,037,804	3,648,066	6,247,381	8,836,745	11,418,889
	110.00	(4,511,643)	(1,867,696)	759,096	3,372,268	5,973,571	8,565,255	11,148,620
		Build rate (Epsm)						
		100.00%	102.50%	105.00%	107.50%	110.00%	112.50%	115.00%
Balance (RLV - BLV)	16,977,079							
	75.00	13,027,035	10,651,744	8,269,814	5,880,204	3,481,391	1,072,587	(1,347,618)
	80.00	12,759,786	10,383,089	7,999,570	5,607,286	3,206,668	795,338	(1,627,792)
	85.00	12,492,537	10,114,320	7,728,080	5,334,368	2,930,870	517,245	(1,908,477)
	90.00	12,224,929	9,844,251	7,456,590	5,060,490	2,655,073	238,537	(2,190,125)
	95.00	11,956,274	9,574,183	7,184,680	4,786,135	2,378,305	(40,341)	(2,471,783)
CIL Epsm	100.00	11,687,619	9,303,920	6,911,761	4,511,781	2,101,056	(320,516)	(2,754,913)
0.00	105.00	11,418,689	9,032,431	6,638,843	4,236,029	1,823,669	(600,690)	(3,038,044)
	110.00	11,148,620	8,760,941	6,365,234	3,960,231	1,544,961	(881,848)	(3,322,185)
	115.00	10,878,551	8,489,155	6,090,880	3,684,023	1,266,253	(1,163,496)	(3,606,806)
	120.00	10,608,271	8,216,237	5,816,526	3,406,774	986,761	(1,445,487)	(3,891,970)
	125.00	10,336,781	7,943,319	5,541,168	3,129,525	706,587	(1,728,617)	(4,178,088)
		Density						
		20.00	25.00	30.00	35.00	40.00	45.00	50.00
Balance (RLV - BLV)	16,977,079							
	80.00	9,764,638	13,358,816	15,754,935	17,466,448	18,750,083	19,748,466	20,547,173
	85.00	9,497,389	13,091,567	15,487,686	17,199,199	18,482,834	19,481,217	20,279,924
	90.00	9,229,780	12,823,959	15,220,077	16,931,591	18,215,226	19,213,609	20,012,315
CIL Epsm	95.00	8,961,125	12,555,304	14,951,422	16,662,936	17,946,571	18,944,954	19,743,660
0.00	100.00	8,692,470	12,286,648	14,682,767	16,394,281	17,677,916	18,676,299	19,475,005
	105.00	8,423,540	12,017,719	14,413,837	16,125,351	17,408,986	18,407,369	19,206,075
	110.00	8,153,472	11,747,650	14,143,769	15,855,282	17,138,917	18,137,300	18,936,006
	115.00	7,883,403	11,477,581	13,873,700	15,585,213	16,868,849	17,867,231	18,665,938

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

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

211004_strategic sites_zero CIL

Scheme Ref: SCLP12.3 Felixstowe Garden Neighbourhood
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 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme			2,000		Units					
AH Policy requirement (% Target)			33%							
AH tenure split %										
			Affordable Rent:		50%					
			Shared home ownership:		25%					
			First Homes		25%					
Open Market Sale (OMS) housing			67%							
			100%							
Max CIL Rate (£ psm)			0.00		£ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House		29.5%	395.3	29.5%	194.7	30%	590.0			
3 bed House		25.3%	339.0	25.3%	167.0	25%	506.0			
4 bed House		33.0%	442.2	33.0%	217.8	33%	660.0			
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat		12.2%	163.5	12.2%	80.5	12%	244.0			
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units		100.0%	1,340.0	100.0%	660.0	100%	2,000.0			
		Net area per unit		Net to Gross %		Gross (GIA) per unit				
		(sqm)	(sqft)	%		(sqm)	(sqft)			
OMS Unit Floor areas -										
1 bed House		60.0	646			60.0	646			
2 bed House		80.0	861			80.0	861			
3 bed House		100.0	1,076			100.0	1,076			
4 bed House		120.0	1,292			120.0	1,292			
5 bed House		0.0	0			0.0	0			
1 bed Flat		55.0	592	85.0%		64.7	696			
2 bed Flat		65.0	700	85.0%		76.5	823			
		Net area per unit		Net to Gross %		Gross (GIA) per unit				
		(sqm)	(sqft)	%		(sqm)	(sqft)			
AH Unit Floor areas -										
1 bed House		58.0	624			58.0	624			
2 bed House		70.0	753			70.0	753			
3 bed House		84.0	904			84.0	904			
4 bed House		97.0	1,044			97.0	1,044			
5 bed House		110.0	1,184			110.0	1,184			
1 bed Flat		50.0	538	85.0%		58.8	633			
2 bed Flat		61.0	657	85.0%		71.8	772			
		Mkt Units GIA		AH units GIA		Total GIA (all units)				
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	(sqft)			
Total Gross Floor areas -										
1 bed House		0	0	0	0	0	0			
2 bed House		31,624	340,398	13,629	146,701	45,253	487,099			
3 bed House		33,902	364,918	14,026	150,978	47,928	515,896			
4 bed House		53,064	571,176	21,127	227,405	74,191	798,581			
5 bed House		0	0	0	0	0	0			
1 bed Flat		10,578	113,862	4,736	50,983	15,315	164,845			
2 bed Flat		0	0	0	0	0	0			
		129,168	1,390,354	53,518	576,067	182,687	1,966,421			
AH % by floor area: 29.30% AH % by floor area due to mix										
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		200,000	3,333	310	0					
2 bed House		235,000	2,938	273	138,650,000					
3 bed House		295,000	2,950	274	149,270,000					
4 bed House		350,000	2,917	271	231,000,000					
5 bed House		0	#DIV/0!	#DIV/0!	0					
1 bed Flat		180,000	3,273	304	43,920,000					
2 bed Flat		200,000	3,077	286	0					
					562,840,000					
Affordable Housing values (£) -		Aff. Rent £	£psm	% of MV Shared ownership £	£psm	% of MV	First Homes £	£psm	% of MV	
1 bed House		100,000	1,724	50%	150,000	2,586	75%	140,000	2,414	70%
2 bed House		117,500	1,679	50%	176,250	2,518	75%	164,500	2,350	70%
3 bed House		147,500	1,756	50%	221,250	2,634	75%	206,500	2,458	70%
4 bed House		175,000	1,804	50%	262,500	2,706	75%	245,000	2,526	70%
5 bed House		0	0	50%	0	0	75%	0	0	70%
1 bed Flat		90,000	1,800	50%	135,000	2,700	75%	126,000	2,520	70%
2 bed Flat		100,000	1,639	50%	150,000	2,459	75%	140,000	2,295	70%

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	200,000	-
2 bed House	395.3	@	235,000	92,895,500
3 bed House	339.0	@	295,000	100,010,900
4 bed House	442.2	@	350,000	154,770,000
5 bed House	0.0	@	0	-
1 bed Flat	163.5	@	180,000	29,426,400
2 bed Flat	0.0	@	200,000	-
	1,340.0			377,102,800
Affordable Rent GDV -				
1 bed House	0.0	@	100,000	-
2 bed House	97.4	@	117,500	11,438,625
3 bed House	83.5	@	147,500	12,314,775
4 bed House	108.9	@	175,000	19,057,500
5 bed House	0.0	@	0	-
1 bed Flat	40.3	@	90,000	3,623,400
2 bed Flat	0.0	@	100,000	-
	330.0			46,434,300
Shared home ownership GDV -				
1 bed House	0.0	@	150,000	-
2 bed House	48.7	@	176,250	8,578,969
3 bed House	41.7	@	221,250	9,236,081
4 bed House	54.5	@	262,500	14,293,125
5 bed House	0.0	@	0	-
1 bed Flat	20.1	@	135,000	2,717,550
2 bed Flat	0.0	@	150,000	-
	165.0			34,825,725
First Homes GDV -				
1 bed House	0.0	@	140,000	-
2 bed House	48.7	@	164,500	8,007,038
3 bed House	41.7	@	206,500	8,620,343
4 bed House	54.5	@	245,000	13,340,250
5 bed House	0.0	@	0	-
1 bed Flat	20.1	@	126,000	2,536,380
2 bed Flat	0.0	@	140,000	-
	165.0			32,504,010
Sub-total GDV Residential				490,866,835
<i>AH on-site cost analysis:</i>				<i>EMV less £GDV</i> 71,973,165
	394	£ psm (total GIA sqm)	35,987	£ per unit (total units)
Grant	2,000	@	0	-
Total GDV				490,866,835

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(730,000)
Statutory Planning Fees (Residential)					(243,299)
CIL	129,168 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions					(2,666,040)
Early years setting	2,666,040				(2,666,040)
Biodiversity offset	1,018				(2,036,000)
Primary school	7,382,880				(7,382,880)
Sustainable transport	943				(1,886,000)
Electric charge points (housing)	500	per dwelling			(878,000)
Electric charge points (flats)	2,500	per 4x dwelling			(152,500)
Additional police funding	1,081,357				(1,081,357)
Year 8					-
Year 9					-
Year 10					-
total	2,000 units @	0 per unit		(16,082,777)	-
S106 analysis:	3.28% % of GDV	8,041 £ per unit (total units)			
AH Commuted Sum	182,687 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	176.50 acres @	£ per acre (if brownfield)			-
Infrastructure costs -					
Future Homes Standard housing	4,847	per dwelling			(8,511,332)
Future Homes Standard flats	2,256	per dwelling			(550,464)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	176.50 acres @	per acre		(9,061,796)	-
Infra. Costs analysis:	1.85% % of GDV	4,531 £ per unit (total units)			
1 bed House	- sqm @	1,033 psm			-
2 bed House	45,253 sqm @	1,033 psm			(46,746,349)
3 bed House	47,928 sqm @	1,033 psm			(49,509,955)
4 bed House	74,191 sqm @	1,033 psm			(76,638,890)
5 bed House	- sqm @	1,033 psm			-
1 bed Flat	15,315 sqm @	1,158 psm			(17,734,293)
2 bed Flat	182,687 sqm @	1,158 psm			-
External works	190,629,487 @	20.0% 19,063 £ per unit			(38,125,897)
M4(2) Category 2 Housing	50% of All units	2,000 units @ 1,400 £ per dwelling			(1,400,000)
RAMS contribution	100% of All units	2,000 units @ 122 £ per dwelling			(243,780)
Water efficiency		2,000 units @ 9 £ per dwelling			(18,000)
Contingency	239,478,960 @	5.0%			(11,973,948)
Professional Fees	239,478,960 @	10.0%			(23,947,896)
Disposal Costs -					
Marketing and Promotion	377,102,800 OMS @	1.50%			(5,656,542)
Residential Sales Agent Costs	377,102,800 OMS @	1.50%			(5,656,542)
Residential Sales Legal Costs	377,102,800 OMS @	0.50%			(1,885,514)
Interest (on Development Costs) -					
	6.50% APR	0.526% pcm			(1,864,859)
Developers Profit -					
Margin on AH	113,764,035	6.00% on AH values			(6,825,842)
Profit on GDV	377,102,800	20.00%			(75,420,560)
	307,520,337	24.53% on costs		(75,420,560)	
	490,866,835	16.76% blended		(82,246,402)	
TOTAL COSTS					(389,766,739)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				101,100,096
SDLT	101,100,096	@	5.0% (slabbed)	(5,044,505)
Acquisition Agent fees	101,100,096	@	1.0%	(1,011,001)
Acquisition Legal fees	101,100,096	@	0.5%	(505,500)
Interest on Land	101,100,096	@	6.50%	(6,571,506)
Residual Land Value				87,967,584
RLV analysis:	43,984 £ per plot	1,231,546 £ per ha	498,400 £ per acre	

Benchmark Land Value				
Residential Density	28.0	dph		
Site Area (Resi)	71.43	ha	176.50	acres
Density analysis:	2,558	sqm/ha	11,141	sqft/ac
Benchmark Land Value	17,650 £ per plot	494,200 £ per ha	200,000 £ per acre	35,300,000
Gross to net land area	50%			

BALANCE				
Surplus/(Deficit)	737,346 £ per ha	298,400 £ per acre		52,667,584

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SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)		20%	25%	30%	33%	40%	45%	50%
CIL Epsm 0.00	90	44,624,836	42,935,674	41,246,439	40,231,354	37,862,044	36,167,408	34,470,543
	95	43,761,865	42,129,110	40,495,257	39,513,956	37,222,259	35,583,299	33,941,764
	100	42,895,181	41,319,218	39,741,148	38,793,861	36,580,322	34,996,649	33,410,756
	105	42,024,741	40,505,810	38,984,074	38,071,019	35,936,204	34,408,210	32,877,799
	110	41,150,502	39,688,270	38,224,000	37,344,388	35,288,884	33,817,939	32,343,421
	115	40,272,420	38,867,300	37,460,824	36,614,970	34,639,150	33,224,582	31,806,810
	120	39,390,449	38,042,859	36,693,697	35,862,730	33,987,158	32,629,369	31,268,167
	125	38,504,408	37,214,906	35,923,474	35,147,633	33,332,879	32,032,275	30,728,043
	130	37,613,843	36,383,400	35,150,118	34,409,457	32,675,287	31,432,637	30,185,771
	135	36,719,275	35,548,298	34,373,591	33,667,584	32,015,230	30,830,480	29,641,292
	140	35,820,659	34,708,870	33,593,855	32,922,763	31,352,808	30,226,372	29,095,272
	145	34,917,948	33,865,715	32,810,389	32,174,957	30,687,988	29,620,285	28,547,278
	150	34,011,096	33,018,856	32,023,283	31,424,131	30,019,961	29,011,132	27,996,811
	155	33,100,057	32,168,252	31,232,869	30,670,247	29,349,198	28,399,835	27,444,742
	160	32,184,783	31,313,859	30,439,107	29,912,446	28,675,958	27,786,488	26,890,966
	165	31,265,226	30,455,633	29,641,959	29,151,481	28,000,208	27,170,908	26,334,357
	170	30,341,194	29,593,532	28,841,384	28,387,363	27,321,580	26,552,245	25,776,083
	175	29,412,444	28,727,252	28,037,088	27,620,055	26,639,719	25,931,459	25,216,120
	180	28,479,291	27,856,672	27,228,814	26,849,519	25,955,265	25,308,523	24,653,557
	185	27,541,683	26,982,102	26,417,011	26,075,643	25,268,186	24,683,174	24,088,920
	190	26,599,573	26,103,498	25,601,636	25,297,768	24,578,450	24,054,769	23,522,529

		AH - % on site 33%						
Balance (RLV - BLV)		20%	25%	30%	33%	40%	45%	50%
Site Specific S106 0	-	59,531,194	56,891,344	54,251,494	52,667,584	48,971,794	46,331,912	43,691,659
	500	58,478,125	55,838,483	53,198,842	51,615,057	47,919,560	45,279,918	42,640,277
	1,000	57,419,326	54,779,699	52,140,071	50,556,294	46,860,816	44,221,188	41,581,560
	1,500	56,354,739	53,714,928	51,075,118	49,491,232	45,795,498	43,155,688	40,515,878
	2,000	55,284,302	52,644,112	50,003,922	48,419,808	44,723,543	42,082,974	39,442,206
	2,500	54,207,956	51,567,188	48,926,420	47,341,960	43,643,994	41,002,449	38,360,904
	3,000	53,125,640	50,484,095	47,842,487	46,256,974	42,557,443	39,914,921	37,272,399
	3,500	52,037,292	49,394,770	46,751,426	45,165,205	41,464,024	38,820,323	36,175,249
	4,000	50,942,851	48,298,916	45,653,834	44,066,785	40,363,670	37,717,188	35,070,521
	4,500	49,842,255	47,196,314	44,549,647	42,961,647	39,255,257	36,606,801	33,957,878
	5,000	48,735,441	46,087,257	43,438,801	41,849,727	38,139,554	35,489,103	32,836,487
	5,500	47,622,130	44,971,679	42,321,229	40,730,388	37,016,676	34,362,528	31,707,467
	6,000	46,502,168	43,849,516	41,196,677	39,603,640	35,886,107	33,228,428	30,569,228
	6,500	45,375,764	42,720,703	40,064,479	38,469,872	34,747,274	32,086,456	29,422,909
	7,000	44,242,852	41,585,173	38,925,320	37,329,016	33,601,020	30,935,504	28,267,651
	7,500	43,103,366	40,442,676	37,779,130	36,180,790	32,447,070	29,776,808	27,103,568
	8,000	41,957,240	39,292,638	36,625,841	35,024,332	31,284,235	28,609,246	25,930,635
	8,500	40,804,408	38,135,646	35,464,903	33,860,539	30,113,726	27,433,052	24,748,312
	9,000	39,644,803	36,971,630	34,296,042	32,689,340	28,935,128	26,248,545	23,557,034
	9,500	38,478,356	35,800,521	33,119,833	31,510,178	27,747,394	25,054,379	22,355,984
	10,000	37,304,198	34,622,251	31,936,208	30,322,573	26,551,725	23,852,014	21,145,672

		AH - % on site 33%						
Balance (RLV - BLV)		20%	25%	30%	33%	40%	45%	50%
Profit 20.00%	15%	79,118,026	75,253,999	71,389,972	69,071,555	63,661,918	59,797,859	55,933,429
	16%	75,200,659	71,581,468	67,962,276	65,790,761	60,723,893	57,104,670	53,485,075
	17%	71,283,293	67,908,937	64,534,580	62,509,967	57,785,868	54,411,480	51,036,721
	18%	67,365,926	64,236,406	61,106,885	59,229,172	54,847,843	51,718,291	48,588,367
	19%	63,448,560	60,563,875	57,679,189	55,948,378	51,909,818	49,025,101	46,140,013
	20%	59,531,194	56,891,344	54,251,494	52,667,584	48,971,794	46,331,912	43,691,659
	21%	55,613,827	53,218,813	50,823,798	49,386,789	46,033,769	43,638,723	41,243,305
	22%	51,696,461	49,546,282	47,396,102	46,105,995	43,095,744	40,945,533	38,794,951
	23%	47,779,094	45,873,751	43,968,407	42,825,200	40,157,719	38,252,344	36,346,597
	24%	43,861,728	42,201,220	40,540,711	39,544,406	37,219,694	35,559,154	33,898,243
	25%	39,944,362	38,528,689	37,113,016	36,263,612	34,281,670	32,865,965	31,449,889

211004_strategic sites_zero CIL

Scheme Ref: SCLP12.3 Felixstowe Garden Neighbourhood
Title: 2000 No. Units at mid higher value
Notes: Greenfield

		AH - % on site 33%						
Balance (RLV - BLV)	52,667,584	20%	25%	30%	33%	40%	45%	50%
BLV (per acre)	70,000	82,476,194	79,836,344	77,196,494	75,612,584	71,916,794	69,276,912	66,636,659
	80,000	80,711,194	78,071,344	75,431,494	73,847,584	70,151,794	67,511,912	64,871,659
	90,000	78,946,194	76,306,344	73,666,494	72,082,584	68,386,794	65,746,912	63,106,659
	100,000	77,181,194	74,541,344	71,901,494	70,317,584	66,621,794	63,981,912	61,341,659
	110,000	75,416,194	72,776,344	70,136,494	68,552,584	64,856,794	62,216,912	59,576,659
	125,000	72,768,694	70,128,844	67,488,994	65,905,084	62,209,294	59,569,412	56,929,159
	130,000	71,886,194	69,246,344	66,606,494	65,022,584	61,326,794	58,686,912	56,046,659
	140,000	70,121,194	67,481,344	64,841,494	63,257,584	59,561,794	56,921,912	54,281,659
150,000	68,356,194	65,716,344	63,076,494	61,492,584	57,796,794	55,156,912	52,516,659	
160,000	66,591,194	63,951,344	61,311,494	59,727,584	56,031,794	53,391,912	50,751,659	

		AH - % on site 33%						
Balance (RLV - BLV)	52,667,584	20%	25%	30%	33%	40%	45%	50%
Density (dph)	10	(4,008,806)	(6,648,656)	(9,288,506)	(10,872,416)	(14,568,206)	(17,208,088)	(19,848,341)
	12	12,464,527	9,824,677	7,184,827	5,600,917	1,905,127	(734,755)	(3,375,007)
	15	28,937,860	26,298,010	23,658,160	22,074,250	18,378,460	15,738,579	13,098,326
	18	39,920,082	37,280,232	34,640,382	33,056,472	29,360,682	26,720,801	24,080,548
	20	45,411,194	42,771,344	40,131,494	38,547,584	34,851,794	32,211,912	29,571,659
	23	51,857,280	49,217,430	46,577,580	44,993,670	41,297,880	38,657,999	36,017,746
	25	55,295,194	52,655,344	50,015,494	48,431,584	44,735,794	42,095,912	39,455,659
	30	61,884,527	59,244,677	56,604,827	55,020,917	51,325,127	48,685,245	46,044,993
	36	67,375,638	64,735,788	62,095,938	60,512,028	56,816,238	54,176,356	51,536,104
	40	70,121,194	67,481,344	64,841,494	63,257,584	59,561,794	56,921,912	54,281,659
45	72,866,749	70,226,899	67,587,049	66,003,139	62,307,349	59,667,468	57,027,215	

		AH - % on site 33%						
Balance (RLV - BLV)	52,667,584	20%	25%	30%	33%	40%	45%	50%
% Cat M4(2)	40%	59,816,196	57,176,346	54,536,496	52,952,586	49,256,796	46,616,920	43,976,368
	45%	59,673,695	57,033,845	54,393,995	52,810,085	49,114,295	46,474,266	43,834,013
	50%	59,531,194	56,891,344	54,251,494	52,667,584	48,971,794	46,331,912	43,691,659
	55%	59,388,692	56,748,842	54,108,992	52,525,082	48,829,292	46,189,442	43,549,305
	60%	59,246,191	56,606,341	53,966,491	52,382,581	48,686,791	46,046,941	43,406,951
	65%	59,103,689	56,463,839	53,823,989	52,240,079	48,544,289	45,904,439	43,264,590
	70%	58,961,188	56,321,338	53,681,488	52,097,578	48,401,788	45,761,938	43,122,088
	75%	58,818,687	56,178,837	53,538,987	51,955,077	48,259,287	45,619,437	42,979,587
80%	58,676,185	56,036,335	53,396,485	51,812,575	48,116,785	45,476,935	42,837,085	

		AH - % on site 33%						
Balance (RLV - BLV)	52,667,584	0%	10%	15%	33%	40%	45%	50%
RAMS contribution	321.22	69,684,811	64,405,111	61,765,261	52,261,801	48,566,011	45,926,161	43,286,295
	300.00	69,728,009	64,448,309	61,808,459	52,304,999	48,609,209	45,969,359	43,329,449
	250.00	69,829,796	64,550,096	61,910,246	52,406,786	48,710,996	46,071,146	43,431,131
	200.00	69,931,582	64,651,882	62,012,032	52,508,572	48,812,782	46,172,932	43,532,812
	121.89	70,090,593	64,810,894	62,171,044	52,667,584	48,971,794	46,331,912	43,691,659
	100.00	70,135,156	64,855,456	62,215,606	52,712,146	49,016,356	46,376,428	43,736,175
	50.00	70,236,942	64,957,242	62,317,392	52,813,932	49,118,142	46,478,110	43,837,857
	20.00	70,298,014	65,018,314	62,378,464	52,875,004	49,179,214	46,539,119	43,898,866
	0.00	70,338,729	65,059,029	62,419,179	52,915,719	49,219,929	46,579,791	43,939,539

		GDV - % 100%						
Balance (RLV - BLV)	52,667,584	85.00%	87.50%	90.00%	92.50%	95.00%	97.50%	100.00%
CIL Epsm	90.00	1,056,980	7,681,601	14,256,838	20,793,285	27,298,084	33,775,662	40,231,354
	95.00	270,890	6,911,506	13,500,576	20,048,767	26,563,773	33,050,267	39,513,956
	100.00	(520,389)	6,136,952	12,740,281	19,300,573	25,825,930	32,321,861	38,793,861
	105.00	(1,316,539)	5,357,932	11,975,913	18,548,661	25,084,718	31,590,407	38,071,019
	110.00	(2,117,608)	4,574,402	11,207,428	17,792,994	24,340,099	30,855,869	37,344,388
	115.00	(2,923,645)	3,786,315	10,434,783	17,033,528	23,592,034	30,117,694	36,614,970
	120.00	(3,735,240)	2,993,628	9,657,936	16,270,224	22,840,485	29,376,151	35,882,730
	125.00	(4,552,178)	2,196,292	8,876,842	15,503,041	22,085,411	28,631,431	35,147,633

		Build rate (Epsm) 33%						
Balance (RLV - BLV)	52,667,584	100.00%	102.50%	105.00%	107.50%	110.00%	112.50%	115.00%
CIL Epsm	90.00	40,231,354	34,303,863	28,358,232	22,392,057	16,401,690	10,384,389	4,334,714
	95.00	39,513,956	33,579,321	27,625,700	21,650,677	15,650,829	9,622,699	3,561,078
	100.00	38,793,861	32,851,835	26,889,974	20,905,849	14,896,241	8,857,017	2,782,945
	105.00	38,071,019	32,121,367	26,151,019	20,157,535	14,137,886	8,087,299	2,000,433
	110.00	37,344,388	31,387,059	25,408,796	19,405,696	13,375,723	7,313,505	1,213,524
	115.00	36,614,970	30,649,716	24,662,832	18,650,292	12,609,712	6,535,556	422,171
	120.00	35,882,730	29,909,302	23,913,379	17,891,285	11,839,809	5,753,387	(373,669)
	125.00	35,147,633	29,165,779	23,160,563	17,128,633	11,065,933	4,966,990	(1,174,042)
	130.00	34,409,457	28,419,113	22,404,344	16,362,297	10,288,027	4,176,320	(1,978,995)
	135.00	33,667,584	27,669,224	21,644,683	15,592,237	9,506,125	3,381,334	(2,788,573)
140.00	32,922,763	26,915,429	20,881,543	14,818,360	8,720,185	2,581,985	(3,602,824)	

		Density 28.0						
Balance (RLV - BLV)	52,667,584	20.00	25.00	30.00	35.00	40.00	45.00	50.00
CIL Epsm	130.00	20,289,457	30,173,457	36,762,791	41,469,457	44,999,457	47,745,013	49,941,457
	135.00	19,547,584	29,431,584	36,020,917	40,727,584	44,257,584	47,003,140	49,199,584
	140.00	18,802,763	28,686,763	35,276,096	39,982,763	43,512,763	46,258,318	48,454,763
	145.00	18,054,957	27,938,957	34,528,291	39,234,957	42,764,957	45,510,513	47,706,957
	150.00	17,304,131	27,188,131	33,777,464	38,484,131	42,014,131	44,759,686	46,956,131
	155.00	16,550,247	26,434,247	33,023,581	37,730,247	41,260,247	44,005,803	46,202,247
	160.00	15,792,446	25,676,446	32,265,779	36,972,446	40,502,446	43,248,002	45,444,446
	165.00	15,031,481	24,915,481	31,504,814	36,211,481	39,741,481	42,487,037	44,683,481

NOTES

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Revisions\211004_strategic sites_zero CIL\Felixstowe G. Neighbourhood

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Scheme Ref: SCLP12.3 Felixstowe Garden Neighbourhood
Title: 2000 No. Units at mid higher value
Notes: Greenfield

Cells highlighted in green are sensitivity input cells

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

211004_strategic sites_zero CIL

Scheme Ref: SCLP12.64 Trimley St Martin
 Title: 360 No. Units at mid higher value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		360 Units							
AH Policy requirement (% Target)		33%							
AH tenure split %	Affordable Rent:	50%							
	Shared home ownership:	25%							
	First Homes	25%							
Open Market Sale (OMS) housing		67%							
		100%							
Max CIL Rate (£ psm)		0.00 £ psm							
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
2 bed House	29.5%	71.2	29.5%	35.0	30%	106.2			
3 bed House	25.3%	61.0	25.3%	30.1	25%	91.1			
4 bed House	33.0%	79.6	33.0%	39.2	33%	118.8			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	12.2%	29.4	12.2%	14.5	12%	43.9			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	241.2	100.0%	118.8	100%	360.0			
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)					
1 bed House	60.0	646		60.0	646				
2 bed House	80.0	861		80.0	861				
3 bed House	100.0	1,076		100.0	1,076				
4 bed House	120.0	1,292		120.0	1,292				
5 bed House	0.0	0		0.0	0				
1 bed Flat	55.0	592	85.0%	64.7	696				
2 bed Flat	65.0	700	85.0%	76.5	823				
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm) (sqft)					
1 bed House	58.0	624		58.0	624				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	110.0	1,184		110.0	1,184				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	0	0	0	0	0	0			
2 bed House	5,692	61,272	2,453	26,406	8,146	87,678			
3 bed House	6,102	65,685	2,525	27,176	8,627	92,861			
4 bed House	9,552	102,812	3,803	40,933	13,354	143,745			
5 bed House	0	0	0	0	0	0			
1 bed Flat	1,904	20,495	853	9,177	2,757	29,672			
2 bed Flat	0	0	0	0	0	0			
	23,250	250,264	9,633	103,692	32,884	353,956			
AH % by floor area:		29.30% AH % by floor area due to mix							
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House	200,000	3,333	310	0					
2 bed House	235,000	2,938	273	24,957,000					
3 bed House	295,000	2,950	274	26,868,600					
4 bed House	350,000	2,917	271	41,580,000					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	180,000	3,273	304	7,905,600					
2 bed Flat	200,000	3,077	286	0					
				101,311,200					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	First Homes £	£psm	% of MV
1 bed House	100,000	1,724	50%	150,000	2,586	75%	140,000	2,414	70%
2 bed House	117,500	1,679	50%	176,250	2,518	75%	164,500	2,350	70%
3 bed House	147,500	1,756	50%	221,250	2,634	75%	206,500	2,458	70%
4 bed House	175,000	1,804	50%	262,500	2,706	75%	245,000	2,526	70%
5 bed House	0	0	50%	0	0	75%	0	0	70%
1 bed Flat	90,000	1,800	50%	135,000	2,700	75%	126,000	2,520	70%
2 bed Flat	100,000	1,639	50%	150,000	2,459	75%	140,000	2,295	70%

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Scheme Ref: SCLP12.64 Trimley St Martin
 Title: 360 No. Units at mid higher value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	200,000	-
2 bed House	71.2	@	235,000	16,721,190
3 bed House	61.0	@	295,000	18,001,962
4 bed House	79.6	@	350,000	27,858,600
5 bed House	0.0	@	0	-
1 bed Flat	29.4	@	180,000	5,296,752
2 bed Flat	0.0	@	200,000	-
	241.2			67,878,504
Affordable Rent GDV -				
1 bed House	0.0	@	100,000	-
2 bed House	17.5	@	117,500	2,058,953
3 bed House	15.0	@	147,500	2,216,660
4 bed House	19.6	@	175,000	3,430,350
5 bed House	0.0	@	0	-
1 bed Flat	7.2	@	90,000	652,212
2 bed Flat	0.0	@	100,000	-
	59.4			8,358,174
Shared home ownership GDV -				
1 bed House	0.0	@	150,000	-
2 bed House	8.8	@	176,250	1,544,214
3 bed House	7.5	@	221,250	1,662,495
4 bed House	9.8	@	262,500	2,572,763
5 bed House	0.0	@	0	-
1 bed Flat	3.6	@	135,000	489,159
2 bed Flat	0.0	@	150,000	-
	29.7			6,268,631
First Homes GDV -				
1 bed House	0.0	@	140,000	-
2 bed House	8.8	@	164,500	1,441,267
3 bed House	7.5	@	206,500	1,551,662
4 bed House	9.8	@	245,000	2,401,245
5 bed House	0.0	@	0	-
1 bed Flat	3.6	@	126,000	456,548
2 bed Flat	0.0	@	140,000	-
	29.7			5,850,722
Sub-total GDV Residential				88,356,030
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV</i> 12,955,170
	394	£ psm (total GIA sqm)	35,987	£ per unit (total units)
Grant	360	@	0	-
Total GDV				88,356,030

211004_strategic sites_zero CIL

Scheme Ref: SCLP12.64 Trimley St Martin
 Title: 360 No. Units at mid higher value
 Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(160,000)
Statutory Planning Fees (Residential)					(54,699)
CIL	23,250 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	Access, footway and cycle connecti	300,000			(300,000)
	Biodiversity offset	1,018			(366,480)
	Early years setting	676,764			(676,764)
	New primary school	1,845,720			(1,845,720)
	Sustainable transport	943			(339,480)
	Electric charge points (housing)	500 per dwelling			(158,040)
	Electric charge points (flats)	2,500 per 4x dwelling			(27,450)
	Year 8				-
	Year 9				-
	Year 10				-
	total	360 units @	0 per unit	(3,713,934)	-
S106 analysis:	4.20% % of GDV	10,316 £ per unit (total units)			
AH Commuted Sum	32,884 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	21.18 acres @	£ per acre (if brownfield)			-
Infrastructure costs -					
	Future Homes Standard housing	4,847 per dwelling			(1,532,040)
	Future Homes Standard flats	2,256 per dwelling			(99,084)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	21.18 acres @	per acre	(1,631,123)	-
Infra. Costs analysis:	1.85% % of GDV	4,531 £ per unit (total units)			
1 bed House	- sqm @	1,033 psm			-
2 bed House	8,146 sqm @	1,033 psm			(8,414,343)
3 bed House	8,627 sqm @	1,033 psm			(8,911,792)
4 bed House	13,354 sqm @	1,033 psm			(13,795,000)
5 bed House	- sqm @	1,033 psm			-
1 bed Flat	2,757 sqm @	1,158 psm			(3,192,173)
2 bed Flat	32,884 sqm @	1,158 psm			-
External works	34,313,308 @	20.0% 19,063 £ per unit			(6,862,662)
M4(2) Category 2 Housing	50% of All units	360 units @ 1,400 £ per dwelling			(252,000)
RAMS contribution	100% of All units	360 units @ 122 £ per dwelling			(43,880)
Water efficiency		360 units @ 9 £ per dwelling			(3,240)
Contingency	43,106,213 @	5.0%			(2,155,311)
Professional Fees	43,106,213 @	10.0%			(4,310,621)
Disposal Costs -					
Marketing and Promotion	67,878,504 OMS @	1.50%			(1,018,178)
Residential Sales Agent Costs	67,878,504 OMS @	1.50%			(1,018,178)
Residential Sales Legal Costs	67,878,504 OMS @	0.50%			(339,393)
Interest (on Development Costs) -					
	6.50% APR	0.526% pcm			(147,569)
Developers Profit -					
Margin on AH	20,477,526	6.00% on AH values			(1,228,652)
Profit on GDV	67,878,504	20.00%			(13,575,701)
	56,024,094	24.23% on costs	(13,575,701)		
	88,356,030	16.76% blended	(14,804,352)		
TOTAL COSTS					(70,828,447)

211004_strategic sites_zero CIL

Scheme Ref: SCLP12.64 Trimley St Martin
 Title: 360 No. Units at mid higher value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				17,527,584
SDLT	17,527,584	@	5.0% (slabbed)	(865,879)
Acquisition Agent fees	17,527,584	@	1.0%	(175,276)
Acquisition Legal fees	17,527,584	@	0.5%	(87,638)
Interest on Land	17,527,584	@	6.50%	(1,139,293)
Residual Land Value				15,259,498
RLV analysis:	42,387 £ per plot	1,780,275 £ per ha	720,467 £ per acre	

Benchmark Land Value				
Residential Density	42.0	dph		
Site Area (Resi)	8.57	ha	21.18	acres
Density analysis:	3,836	sqm/ha	16,712	sqft/ac
Benchmark Land Value	7,354 £ per plot	308,875 £ per ha	125,000 £ per acre	2,647,500
Gross to net land area	80%			

BALANCE				
Surplus/(Deficit)	1,471,400	£ per ha	595,467	£ per acre
				12,611,998

211004_strategic sites_zero CIL

Scheme Ref: SCLP12.64 Trimley St Martin
 Title: 360 No. Units at mid higher value
 Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 33%							
Balance (RLV - BLV)		12,611,998	20%	25%	30%	33%	40%	45%	50%
CIL Epsm 0.00		150	9,843,623	9,623,275	9,402,541	9,269,715	8,959,191	8,736,715	8,513,145
		155	9,706,396	9,494,864	9,283,077	9,155,602	8,857,535	8,643,530	8,428,875
		160	9,568,704	9,366,453	9,163,227	9,041,291	8,755,405	8,550,345	8,344,604
		165	9,431,011	9,237,440	9,043,376	8,926,577	8,653,214	8,457,160	8,260,099
		170	9,293,036	9,108,353	8,923,388	8,811,863	8,551,023	8,363,710	8,175,385
		175	9,154,619	8,979,266	8,802,907	8,697,091	8,448,588	8,270,034	8,090,671
		180	9,016,202	8,849,609	8,682,426	8,581,773	8,345,859	8,176,359	8,005,958
		185	8,877,464	8,719,843	8,561,900	8,466,456	8,243,130	8,082,684	7,920,918
		190	8,738,318	8,590,077	8,440,785	8,351,138	8,140,379	7,988,539	7,835,759
		195	8,599,173	8,459,760	8,319,670	8,235,286	8,037,110	7,894,371	7,750,600
		200	8,459,655	8,329,311	8,198,555	8,119,362	7,933,840	7,800,203	7,665,440
		205	8,319,778	8,198,862	8,076,843	8,003,437	7,830,571	7,705,846	7,579,855
		210	8,179,900	8,067,873	7,955,090	7,887,096	7,726,951	7,611,182	7,494,248
		215	8,039,588	7,936,738	7,833,338	7,770,562	7,623,138	7,516,518	7,408,640
		220	7,898,975	7,805,602	7,711,059	7,654,028	7,519,325	7,421,855	7,322,947
		225	7,758,361	7,673,925	7,588,667	7,537,186	7,415,367	7,326,779	7,236,889
		230	7,617,238	7,542,100	7,466,274	7,420,039	7,311,008	7,231,617	7,150,831
		235	7,475,885	7,410,275	7,343,416	7,302,891	7,206,649	7,136,455	7,064,774
		240	7,334,531	7,277,896	7,220,379	7,185,537	7,102,290	7,041,146	6,978,513
		245	7,192,582	7,145,377	7,097,342	7,067,773	6,997,433	6,945,484	6,892,002
		250	7,050,485	7,012,858	6,973,892	6,950,009	6,892,525	6,849,821	6,805,491
		AH - % on site 33%							
Balance (RLV - BLV)		12,611,998	20%	25%	30%	33%	40%	45%	50%
Site Specific S106 0		15,000	8,526,781	8,047,575	7,568,369	7,280,845	6,609,263	6,129,351	5,649,019
		15,500	8,342,516	7,863,309	7,383,850	7,095,903	6,424,027	5,943,504	5,462,809
		16,000	8,158,250	7,678,526	7,198,614	6,910,668	6,237,990	5,757,294	5,275,910
		16,500	7,973,202	7,493,290	7,013,171	6,724,754	6,051,780	5,570,279	5,088,720
		17,000	7,787,966	7,307,657	6,826,961	6,538,544	5,864,649	5,383,065	4,900,561
		17,500	7,602,142	7,121,447	6,640,579	6,351,643	5,677,394	5,194,890	4,712,117
		18,000	7,415,932	6,934,949	6,453,389	6,164,453	5,489,219	5,006,480	4,522,952
		18,500	7,229,319	6,747,759	6,266,052	5,976,550	5,300,844	4,817,315	4,333,219
		19,000	7,042,129	6,560,381	6,077,877	5,788,375	5,111,679	4,627,693	4,143,059
		19,500	6,854,710	6,372,207	5,889,571	5,599,454	4,922,167	4,437,532	3,952,020
		20,000	6,666,536	6,183,935	5,700,406	5,410,289	4,732,006	4,246,681	3,760,665
		20,500	6,478,298	5,994,770	5,511,114	5,220,334	4,541,341	4,055,520	3,568,498
		21,000	6,289,133	5,805,588	5,320,954	5,030,174	4,350,180	3,863,422	3,375,808
		21,500	6,099,968	5,615,428	5,130,661	4,839,169	4,158,345	3,671,071	3,182,630
		22,000	5,909,902	5,425,268	4,939,501	4,648,008	3,966,178	3,477,893	2,988,587
		22,500	5,719,742	5,234,161	4,748,191	4,455,937	3,773,156	3,284,267	2,794,195
		23,000	5,528,821	5,043,000	4,556,025	4,263,771	3,579,948	3,090,073	2,598,979
		23,500	5,337,660	4,850,948	4,363,683	4,070,618	3,385,753	2,895,154	2,403,204
		24,000	5,145,871	4,658,781	4,170,505	3,877,384	3,191,330	2,699,938	2,206,961
		24,500	4,953,705	4,465,768	3,977,114	3,683,189	2,996,114	2,503,709	2,009,784
		25,000	4,761,031	4,272,590	3,782,920	3,488,845	2,800,457	2,307,184	1,812,226
		AH - % on site 33%							
Balance (RLV - BLV)		12,611,998	20%	25%	30%	33%	40%	45%	50%
Profit 20.00%		15%	17,378,941	16,681,161	15,983,381	15,564,713	14,587,782	13,889,567	13,191,351
		16%	16,673,815	16,020,105	15,366,396	14,974,170	14,058,937	13,404,792	12,750,648
		17%	15,968,689	15,359,050	14,749,410	14,383,627	13,530,093	12,920,018	12,309,944
		18%	15,263,563	14,697,994	14,132,425	13,793,084	13,001,248	12,435,244	11,869,240
		19%	14,558,437	14,036,939	13,515,440	13,202,541	12,472,404	11,950,470	11,428,536
		20%	13,853,311	13,375,883	12,898,455	12,611,998	11,943,560	11,465,696	10,987,833
		21%	13,148,185	12,714,827	12,281,469	12,021,455	11,414,715	10,980,922	10,547,129
		22%	12,443,059	12,053,772	11,664,484	11,430,912	10,885,871	10,496,148	10,106,425
		23%	11,737,933	11,392,716	11,047,499	10,840,369	10,357,026	10,011,374	9,665,722
		24%	11,032,807	10,731,661	10,430,514	10,249,826	9,828,182	9,526,600	9,225,018
		25%	10,327,681	10,070,605	9,813,529	9,659,283	9,299,337	9,041,826	8,784,314

211004_strategic sites_zero CIL

Scheme Ref: SCLP12.64 Trimley St Martin
 Title: 360 No. Units at mid higher value
 Notes: Greenfield

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	12,611,998							
	70,000	15,018,211	14,540,783	14,063,355	13,776,898	13,108,460	12,630,596	12,152,733
	80,000	14,806,411	14,328,983	13,851,555	13,565,098	12,896,660	12,418,796	11,940,933
BLV (per acre)	90,000	14,594,611	14,117,183	13,639,755	13,353,298	12,684,860	12,206,996	11,729,133
	100,000	14,382,811	13,905,383	13,427,955	13,141,498	12,473,060	11,995,196	11,517,333
	110,000	14,171,011	13,693,583	13,216,155	12,929,698	12,261,260	11,783,396	11,305,533
	125,000	13,853,311	13,375,883	12,898,455	12,611,998	11,943,560	11,465,696	10,987,833
	130,000	13,747,411	13,269,983	12,792,555	12,506,098	11,837,660	11,359,796	10,881,933
	140,000	13,535,611	13,058,183	12,580,755	12,294,298	11,625,860	11,147,996	10,670,133
	150,000	13,323,811	12,846,383	12,368,955	12,082,498	11,414,060	10,936,196	10,458,333
	160,000	13,112,011	12,634,583	12,157,155	11,870,698	11,202,260	10,724,396	10,246,533

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	12,611,998							
	10	5,381,311	4,903,883	4,426,455	4,139,998	3,471,560	2,993,696	2,515,833
	12	7,234,561	6,757,133	6,279,705	5,993,248	5,324,810	4,846,946	4,369,083
Density (dph)	15	9,087,811	8,610,383	8,132,955	7,846,498	7,178,060	6,700,196	6,222,333
	18	10,323,311	9,845,883	9,368,455	9,081,998	8,413,560	7,935,696	7,457,833
	20	10,941,061	10,463,633	9,986,205	9,699,748	9,031,310	8,553,446	8,075,583
	23	11,666,246	11,188,818	10,711,389	10,424,933	9,756,494	9,278,631	8,800,767
	25	12,053,011	11,575,583	11,098,155	10,811,698	10,143,260	9,665,396	9,187,533
	30	12,794,311	12,316,883	11,839,455	11,552,998	10,884,560	10,406,696	9,928,833
	36	13,412,061	12,934,633	12,457,205	12,170,748	11,502,310	11,024,446	10,546,583
	40	13,720,936	13,243,508	12,766,080	12,479,623	11,811,185	11,333,321	10,855,458
	45	14,029,811	13,552,383	13,074,955	12,788,498	12,120,060	11,642,196	11,164,333

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	12,611,998							
	40%	13,904,233	13,426,805	12,949,377	12,662,920	11,994,426	11,516,562	11,038,699
	45%	13,878,772	13,401,344	12,923,916	12,637,459	11,968,993	11,491,129	11,013,266
% Cat M4(2)	50%	13,853,311	13,375,883	12,898,455	12,611,998	11,943,560	11,465,696	10,987,833
	55%	13,827,850	13,350,422	12,872,994	12,586,537	11,918,126	11,440,263	10,962,400
	60%	13,802,389	13,324,961	12,847,532	12,561,075	11,892,676	11,414,830	10,936,966
	65%	13,776,928	13,299,499	12,822,071	12,535,614	11,867,215	11,389,397	10,911,533
	70%	13,751,467	13,274,038	12,796,610	12,510,153	11,841,754	11,363,964	10,886,100
	75%	13,726,005	13,248,577	12,771,149	12,484,692	11,816,292	11,338,530	10,860,667
	80%	13,700,544	13,223,116	12,745,688	12,459,231	11,790,831	11,313,097	10,835,234

		AH - % on site 33%						
		0%	10%	15%	33%	40%	45%	50%
Balance (RLV - BLV)	12,611,998							
	321.22	15,689,339	14,735,207	14,258,140	12,539,495	11,871,096	11,393,273	10,915,410
RAMS contribution	300.00	15,697,067	14,742,934	14,265,868	12,547,214	11,878,814	11,400,983	10,923,120
	250.00	15,715,274	14,761,142	14,284,075	12,565,400	11,897,001	11,419,150	10,941,286
	200.00	15,733,482	14,779,350	14,302,283	12,583,587	11,915,180	11,437,316	10,959,453
	121.89	15,761,926	14,807,794	14,330,727	12,611,998	11,943,560	11,465,696	10,987,833
	100.00	15,769,898	14,815,765	14,338,699	12,619,960	11,951,513	11,473,649	10,995,786
	50.00	15,788,106	14,833,973	14,356,888	12,638,146	11,969,679	11,491,816	11,013,953
	20.00	15,799,030	14,844,898	14,367,800	12,649,058	11,980,579	11,502,716	11,024,852
	0.00	15,806,313	14,852,181	14,375,075	12,656,333	11,987,846	11,509,982	11,032,119

		GDV - % 100%						
		75.00%	77.50%	80.00%	82.50%	85.00%	87.50%	90.00%
Balance (RLV - BLV)	12,611,998							
	150.00	(2,395,776)	(1,199,603)	(14,427)	1,162,465	2,332,682	3,497,694	4,658,146
	155.00	(2,521,877)	(1,323,712)	(136,597)	1,041,807	2,213,415	3,379,419	4,540,998
CIL Epsm	160.00	(2,650,355)	(1,448,032)	(259,098)	920,912	2,093,782	3,261,036	4,423,685
	165.00	(2,796,377)	(1,572,794)	(381,911)	799,674	1,974,044	3,142,399	4,305,921
	170.00	(2,942,824)	(1,697,934)	(505,112)	678,143	1,853,782	3,023,392	4,188,157
	175.00	(3,089,938)	(1,823,352)	(628,571)	556,315	1,733,520	2,904,383	4,069,961
	180.00	(3,237,383)	(1,949,322)	(752,481)	434,145	1,612,670	2,784,751	3,951,578
	185.00	(3,385,375)	(2,075,469)	(876,590)	311,717	1,491,775	2,665,118	3,833,109

		Build rate (Epsm) 33%						
		110.00%	112.50%	115.00%	117.50%	120.00%	122.50%	125.00%
Balance (RLV - BLV)	12,611,998							
	150.00	5,039,523	3,975,765	2,908,847	1,838,413	763,910	(315,599)	(1,400,724)
	155.00	4,922,602	3,858,001	2,790,385	1,718,781	643,030	(437,663)	(1,524,183)
	160.00	4,805,454	3,740,237	2,671,379	1,599,026	522,135	(559,833)	(1,647,724)
	165.00	4,688,307	3,621,919	2,552,372	1,478,764	400,781	(682,454)	(1,771,833)
	170.00	4,570,614	3,503,535	2,432,973	1,358,502	279,250	(805,267)	(1,896,025)
CIL Epsm	175.00	4,452,850	3,384,977	2,313,340	1,237,718	157,413	(928,456)	(2,020,787)
	180.00	4,334,991	3,265,971	2,193,617	1,116,823	35,243	(1,051,915)	(2,145,639)
	185.00	4,216,608	3,146,964	2,073,355	995,630	(87,086)	(1,175,681)	(2,271,057)
	190.00	4,098,224	3,027,532	1,953,093	874,099	(209,899)	(1,299,790)	(2,396,581)
	195.00	3,979,569	2,907,899	1,832,405	752,489	(332,729)	(1,424,143)	(2,522,659)
	200.00	3,860,563	2,788,208	1,711,510	630,319	(456,188)	(1,548,905)	(2,650,636)

		Density 42.0						
		35.00	40.00	45.00	50.00	55.00	60.00	65.00
Balance (RLV - BLV)	12,611,998							
	250.00	6,420,509	6,817,634	7,126,509	7,373,609	7,575,782	7,744,259	7,886,817
	275.00	5,828,437	6,225,562	6,534,437	6,781,537	6,983,710	7,152,187	7,294,745
	300.00	5,231,564	5,628,689	5,937,564	6,184,664	6,386,837	6,555,314	6,697,872
CIL Epsm	325.00	4,629,241	5,026,366	5,335,241	5,582,341	5,784,514	5,952,991	6,095,549
	350.00	4,022,009	4,419,134	4,728,009	4,975,109	5,177,282	5,345,759	5,488,317
	375.00	3,409,483	3,806,608	4,115,483	4,362,583	4,564,755	4,733,233	4,875,790
	400.00	2,791,424	3,188,549	3,497,424	3,744,524	3,946,697	4,115,174	4,257,732
	425.00	2,168,121	2,565,246	2,874,121	3,121,221	3,323,393	3,491,871	3,634,428

NOTES

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Revisions\211004_strategic sites_zero CIL\Howlett Way, Trimley St Martin

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211004_strategic sites_zero CIL

Scheme Ref: SCLP12.64 Trimley St Martin
Title: 360 No. Units at mid higher value
Notes: Greenfield

Cells highlighted in green are sensitivity input cells

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

211004_strategic sites_zero CIL

Scheme Ref: WLP2.16 Land south of the Street, Carlton Colville
 Title: 900 No. Units at mid value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			900 Units						
AH Policy requirement (% Target)			20%						
AH tenure split %			Affordable Rent:			50%			
			Shared home ownership:			25%			
			First Homes			25%			
Open Market Sale (OMS) housing			80%						
			100%						
Max CIL Rate (£ psm)			0.00 £ psm						
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed House	23.7%	170.6		23.7%	42.7		24%	213.3	
3 bed House	37.4%	269.3		37.4%	67.3		37%	336.6	
4 bed House	27.6%	198.7		27.6%	49.7		28%	248.4	
5 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	11.3%	81.4		11.3%	20.3		11%	101.7	
2 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
Total number of units	100.0%	720.0		100.0%	180.0		100%	900.0	
OMS Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit			
		(sqm)	(sqft)	%				(sqm)	(sqft)
1 bed House		60.0	646			60.0		646	
2 bed House		70.0	753			70.0		753	
3 bed House		85.0	915			85.0		915	
4 bed House		120.0	1,292			120.0		1,292	
5 bed House		0.0	0			0.0		0	
1 bed Flat		55.0	592	85.0%		64.7		696	
2 bed Flat		65.0	700	85.0%		76.5		823	
AH Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit			
		(sqm)	(sqft)	%				(sqm)	(sqft)
1 bed House		58.0	624			58.0		624	
2 bed House		70.0	753			70.0		753	
3 bed House		84.0	904			84.0		904	
4 bed House		97.0	1,044			97.0		1,044	
5 bed House		110.0	1,184			110.0		1,184	
1 bed Flat		50.0	538	85.0%		58.8		633	
2 bed Flat		61.0	657	85.0%		71.8		772	
Total Gross Floor areas -		Mkt Units GIA		AH units GIA		Total GIA (all units)			
		(sqm)	(sqft)	(sqm)	(sqft)			(sqm)	(sqft)
1 bed House		0	0	0	0	0		0	0
2 bed House		11,945	128,573	2,986	32,143	14,931		160,716	
3 bed House		22,889	246,373	5,655	60,869	28,544		307,242	
4 bed House		23,846	256,681	4,819	51,871	28,665		308,551	
5 bed House		0	0	0	0	0		0	0
1 bed Flat		5,264	56,666	1,196	12,879	6,461		69,545	
2 bed Flat		0	0	0	0	0		0	0
		63,944	688,293	14,657	157,761	78,601		846,054	
AH % by floor area:		18.65% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House		185,000	3,083	286	0				
2 bed House		215,000	3,071	285	45,859,500				
3 bed House		275,000	3,235	301	92,565,000				
4 bed House		315,000	2,625	244	78,246,000				
5 bed House		0	#DIV/0!	#DIV/0!	0				
1 bed Flat		160,000	2,909	270	16,272,000				
2 bed Flat		175,000	2,692	250	0				
					232,942,500				
Affordable Housing values (£) -		Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	First Homes £	£psm
1 bed House		92,500	1,595	50%	138,750	2,392	75%	129,500	2,233
2 bed House		107,500	1,536	50%	161,250	2,304	75%	150,500	2,150
3 bed House		137,500	1,637	50%	206,250	2,455	75%	192,500	2,292
4 bed House		157,500	1,624	50%	236,250	2,436	75%	220,500	2,273
5 bed House		0	0	50%	0	0	75%	0	0
1 bed Flat		80,000	1,600	50%	120,000	2,400	75%	112,000	2,240
2 bed Flat		87,500	1,434	50%	131,250	2,152	75%	122,500	2,008

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	170.6	@	215,000	36,687,600
3 bed House	269.3	@	275,000	74,052,000
4 bed House	198.7	@	315,000	62,596,800
5 bed House	0.0	@	0	-
1 bed Flat	81.4	@	160,000	13,017,600
2 bed Flat	0.0	@	175,000	-
	720.0			186,354,000
Affordable Rent GDV -				
1 bed House	0.0	@	92,500	-
2 bed House	21.3	@	107,500	2,292,975
3 bed House	33.7	@	137,500	4,628,250
4 bed House	24.8	@	157,500	3,912,300
5 bed House	0.0	@	0	-
1 bed Flat	10.2	@	80,000	813,600
2 bed Flat	0.0	@	87,500	-
	90.0			11,647,125
Shared home ownership GDV -				
1 bed House	0.0	@	138,750	-
2 bed House	10.7	@	161,250	1,719,731
3 bed House	16.8	@	206,250	3,471,188
4 bed House	12.4	@	236,250	2,934,225
5 bed House	0.0	@	0	-
1 bed Flat	5.1	@	120,000	610,200
2 bed Flat	0.0	@	131,250	-
	45.0			8,735,344
First Homes GDV -				
1 bed House	0.0	@	129,500	-
2 bed House	10.7	@	150,500	1,605,083
3 bed House	16.8	@	192,500	3,239,775
4 bed House	12.4	@	220,500	2,738,610
5 bed House	0.0	@	0	-
1 bed Flat	5.1	@	112,000	569,520
2 bed Flat	0.0	@	122,500	-
	45.0			8,152,988
Sub-total GDV Residential				
	900.0			214,889,456
<i>AH on-site cost analysis:</i>				
	230	£ psm (total GIA sqm)	EMV less £GDV	18,053,044
			20,059	£ per unit (total units)
Grant				
	900	@	0	-
Total GDV				
				214,889,456

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(350,000)
Statutory Planning Fees (Residential)					(116,799)
CIL	63,944 sqm		0.00 £ psm		-
CIL analysis:	0.00% % of GDV		0 £ per unit (total units)		-
Site Specific S106 Contributions					(1,000,000)
Improvements to Bloodmoor Round	1,000,000				(916,200)
Biodiversity offset	1,018				(4,614,600)
New primary school	4,614,600				(1,161,148)
New early years setting	1,161,148				(379,000)
Flood mitigation at Land South of C	379,000				(120,000)
Country park	120,000				-
Sustainable transport	0				-
Electric charge points (housing)	500 per dwelling				(399,150)
Electric charge points (flats)	2,500 per 4x dwelling				(63,563)
Year 10					-
total	900 units @		0 per unit	(8,653,661)	-
S106 analysis:	4.03% % of GDV		9,615 £ per unit (total units)		-
AH Commuted Sum	78,601 sqm (total)		£ psm		-
Comm. Sum analysis:	0.00% % of GDV				-
Construction Costs -					
Site Clearance and Demolition	63.54 acres @		£ per acre (if brownfield)		-
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				(3,869,360)
Future Homes Standard flats	2,256 per dwelling				(229,435)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	63.54 acres @		per acre	(4,098,795)	-
Infra. Costs analysis:	1.91% % of GDV		4,554 £ per unit (total units)		-
1 bed House	- sqm @		1,033 psm		-
2 bed House	14,931 sqm @		1,033 psm		(15,423,723)
3 bed House	28,544 sqm @		1,033 psm		(29,485,621)
4 bed House	28,665 sqm @		1,033 psm		(29,611,317)
5 bed House	- sqm @		1,033 psm		-
1 bed Flat	6,461 sqm @		1,158 psm		(7,481,770)
2 bed Flat	78,601 - sqm @		1,158 psm		-
External works	82,002,431 @		20.0% 18,223 £ per unit		(16,400,486)
M4(2) Category 2 Housing	40% of All units	900 units @	1,400 £ per dwelling		(504,000)
RAMS contribution	100% of All units	900 units @	321 £ per dwelling		(288,900)
Water efficiency		900 units @	9 £ per dwelling		(8,100)
Contingency	103,302,713 @		5.0%		(5,165,136)
Professional Fees	103,302,713 @		10.0%		(10,330,271)
Disposal Costs -					
Marketing and Promotion	186,354,000 OMS @		1.50%		(2,795,310)
Residential Sales Agent Costs	186,354,000 OMS @		1.50%		(2,795,310)
Residential Sales Legal Costs	186,354,000 OMS @		0.50%		(931,770)
Interest (on Development Costs) -					
	6.50% APR		0.526% pcm		(923,513)
Developers Profit -					
Margin on AH	28,535,456		6.00% on AH values		(1,712,127)
Profit on GDV	186,354,000		20.00%		(37,270,800)
	135,364,482		27.53% on costs	(37,270,800)	
	214,889,456		18.14% blended	(38,982,927)	
TOTAL COSTS					(174,347,409)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				40,542,047
SDLT	40,542,047	@	5.0% (slabbed)	(2,016,602)
Acquisition Agent fees	40,542,047	@	1.0%	(405,420)
Acquisition Legal fees	40,542,047	@	0.5%	(202,710)
Interest on Land	40,542,047	@	6.50%	(2,635,233)
Residual Land Value				35,282,081
RLV analysis:	39,202 £ per plot	1,372,081 £ per ha	555,274 £ per acre	

Benchmark Land Value				
Residential Density	35.0	dph		
Site Area (Resi)	25.71	ha	63.54	acres
Density analysis:	3,057	sqm/ha	13,315	sqft/ac
Benchmark Land Value	14,708	£ per plot	514,791	£ per ha
Gross to net land area	48%		208,333	£ per acre
				13,237,479

BALANCE				
Surplus/(Deficit)		857,290	£ per ha	346,941
				£ per acre
				22,044,602

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SENSITIVITY ANALYSIS

		AH - % on site 20%						
Balance (RLV - BLV)	22,044,602	5%	10%	15%	20%	25%	30%	35%
CIL Epsm 0.00	150	14,147,615	13,338,793	12,529,971	11,720,284	10,910,280	10,099,424	9,288,138
	155	13,711,588	12,926,808	12,141,699	11,355,716	10,569,480	9,782,196	8,994,324
	160	13,273,876	12,513,279	11,751,713	10,989,892	10,227,141	9,463,998	8,699,552
	165	12,834,458	12,097,829	11,360,313	10,622,537	9,883,676	9,144,244	8,403,941
	170	12,393,312	11,680,550	10,967,481	10,253,508	9,539,072	8,823,380	8,107,027
	175	11,950,155	11,261,676	10,573,047	9,883,179	9,192,864	8,501,508	7,809,002
	180	11,504,928	10,841,187	10,176,689	9,511,534	8,845,282	8,178,381	7,510,106
	185	11,057,920	10,419,062	9,778,850	9,138,350	8,496,519	7,853,789	7,210,059
	190	10,609,106	9,994,800	9,379,513	8,763,407	8,146,559	7,528,152	6,908,699
	195	10,158,467	9,568,788	8,978,658	8,387,104	7,794,858	7,201,457	6,606,433
	200	9,705,910	9,141,087	8,575,857	8,009,421	7,441,835	6,873,202	6,303,221
	205	9,251,041	8,711,679	8,171,345	7,630,315	7,087,573	6,543,706	5,998,440
	210	8,794,289	8,280,541	7,765,266	7,249,241	6,732,056	6,213,113	5,692,718
	215	8,335,632	7,847,279	7,357,600	6,866,742	6,374,774	5,881,395	5,386,042
	220	7,875,047	7,412,111	6,948,328	6,482,800	6,016,106	5,547,945	5,078,018
	225	7,412,511	6,975,159	6,536,983	6,097,397	5,656,140	5,213,358	4,768,753
	230	6,947,921	6,536,403	6,123,920	5,710,248	5,294,859	4,877,620	4,458,499
	235	6,480,966	6,095,820	5,709,199	5,321,329	4,931,908	4,540,638	4,147,225
	240	6,012,001	5,653,367	5,292,801	4,930,900	4,567,386	4,201,960	3,834,329
	245	5,541,002	5,208,607	4,874,705	4,538,944	4,201,505	3,862,091	3,520,407
	250	5,067,946	4,761,965	4,454,634	4,145,442	3,834,248	3,521,014	3,205,444

		AH - % on site 20%						
Balance (RLV - BLV)	22,044,602	20%	25%	30%	33%	40%	45%	50%
-	22,044,602	20,577,090	19,109,578	18,229,071	16,174,554	14,707,043	13,239,531	12,772,176
500	21,577,522	20,109,965	18,642,407	17,761,872	15,707,292	14,239,734	12,772,176	12,301,430
1,000	21,108,108	19,640,398	18,172,688	17,292,062	15,237,268	13,769,399	12,301,430	11,827,557
1,500	20,636,334	19,168,365	17,700,395	16,819,614	14,764,230	13,295,893	11,827,557	11,350,637
2,000	20,162,175	18,693,839	17,225,502	16,344,500	14,288,260	12,819,448	11,350,637	10,870,483
2,500	19,685,605	18,216,793	16,747,981	15,866,586	13,809,432	12,340,036	10,870,483	10,386,786
3,000	19,206,598	17,737,202	16,267,807	15,385,841	13,327,716	11,857,627	10,386,786	9,899,939
3,500	18,725,128	17,255,039	15,784,870	14,902,335	12,843,086	11,371,745	9,899,939	9,409,857
4,000	18,241,169	16,770,277	15,299,123	14,416,039	12,355,511	10,882,740	9,409,857	8,915,967
4,500	17,754,695	16,282,889	14,810,625	13,926,926	11,864,602	10,390,635	8,915,967	8,418,819
5,000	17,265,678	15,792,848	14,319,347	13,434,967	11,370,615	9,895,396	8,418,819	7,918,270
5,500	16,774,093	15,300,125	13,825,263	12,940,133	10,873,581	9,396,432	7,918,270	7,413,807
6,000	16,279,911	14,804,695	13,328,343	12,442,396	10,373,469	8,894,260	7,413,807	6,905,972
6,500	15,783,105	14,306,528	12,828,559	11,941,727	9,870,195	8,388,850	6,905,972	6,394,401
7,000	15,283,649	13,805,523	12,325,882	11,437,777	9,363,335	7,879,835	6,394,401	5,878,970
7,500	14,781,513	13,301,628	11,820,282	10,930,799	8,853,290	7,367,215	5,878,970	5,360,054
8,000	14,276,671	12,794,896	11,311,732	10,420,784	8,340,029	6,851,246	5,360,054	4,836,884
8,500	13,769,094	12,285,299	10,799,993	9,907,703	7,823,499	6,331,629	4,836,884	4,310,081
9,000	13,258,754	11,772,807	10,285,116	9,391,525	7,303,140	5,808,168	4,310,081	3,779,215
9,500	12,745,621	11,257,392	9,767,182	8,872,220	6,779,453	5,281,244	3,779,215	3,244,311
10,000	12,229,668	10,739,023	9,246,161	8,349,350	6,252,407	4,750,454	3,244,311	

		AH - % on site 20%						
Balance (RLV - BLV)	22,044,602	20%	25%	30%	33%	40%	45%	50%
15%	30,151,001	28,176,839	26,202,677	25,018,180	22,254,354	20,280,192	18,306,030	17,292,730
16%	28,529,721	26,656,889	24,784,058	23,660,358	21,038,394	19,165,562	17,292,730	16,279,430
17%	26,908,441	25,136,940	23,365,438	22,302,537	19,822,434	18,050,932	16,279,430	15,266,130
18%	25,287,162	23,616,990	21,946,818	20,944,715	18,606,474	16,936,302	15,266,130	14,252,831
19%	23,665,882	22,097,040	20,528,198	19,586,893	17,390,514	15,821,672	14,252,831	13,239,531
20%	22,044,602	20,577,090	19,109,578	18,229,071	16,174,554	14,707,043	13,239,531	12,226,231
21%	20,423,322	19,057,140	17,690,958	16,871,249	14,958,595	13,592,413	12,226,231	11,212,931
22%	18,802,042	17,537,190	16,272,339	15,513,427	13,742,635	12,477,783	11,212,931	10,199,631
23%	17,180,763	16,017,241	14,853,719	14,155,606	12,526,675	11,363,153	10,199,631	9,186,331
24%	15,559,483	14,497,291	13,435,099	12,797,784	11,310,715	10,248,523	9,186,331	8,173,031
25%	13,938,203	12,977,341	12,016,479	11,439,962	10,094,755	9,133,893	8,173,031	

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Scheme Ref: WLP2.16 Land south of the Street, Carlton Colville
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		AH - % on site 20%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	22,044,602							
	70,000	30,834,281	29,366,769	27,899,257	27,018,750	24,964,233	23,496,721	22,029,210
	80,000	30,198,881	28,731,369	27,263,857	26,383,350	24,328,833	22,861,321	21,393,810
BLV (per acre)	90,000	29,563,481	28,095,969	26,628,457	25,747,950	23,693,433	22,225,921	20,758,410
	208,333	28,928,081	27,460,569	25,993,057	25,112,550	23,058,033	21,590,521	20,123,010
	110,000	28,292,681	26,825,169	25,357,657	24,477,150	22,422,633	20,955,121	19,487,610
	125,000	27,339,581	25,872,069	24,404,557	23,524,050	21,469,533	20,002,021	18,534,510
	130,000	27,021,881	25,554,369	24,086,857	23,206,350	21,151,833	19,684,321	18,216,810
	140,000	26,386,481	24,918,969	23,451,457	22,570,950	20,516,433	19,048,921	17,581,410
	150,000	25,751,081	24,283,569	22,816,057	21,935,550	19,881,033	18,413,521	16,946,010
	160,000	25,115,681	23,648,169	22,180,657	21,300,150	19,245,633	17,778,121	16,310,610

		AH - % on site 20%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	22,044,602							
	10	(11,049,095)	(12,516,607)	(13,984,119)	(14,864,626)	(16,919,143)	(18,386,654)	(19,854,166)
	12	(3,327,232)	(4,794,744)	(6,262,256)	(7,142,763)	(9,197,280)	(10,664,792)	(12,132,304)
Density (dph)	35	4,394,630	2,927,118	1,459,606	579,099	(1,475,417)	(2,942,929)	(4,410,441)
	18	9,542,539	8,075,027	6,607,515	5,727,008	3,672,491	2,204,979	737,467
	20	12,116,493	10,648,981	9,181,469	8,300,962	6,246,445	4,778,933	3,311,422
	23	15,138,091	13,670,579	12,203,068	11,322,560	9,268,044	7,800,532	6,333,020
	25	16,749,610	15,282,099	13,814,587	12,934,080	10,879,563	9,412,051	7,944,539
	30	19,838,356	18,370,844	16,903,332	16,022,825	13,968,308	12,500,796	11,033,284
	36	22,412,310	20,944,798	19,477,286	18,596,779	16,542,262	15,074,750	13,607,238
	40	23,699,287	22,231,775	20,764,263	19,883,756	17,829,239	16,361,727	14,894,216
	45	24,986,264	23,518,752	22,051,240	21,170,733	19,116,216	17,648,705	16,181,193

		AH - % on site 20%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	22,044,602							
	40%	22,044,602	20,577,090	19,109,578	18,229,071	16,174,554	14,707,043	13,239,531
	45%	21,980,530	20,513,018	19,045,506	18,164,999	16,110,482	14,642,970	13,175,458
% Cat M4(2)	50%	21,916,457	20,448,946	18,981,434	18,100,927	16,046,410	14,578,898	13,111,386
	55%	21,852,385	20,384,873	18,917,361	18,036,854	15,982,338	14,514,826	13,047,314
	60%	21,788,313	20,320,801	18,853,289	17,972,782	15,918,265	14,450,754	12,983,242
	65%	21,724,241	20,256,729	18,789,217	17,908,710	15,854,193	14,386,681	12,919,169
	70%	21,660,168	20,192,657	18,725,145	17,844,637	15,790,121	14,322,609	12,855,097
	75%	21,596,096	20,128,584	18,661,072	17,780,565	15,726,049	14,258,537	12,791,025
	80%	21,532,024	20,064,512	18,597,000	17,716,493	15,661,976	14,194,464	12,726,953

		AH - % on site 33%						
		0%	10%	15%	33%	40%	45%	50%
Balance (RLV - BLV)	22,044,602							
	321.22	27,914,448	24,979,424	23,511,912	18,228,870	16,174,353	14,706,841	13,239,329
RAMS contribution	300.00	27,933,871	24,998,847	23,531,336	18,248,293	16,193,776	14,726,264	13,258,752
	250.00	27,979,637	25,044,613	23,577,101	18,294,059	16,239,542	14,772,030	13,304,518
	200.00	28,025,403	25,090,379	23,622,867	18,339,825	16,285,308	14,817,796	13,350,284
	121.89	28,096,898	25,161,875	23,694,363	18,411,320	16,356,803	14,889,292	13,421,780
	100.00	28,116,935	25,181,911	23,714,399	18,431,356	16,376,840	14,909,328	13,441,816
	50.00	28,162,701	25,227,677	23,760,165	18,477,122	16,422,606	14,955,094	13,487,582
	20.00	28,190,160	25,255,136	23,787,625	18,504,582	16,450,065	14,982,553	13,515,041
	0.00	28,208,467	25,273,443	23,805,931	18,522,888	16,468,372	15,000,860	13,533,348

		GDV - % 100%						
		85.00%	87.50%	90.00%	92.50%	95.00%	97.50%	100.00%
Balance (RLV - BLV)	22,044,602							
	60.00	(1,098,775)	2,128,981	5,337,797	8,531,766	11,713,884	14,886,204	18,050,495
	65.00	(1,466,938)	1,767,364	4,981,754	8,180,334	11,366,620	14,542,491	17,709,724
CIL Epsm	70.00	(1,837,187)	1,403,848	4,623,913	7,827,390	11,018,016	14,197,556	17,367,949
	75.00	(2,209,543)	1,038,434	4,264,288	7,472,915	10,667,608	13,850,858	17,024,820
	80.00	(2,584,028)	671,100	3,902,937	7,116,891	10,315,805	13,502,964	16,680,222
	85.00	(2,960,663)	301,823	3,539,840	6,759,050	9,962,618	13,153,859	16,334,581
	90.00	(3,339,470)	(69,438)	3,174,977	6,399,577	9,608,032	12,803,451	15,987,831
	95.00	(3,720,580)	(442,690)	2,808,329	6,038,510	9,252,028	12,451,275	15,639,308

		Build rate (Epsm) 100%						
		100.00%	101.00%	105.00%	107.50%	110.00%	112.50%	115.00%
Balance (RLV - BLV)	22,044,602							
	60.00	18,050,495	17,038,821	12,983,834	10,441,483	7,892,271	5,335,040	2,768,613
	65.00	17,709,724	16,697,368	12,637,672	10,092,422	7,539,904	4,978,953	2,408,387
	70.00	17,367,949	16,354,239	12,290,283	9,742,013	7,185,798	4,621,111	2,046,451
	75.00	17,024,820	16,009,931	11,941,651	9,389,764	6,830,104	4,261,556	1,682,784
	80.00	16,680,222	15,664,549	11,591,243	9,036,144	6,472,918	3,900,386	1,317,352
CIL Epsm	85.00	16,334,581	15,317,799	11,239,509	8,681,137	6,114,223	3,537,583	950,014
	90.00	15,987,831	14,969,503	10,886,490	8,324,724	5,754,001	3,173,129	580,897
	95.00	15,639,308	14,620,092	10,532,169	7,966,883	5,392,235	2,807,004	209,982
	100.00	15,289,702	14,269,551	10,176,201	7,607,166	5,028,715	2,439,191	(162,750)
	105.00	14,938,998	13,917,299	9,818,689	7,246,000	4,663,473	2,069,669	(537,320)
	110.00	14,586,746	13,563,758	9,459,833	6,883,367	4,296,640	1,698,421	(913,747)

		Density 35.0						
		30.00	35.00	40.00	45.00	50.00	55.00	60.00
Balance (RLV - BLV)	22,044,602							
	100.00	13,083,455	15,289,702	16,944,387	18,231,364	19,260,946	20,103,331	20,805,318
	120.00	11,672,020	13,878,266	15,532,951	16,819,928	17,849,510	18,691,895	19,393,882
	140.00	10,238,984	12,445,230	14,099,915	15,386,892	16,416,474	17,258,859	17,960,846
CIL Epsm	160.00	8,783,646	10,989,892	12,644,577	13,931,554	14,961,136	15,803,521	16,505,508
	180.00	7,305,288	9,511,534	11,166,219	12,453,196	13,482,778	14,325,163	15,027,151
	200.00	5,803,175	8,009,421	9,664,106	10,951,083	11,980,665	12,823,050	13,525,037
	220.00	4,276,554	6,482,800	8,137,485	9,424,462	10,454,044	11,296,429	11,998,416
	240.00	2,724,654	4,930,900	6,585,585	7,872,562	8,902,144	9,744,529	10,446,516

NOTES

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Revisions\211004_strategic sites_zero CIL\South of the St Carlton Col

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211004_strategic sites_zero CIL

Scheme Ref: WLP2.16 Land south of the Street, Carlton Colville
Title: 900 No. Units at mid value
Notes: Greenfield

Cells highlighted in green are sensitivity input cells

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

211004_strategic sites_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham
Title: 1250 No. Units at mid value
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				1,250 Units					
AH Policy requirement (% Target)				30%					
AH tenure split %									
				Affordable Rent:		50%			
				Shared home ownership:		25%			
				First Homes		25%			
Open Market Sale (OMS) housing				70%					
				100%					
Max CIL Rate (£ psm)				0.00		£ psm			
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed House	23.7%	207.4		23.7%	88.9		24%	296.3	
3 bed House	37.4%	327.3		37.4%	140.3		37%	467.5	
4 bed House	27.6%	241.5		27.6%	103.5		28%	345.0	
5 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	11.3%	98.9		11.3%	42.4		11%	141.3	
2 bed Flat	0.0%	0.0		0.0%	0.0		0%	0.0	
Total number of units	100.0%	875.0		100.0%	375.0		100%	1,250.0	
OMS Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit			
		(sqm)	(sqft)	%				(sqm)	(sqft)
1 bed House		60.0	646			60.0		646	
2 bed House		80.0	861			80.0		861	
3 bed House		100.0	1,076			100.0		1,076	
4 bed House		120.0	1,292			120.0		1,292	
5 bed House		0.0	0			0.0		0	
1 bed Flat		55.0	592	85.0%		64.7		696	
2 bed Flat		65.0	700	85.0%		76.5		823	
AH Unit Floor areas -		Net area per unit		Net to Gross %		Gross (GIA) per unit			
		(sqm)	(sqft)	%				(sqm)	(sqft)
1 bed House		58.0	624			58.0		624	
2 bed House		70.0	753			70.0		753	
3 bed House		84.0	904			84.0		904	
4 bed House		97.0	1,044			97.0		1,044	
5 bed House		110.0	1,184			110.0		1,184	
1 bed Flat		50.0	538	85.0%		58.8		633	
2 bed Flat		61.0	657	85.0%		71.8		772	
Total Gross Floor areas -		Mkt Units GIA		AH units GIA		Total GIA (all units)			
		(sqm)	(sqft)	(sqm)	(sqft)			(sqm)	(sqft)
1 bed House		0	0	0	0	0		0	0
2 bed House		16,590	178,573	6,221	66,965	22,811		245,538	
3 bed House		32,725	352,249	11,781	126,810	44,506		479,059	
4 bed House		28,980	311,938	10,040	108,064	39,020		420,002	
5 bed House		0	0	0	0	0		0	0
1 bed Flat		6,398	68,865	2,493	26,831	8,890		95,696	
2 bed Flat		0	0	0	0	0		0	0
		84,693	911,626	30,534	328,670	115,227		1,240,295	
AH % by floor area:				26.50% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf		total MV £ (no AH)			
1 bed House		185,000	3,083	286		0			
2 bed House		215,000	2,688	250		63,693,750			
3 bed House		275,000	2,750	255		128,562,500			
4 bed House		315,000	2,625	244		108,675,000			
5 bed House		0	#DIV/0!	#DIV/0!		0			
1 bed Flat		160,000	2,909	270		22,600,000			
2 bed Flat		175,000	2,692	250		0			
						323,531,250			
Affordable Housing values (£) -		Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	First Homes £	£psm % of MV
1 bed House		92,500	1,595	50%	138,750	2,392	75%	129,500	2,233 70%
2 bed House		107,500	1,536	50%	161,250	2,304	75%	150,500	2,150 70%
3 bed House		137,500	1,637	50%	206,250	2,455	75%	192,500	2,292 70%
4 bed House		157,500	1,624	50%	236,250	2,436	75%	220,500	2,273 70%
5 bed House		0	0	50%	0	0	75%	0	0 70%
1 bed Flat		80,000	1,600	50%	120,000	2,400	75%	112,000	2,240 70%
2 bed Flat		87,500	1,434	50%	131,250	2,152	75%	122,500	2,008 70%

211004_strategic sites_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham
 Title: 1250 No. Units at mid value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	207.4	@	215,000	44,585,625
3 bed House	327.3	@	275,000	89,993,750
4 bed House	241.5	@	315,000	76,072,500
5 bed House	0.0	@	0	-
1 bed Flat	98.9	@	160,000	15,820,000
2 bed Flat	0.0	@	175,000	-
	875.0			226,471,875
Affordable Rent GDV -				
1 bed House	0.0	@	92,500	-
2 bed House	44.4	@	107,500	4,777,031
3 bed House	70.1	@	137,500	9,642,188
4 bed House	51.8	@	157,500	8,150,625
5 bed House	0.0	@	0	-
1 bed Flat	21.2	@	80,000	1,695,000
2 bed Flat	0.0	@	87,500	-
	187.5			24,264,844
Shared home ownership GDV -				
1 bed House	0.0	@	138,750	-
2 bed House	22.2	@	161,250	3,582,773
3 bed House	35.1	@	206,250	7,231,641
4 bed House	25.9	@	236,250	6,112,969
5 bed House	0.0	@	0	-
1 bed Flat	10.6	@	120,000	1,271,250
2 bed Flat	0.0	@	131,250	-
	93.8			18,198,633
First Homes GDV -				
1 bed House	0.0	@	129,500	-
2 bed House	22.2	@	150,500	3,343,922
3 bed House	35.1	@	192,500	6,749,531
4 bed House	25.9	@	220,500	5,705,438
5 bed House	0.0	@	0	-
1 bed Flat	10.6	@	112,000	1,186,500
2 bed Flat	0.0	@	122,500	-
	93.8			16,985,391
Sub-total GDV Residential	1,250.0			285,920,742
<i>AH on-site cost analysis:</i>				
	326 £ psm (total GIA sqm)		EMV less £GDV	37,610,508
			30,088 £ per unit (total units)	
Grant	1,250	@	0	-
Total GDV				285,920,742

211004_strategic sites_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham
 Title: 1250 No. Units at mid value
 Notes: Greenfield

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees, Surveys and reports						(470,000)
Statutory Planning Fees (Residential)						(157,049)
CIL	84,693 sqm		0.00 £ psm			-
CIL analysis:	0.00% % of GDV		0 £ per unit (total units)			-
Site Specific S106 Contributions						(460,000)
Playing pitches	460,000					(1,272,500)
Biodiversity offset	1,018					(6,419,004)
New primary school	6,419,004					(2,317,404)
New early years setting	2,317,404					(152,000)
Provision of country park	152,000					(100,000)
Retain and enhancement of woodland	100,000					(715,540)
Community centre	715,540					-
Sustainable transport	0					(554,375)
Electric charge points (housing)	500 per dwelling					(88,281)
Electric charge points (flats)	2,500 per 4x dwelling					-
total	1,250 units @		0 per unit	(12,079,104)		-
S106 analysis:	4.22% % of GDV		9,663 £ per unit (total units)			-
AH Commuted Sum	115,227 sqm (total)		£ psm			-
Comm. Sum analysis:	0.00% % of GDV					-
Construction Costs -						
Site Clearance and Demolition	102.96 acres @		£ per acre (if brownfield)			-
Infrastructure costs -						
Cycle ways	112,100 build costs					(112,100)
Electric charging points	0 per dwelling					-
Sub station	160,000					(160,000)
Off site drainage	0					-
Pump stations	0					-
S278 works	100,000					(100,000)
Future Homes Standard housing	4,847 per dwelling					(5,374,111)
Future Homes Standard flats	2,256 per dwelling					(318,660)
Attenuation ponds	0					-
Year 10						-
total	102.96 acres @		per acre	(6,064,871)		-
Infra. Costs analysis:	2.12% % of GDV		4,852 £ per unit (total units)			-
1 bed House	- sqm @		1,033 psm			-
2 bed House	22,811 sqm @		1,033 psm			(23,564,021)
3 bed House	44,506 sqm @		1,033 psm			(45,974,698)
4 bed House	39,020 sqm @		1,033 psm			(40,307,144)
5 bed House	- sqm @		1,033 psm			-
1 bed Flat	8,890 sqm @		1,158 psm			(10,295,131)
2 bed Flat	115,227 - sqm @		1,158 psm			-
External works	120,140,994 @		20.0% 19,223 £ per unit			(24,028,199)
M4(2) Category 2 Housing	40% of All units	1,250 units @	1,400 £ per dwelling			(700,000)
RAMS contribution	100% of All units	1,250 units @	321 £ per dwelling			(401,250)
Water efficiency		1,250 units @	9 £ per dwelling			(11,250)
Contingency	151,346,564 @		5.0%			(7,567,328)
Professional Fees	151,346,564 @		10.0%			(15,134,656)
Disposal Costs -						
Marketing and Promotion	226,471,875 OMS @		1.50%			(3,397,078)
Residential Sales Agent Costs	226,471,875 OMS @		1.50%			(3,397,078)
Residential Sales Legal Costs	226,471,875 OMS @		0.50%			(1,132,359)
Interest (on Development Costs) -	6.50% APR		0.526% pcm			(1,263,673)
Developers Profit -						
Margin on AH	59,448,867		6.00% on AH values			(3,566,932)
Profit on GDV	226,471,875		20.00%			(45,294,375)
	195,944,890		23.12% on costs	(45,294,375)		
	285,920,742		17.09% blended	(48,861,307)		
TOTAL COSTS						(244,806,197)

211004_strategic sites_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham
 Title: 1250 No. Units at mid value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				41,114,545
SDLT	41,114,545	@	5.0% (slabbed)	(2,045,227)
Acquisition Agent fees	41,114,545	@	1.0%	(411,145)
Acquisition Legal fees	41,114,545	@	0.5%	(205,573)
Interest on Land	41,114,545	@	6.50%	(2,672,445)
Residual Land Value				35,780,154
RLV analysis: 28,624 £ per plot 858,724 £ per ha 347,521 £ per acre				

Benchmark Land Value				
Residential Density	30.0	dph		
Site Area (Resi)	41.67	ha	102.96	acres
Density analysis: 2,765 sqm/ha 12,047 sqft/ac				
Benchmark Land Value	16,473	£ per plot	494,200	£ per ha
Gross to net land area	50%		200,000	£ per acre
				20,591,667

BALANCE				
Surplus/(Deficit)	364,524	£ per ha	147,521	£ per acre
				15,188,488

211004_strategic sites_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham
Title: 1250 No. Units at mid value
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
Balance (RLV - BLV)	15,188,488	15%	20%	25%	30%	35%	40%	45%
CIL Epsm 0.00	0	19,452,109	18,030,983	16,609,735	15,188,488	13,767,240	12,345,992	10,924,283
	5	18,900,281	17,511,122	16,121,962	14,732,802	13,343,643	11,954,483	10,565,041
	10	18,345,191	16,988,358	15,631,525	14,274,692	12,917,859	11,561,026	10,204,080
	15	17,786,928	16,462,662	15,138,397	13,814,131	12,489,865	11,165,599	9,841,334
	20	17,225,461	15,934,005	14,642,549	13,351,094	12,059,638	10,768,182	9,476,726
	25	16,660,756	15,402,355	14,143,955	12,885,554	11,627,153	10,368,752	9,110,352
	30	16,092,782	14,867,683	13,642,585	12,417,486	11,192,388	9,967,289	8,742,191
	35	15,521,505	14,329,958	13,138,411	11,946,864	10,755,317	9,563,770	8,372,223
	40	14,946,892	13,789,149	12,631,405	11,473,661	10,315,918	9,158,174	8,000,430
	45	14,368,910	13,245,224	12,121,537	10,997,851	9,874,165	8,750,478	7,626,792
	50	13,787,349	12,698,152	11,608,779	10,519,406	9,430,033	8,340,660	7,251,287
	55	13,202,133	12,147,593	11,093,052	10,038,301	8,983,499	7,928,698	6,873,897
	60	12,613,428	11,593,801	10,574,175	9,554,506	8,534,538	7,514,569	6,494,601
	65	12,021,199	11,036,750	10,052,302	9,067,854	8,083,123	7,098,250	6,113,377
	70	11,425,411	10,476,408	9,527,405	8,578,402	7,629,230	6,679,718	5,730,207
	75	10,826,029	9,912,740	8,999,452	8,086,163	7,172,833	6,258,950	5,345,068
	80	10,222,863	9,345,715	8,468,413	7,591,110	6,713,807	5,835,923	4,957,940
	85	9,615,677	8,775,299	7,934,256	7,093,214	6,252,171	5,410,613	4,568,801
	90	9,004,771	8,201,026	7,396,952	6,592,446	5,787,940	4,982,996	4,177,631
	95	8,390,108	7,623,270	6,856,432	6,088,778	5,321,087	4,553,048	3,784,408
	100	7,771,651	7,042,002	6,312,354	5,582,179	4,851,585	4,120,746	3,389,109

		AH - % on site 30%						
Balance (RLV - BLV)	15,188,488	15%	20%	25%	30%	35%	40%	45%
Site Specific S106 0	-	19,452,109	18,030,983	16,609,735	15,188,488	13,767,240	12,345,992	10,924,283
	200	19,234,609	17,813,483	16,392,235	14,970,988	13,549,740	12,128,492	10,706,783
	400	19,017,109	17,595,983	16,174,735	14,753,488	13,332,240	11,910,992	10,489,283
	600	18,799,609	17,378,483	15,957,235	14,535,988	13,114,740	11,693,492	10,271,783
	800	18,582,109	17,160,983	15,739,735	14,318,488	12,897,240	11,475,992	10,054,283
	1,000	18,364,609	16,943,483	15,522,235	14,100,988	12,679,740	11,258,492	9,836,783
	1,200	18,147,109	16,725,983	15,304,735	13,883,488	12,462,240	11,040,992	9,619,283
	1,400	17,929,609	16,508,483	15,087,235	13,665,988	12,244,740	10,823,492	9,401,783
	1,600	17,712,109	16,290,983	14,869,735	13,448,488	12,027,240	10,605,992	9,184,283
	1,800	17,494,609	16,073,483	14,652,235	13,230,988	11,809,740	10,388,492	8,966,783
	2,000	17,277,109	15,855,983	14,434,735	13,013,488	11,592,240	10,170,992	8,749,283
	2,200	17,059,609	15,638,483	14,217,235	12,795,988	11,374,740	9,953,492	8,531,783
	2,400	16,842,109	15,420,983	13,999,735	12,578,488	11,157,240	9,735,992	8,314,283
	2,600	16,624,609	15,203,483	13,782,235	12,360,988	10,939,740	9,518,492	8,096,783
	2,800	16,407,109	14,985,983	13,564,735	12,143,488	10,722,240	9,300,992	7,879,283
	3,000	16,189,609	14,768,483	13,347,235	11,925,988	10,504,740	9,083,492	7,661,783
	3,200	15,972,109	14,550,983	13,129,735	11,708,488	10,287,240	8,865,992	7,444,283
	3,400	15,754,609	14,333,483	12,912,235	11,490,988	10,069,740	8,648,492	7,226,783
	3,600	15,537,109	14,115,983	12,694,735	11,273,488	9,852,240	8,430,992	7,009,283
	3,800	15,319,609	13,898,483	12,477,235	11,055,988	9,634,740	8,213,492	6,791,783
	4,000	15,102,109	13,680,983	12,259,735	10,838,488	9,417,240	7,995,992	6,574,283

		AH - % on site 30%						
Balance (RLV - BLV)	15,188,488	15%	20%	25%	30%	35%	40%	45%
Profit 20.00%	15%	31,414,676	29,289,871	27,164,942	25,040,014	22,915,086	20,790,158	18,664,768
	16%	29,022,163	27,038,093	25,053,901	23,069,709	21,085,517	19,101,325	17,116,671
	17%	26,629,649	24,786,316	22,942,859	21,099,403	19,255,947	17,412,491	15,568,574
	18%	24,237,136	22,534,538	20,831,818	19,129,098	17,426,378	15,723,658	14,020,477
	19%	21,844,622	20,282,761	18,720,777	17,158,793	15,596,809	14,034,825	12,472,380
	20%	19,452,109	18,030,983	16,609,735	15,188,488	13,767,240	12,345,992	10,924,283
	21%	17,059,595	15,779,206	14,498,694	13,218,182	11,937,671	10,657,159	9,376,186
	22%	14,667,081	13,527,428	12,387,652	11,247,877	10,108,101	8,968,326	7,828,089
	23%	12,274,568	11,275,651	10,276,611	9,277,572	8,278,532	7,279,493	6,279,992
	24%	9,882,054	9,023,873	8,165,570	7,307,266	6,448,963	5,590,660	4,731,894
	25%	7,489,541	6,772,096	6,054,528	5,336,961	4,619,394	3,901,826	3,183,797

211004_strategic sites_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham
Title: 1250 No. Units at mid value
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - BLV)	15,188,488	15%	20%	25%	30%	35%	40%	45%
70,000		32,836,692	31,415,566	29,994,319	28,573,071	27,151,823	25,730,575	24,308,866
80,000		31,807,109	30,385,983	28,964,735	27,543,488	26,122,240	24,700,992	23,279,283
90,000		30,777,525	29,356,400	27,935,152	26,513,904	25,092,656	23,671,409	22,249,699
100,000		29,747,942	28,326,816	26,905,569	25,484,321	24,063,073	22,641,825	21,220,116
110,000		28,718,359	27,297,233	25,875,985	24,454,738	23,033,490	21,612,242	20,190,533
125,000		27,173,984	25,752,858	24,331,610	22,910,363	21,489,115	20,067,867	18,646,158
130,000		26,659,192	25,238,066	23,816,819	22,395,571	20,974,323	19,553,075	18,131,366
140,000		25,629,609	24,208,483	22,787,235	21,365,988	19,944,740	18,523,492	17,101,783
150,000		24,600,025	23,178,900	21,757,652	20,336,404	18,915,156	17,493,909	16,072,199
160,000		23,570,442	22,149,316	20,728,069	19,306,821	17,885,573	16,464,325	15,042,616

		AH - % on site 30%						
Balance (RLV - BLV)	15,188,488	20%	25%	30%	33%	40%	45%	50%
10		(23,152,350)	(24,573,598)	(25,994,846)	(26,847,594)	(28,837,341)	(30,259,051)	(31,680,843)
12		(12,856,517)	(14,277,765)	(15,699,012)	(16,551,761)	(18,541,508)	(19,963,217)	(21,385,010)
15		(2,560,684)	(3,981,931)	(5,403,179)	(6,255,928)	(8,245,675)	(9,667,384)	(11,089,176)
18		4,303,205	2,881,957	1,460,710	607,961	(1,381,786)	(2,803,495)	(4,225,287)
20		7,735,150	6,313,902	4,892,654	4,039,906	2,050,159	628,449	(793,343)
23		11,763,954	10,342,706	8,921,459	8,068,710	6,078,963	4,657,254	3,235,461
25		13,912,650	12,491,402	11,070,154	10,217,406	8,227,659	6,805,949	5,384,157
30		18,030,983	16,609,735	15,188,488	14,335,739	12,345,992	10,924,283	9,502,490
36		21,462,927	20,041,680	18,620,432	17,767,683	15,777,936	14,356,227	12,934,435
40		23,178,900	21,757,652	20,336,404	19,483,656	17,493,909	16,072,199	14,650,407
45		24,894,872	23,473,624	22,052,376	21,199,628	19,209,881	17,788,172	16,366,379

		AH - % on site 30%						
Balance (RLV - BLV)	15,188,488	15%	20%	25%	30%	35%	40%	45%
40%		19,452,109	18,030,983	16,609,735	15,188,488	13,767,240	12,345,992	10,924,283
45%		19,362,583	17,941,352	16,520,104	15,098,857	13,677,609	12,256,336	10,834,543
50%		19,272,969	17,851,721	16,430,474	15,009,226	13,587,978	12,166,597	10,744,804
55%		19,183,338	17,762,090	16,340,843	14,919,595	13,498,347	12,076,857	10,655,065
60%		19,093,707	17,672,460	16,251,212	14,829,964	13,408,716	11,987,118	10,565,326
65%		19,004,077	17,582,829	16,161,581	14,740,333	13,319,086	11,897,379	10,475,587
70%		18,914,446	17,493,198	16,071,950	14,650,702	13,229,432	11,807,640	10,385,848
75%		18,824,815	17,403,567	15,982,319	14,561,072	13,139,693	11,717,901	10,296,108
80%		18,735,184	17,313,936	15,892,689	14,471,441	13,049,954	11,628,162	10,206,369

		AH - % on site 33%						
Balance (RLV - BLV)	15,188,488	15%	20%	25%	30%	35%	40%	45%
321.22		19,451,827	18,030,701	16,609,454	15,188,206	13,766,958	12,345,710	10,924,001
300.00		19,478,966	18,057,872	16,636,625	15,215,377	13,794,129	12,372,881	10,951,204
250.00		19,542,913	18,121,894	16,700,647	15,279,399	13,858,151	12,436,903	11,015,304
200.00		19,606,860	18,185,916	16,764,669	15,343,421	13,922,173	12,500,925	11,079,403
121.89		19,706,757	18,285,932	16,864,684	15,443,436	14,022,188	12,600,941	11,179,539
100.00		19,734,753	18,313,945	16,892,713	15,471,465	14,050,217	12,628,969	11,207,602
50.00		19,798,700	18,377,892	16,956,735	15,535,487	14,114,239	12,692,991	11,271,701
20.00		19,837,068	18,416,260	16,995,148	15,573,900	14,152,652	12,731,405	11,310,157
0.00		19,862,647	18,441,839	17,020,757	15,599,509	14,178,261	12,757,013	11,335,766

		GDV - % 100%						
Balance (RLV - BLV)	15,188,488	85.00%	87.50%	90.00%	92.50%	95.00%	97.50%	100.00%
35.00		(11,635,906)	(7,631,854)	(3,667,016)	267,585	4,178,571	8,070,446	11,946,864
40.00		(12,167,239)	(8,148,710)	(4,172,085)	(227,596)	3,691,832	7,590,898	11,473,661
45.00		(12,703,491)	(8,669,954)	(4,680,863)	(726,007)	3,201,949	7,108,541	10,997,851
50.00		(13,244,934)	(9,195,301)	(5,193,488)	(1,227,886)	2,709,020	6,623,347	10,519,406
55.00		(13,791,393)	(9,725,480)	(5,710,153)	(1,733,519)	2,213,015	6,135,287	10,038,301
60.00		(14,342,983)	(10,259,921)	(6,230,625)	(2,242,492)	1,713,773	5,644,332	9,554,506
65.00		(14,899,818)	(10,798,971)	(6,755,388)	(2,755,122)	1,211,002	5,150,455	9,067,854
70.00		(15,462,023)	(11,342,852)	(7,284,005)	(3,271,596)	705,047	4,653,303	8,578,402

		Build rate (Epsm) 100%						
Balance (RLV - BLV)	15,188,488	100.00%	102.50%	105.00%	107.50%	110.00%	112.50%	115.00%
35.00		11,946,864	8,214,104	4,467,144	704,309	(3,077,541)	(6,882,176)	(10,714,395)
40.00		11,473,661	7,734,855	3,981,446	211,130	(3,579,017)	(7,393,564)	(11,236,855)
45.00		10,997,851	7,252,828	3,492,813	(285,162)	(4,084,453)	(7,908,698)	(11,763,781)
50.00		10,519,406	6,767,997	3,000,899	(785,088)	(4,593,233)	(8,427,962)	(12,294,704)
55.00		10,038,301	6,280,334	2,505,887	(1,288,258)	(5,105,487)	(8,950,880)	(12,830,424)
60.00		9,554,506	5,789,809	2,007,836	(1,794,649)	(5,621,779)	(9,478,232)	(13,370,293)
65.00		9,067,854	5,296,394	1,506,718	(2,304,447)	(6,141,529)	(10,009,256)	(13,914,864)
70.00		8,578,402	4,800,061	1,002,501	(2,817,988)	(6,665,132)	(10,544,888)	(14,464,030)
75.00		8,086,163	4,300,840	494,736	(3,334,860)	(7,192,683)	(11,084,304)	(15,017,653)
80.00		7,591,110	3,798,019	(16,273)	(3,855,096)	(7,723,808)	(11,628,456)	(15,576,448)
85.00		7,093,214	3,292,375	(530,488)	(4,379,384)	(8,259,351)	(12,176,542)	(16,139,877)

		Density 30.0					
Balance (RLV - BLV)	15,188,488	25.00	30.00	35.00	40.00	45.00	55.00
0.00		11,070,154	15,188,488	18,130,154	20,336,404	22,052,376	23,425,154
10.00		10,156,359	14,274,692	17,216,359	19,422,609	21,138,581	22,511,359
20.00		9,232,760	13,351,094	16,292,760	18,499,010	20,214,982	21,587,760
30.00		8,299,153	12,417,486	15,359,153	17,565,403	19,281,375	20,654,153
40.00		7,355,328	11,473,661	14,415,328	16,621,578	18,337,550	19,710,328
50.00		6,401,073	10,519,406	13,461,073	15,667,323	17,383,295	18,756,073
60.00		5,436,173	9,554,506	12,496,173	14,702,423	16,418,395	17,791,173
70.00		4,460,068	8,578,402	11,520,068	13,726,318	15,442,291	16,815,068

NOTES

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211004_strategic sites_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham
Title: 1250 No. Units at mid value
Notes: Greenfield

Cells highlighted in green are sensitivity input cells

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

211004_strategic sites_zero CIL

Scheme Ref: WLP2.13 North Lowestoft
 Title: 1300 No. Units at mid value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			1,300		Units				
AH Policy requirement (% Target)			30%						
AH tenure split %			Affordable Rent:		50%				
			Shared home ownership:		25%				
			First Homes		25%				
Open Market Sale (OMS) housing			70%						
			100%						
Max CIL Rate (£ psm)			0.00		£ psm				
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed House		23.7%	215.7	23.7%	92.4	24%	308.1		
3 bed House		37.4%	340.3	37.4%	145.9	37%	486.2		
4 bed House		27.6%	251.2	27.6%	107.6	28%	358.8		
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		11.3%	102.8	11.3%	44.1	11%	146.9		
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units		100.0%	910.0	100.0%	390.0	100%	1,300.0		
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit				
				%	(sqm)	(sqft)			
1 bed House		60.0	646		60.0	646			
2 bed House		80.0	861		80.0	861			
3 bed House		100.0	1,076		100.0	1,076			
4 bed House		120.0	1,292		120.0	1,292			
5 bed House		0.0	0		0.0	0			
1 bed Flat		55.0	592	85.0%	64.7	696			
2 bed Flat		65.0	700	85.0%	76.5	823			
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit				
				%	(sqm)	(sqft)			
1 bed House		58.0	624		58.0	624			
2 bed House		70.0	753		70.0	753			
3 bed House		84.0	904		84.0	904			
4 bed House		97.0	1,044		97.0	1,044			
5 bed House		110.0	1,184		110.0	1,184			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		61.0	657	85.0%	71.8	772			
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)			
1 bed House		0	0	0	0	0	0		
2 bed House		17,254	185,716	6,470	69,644	23,724	255,360		
3 bed House		34,034	366,339	12,252	131,882	46,286	498,221		
4 bed House		30,139	324,416	10,441	112,387	40,580	436,802		
5 bed House		0	0	0	0	0	0		
1 bed Flat		6,654	71,620	2,592	27,904	9,246	99,524		
2 bed Flat		0	0	0	0	0	0		
		88,081	948,091	31,756	341,816	119,836	1,289,907		
AH % by floor area:		26.50% AH % by floor area due to mix							
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House		185,000	3,083	286	0				
2 bed House		215,000	2,688	250	66,241,500				
3 bed House		275,000	2,750	255	133,705,000				
4 bed House		315,000	2,625	244	113,022,000				
5 bed House		0	#DIV/0!	#DIV/0!	0				
1 bed Flat		160,000	2,909	270	23,504,000				
2 bed Flat		175,000	2,692	250	0				
					336,472,500				
Affordable Housing values (£) -		Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	First Homes £	£psm % of MV
1 bed House		92,500	1,595	50%	138,750	2,392	75%	129,500	2,233 70%
2 bed House		107,500	1,536	50%	161,250	2,304	75%	150,500	2,150 70%
3 bed House		137,500	1,637	50%	206,250	2,455	75%	192,500	2,292 70%
4 bed House		157,500	1,624	50%	236,250	2,436	75%	220,500	2,273 70%
5 bed House		0	0	50%	0	0	75%	0	0 70%
1 bed Flat		80,000	1,600	50%	120,000	2,400	75%	112,000	2,240 70%
2 bed Flat		87,500	1,434	50%	131,250	2,152	75%	122,500	2,008 70%

211004_strategic sites_zero CIL

Scheme Ref: WLP2.13 North Lowestoft
 Title: 1300 No. Units at mid value
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	185,000	-
2 bed House	215.7	@	215,000	46,369,050
3 bed House	340.3	@	275,000	93,593,500
4 bed House	251.2	@	315,000	79,115,400
5 bed House	0.0	@	0	-
1 bed Flat	102.8	@	160,000	16,452,800
2 bed Flat	0.0	@	175,000	-
	910.0			235,530,750
Affordable Rent GDV -				
1 bed House	0.0	@	92,500	-
2 bed House	46.2	@	107,500	4,968,113
3 bed House	72.9	@	137,500	10,027,875
4 bed House	53.8	@	157,500	8,476,650
5 bed House	0.0	@	0	-
1 bed Flat	22.0	@	80,000	1,762,800
2 bed Flat	0.0	@	87,500	-
	195.0			25,235,438
Shared home ownership GDV -				
1 bed House	0.0	@	138,750	-
2 bed House	23.1	@	161,250	3,726,084
3 bed House	36.5	@	206,250	7,520,906
4 bed House	26.9	@	236,250	6,357,488
5 bed House	0.0	@	0	-
1 bed Flat	11.0	@	120,000	1,322,100
2 bed Flat	0.0	@	131,250	-
	97.5			18,926,578
First Homes GDV -				
1 bed House	0.0	@	129,500	-
2 bed House	23.1	@	150,500	3,477,679
3 bed House	36.5	@	192,500	7,019,513
4 bed House	26.9	@	220,500	5,933,655
5 bed House	0.0	@	0	-
1 bed Flat	11.0	@	112,000	1,233,960
2 bed Flat	0.0	@	122,500	-
	97.5			17,664,806
Sub-total GDV Residential				
	1,300.0			297,357,572
<i>AH on-site cost analysis:</i>				
	326 £ psm (total GIA sqm)		EMV less EGDV	39,114,928
			30,088 £ per unit (total units)	
Grant	1,300	@	0	-
Total GDV				
				297,357,572

211004_strategic sites_zero CIL

Scheme Ref: WLP2.13 North Lowestoft
 Title: 1300 No. Units at mid value
 Notes: Greenfield

DEVELOPMENT COSTS						
Initial Payments -						
Planning Application Professional Fees, Surveys and reports						(490,000)
Statutory Planning Fees (Residential)						(162,799)
CIL	88,081 sqm		0.00 £ psm			-
	0.00% % of GDV		0 £ per unit (total units)			
CIL analysis:						
Site Specific S106 Contributions						
Community centre	715,540					(715,540)
Biodiversity offset	1,018					(1,323,400)
New primary school	6,665,100					(6,665,100)
New early years setting	2,399,436					(2,399,436)
Sustainable transport	0					-
Electric charge points (housing)	500	per dwelling				(576,550)
Electric charge points (flats)	2,500	per 4x dwelling				(91,813)
Year 8						-
Year 9						-
Year 10						-
total	1,300 units @		0 per unit		(11,771,839)	-
	3.96% % of GDV		9,055 £ per unit (total units)			-
AH Commuted Sum	119,836 sqm (total)					-
						£ psm
Comm. Sum analysis:	0.00% % of GDV					
Construction Costs -						
Site Clearance and Demolition	86.82 acres @					-
						£ per acre (if brownfield)
Infrastructure costs -						
Future Homes Standard housing	4,847	per dwelling				(5,589,076)
Future Homes Standard flats	2,256	per dwelling				(331,406)
Year 3						-
Year 4						-
Year 5						-
Year 6						-
Year 7						-
Year 8						-
Year 9						-
Year 10						-
total	86.82 acres @					(5,920,482)
	1.99% % of GDV		4,554 £ per unit (total units)			-
Infra. Costs analysis:						
1 bed House	-	sqm @	1,033 psm			-
2 bed House	23,724	sqm @	1,033 psm			(24,506,582)
3 bed House	46,286	sqm @	1,033 psm			(47,813,686)
4 bed House	40,580	sqm @	1,033 psm			(41,919,429)
5 bed House	-	sqm @	1,033 psm			-
1 bed Flat	9,246	sqm @	1,158 psm			(10,706,936)
2 bed Flat	119,836	sqm @	1,158 psm			-
External works	124,946,633 @		20.0% per acre			(24,989,327)
			19,223 £ per unit			
M4(2) Category 2 Housing	40% of All units	1,300 units @	1,400 £ per dwelling			(728,000)
RAMS contribution	100% of All units	1,300 units @	321 £ per dwelling			(417,300)
Water efficiency		1,300 units @	9 £ per dwelling			(11,700)
Contingency	157,013,442 @		5.0%			(7,850,672)
Professional Fees	157,013,442 @		10.0%			(15,701,344)
Disposal Costs -						
Marketing and Promotion	235,530,750 OMS @		1.50%			(3,532,961)
Residential Sales Agent Costs	235,530,750 OMS @		1.50%			(3,532,961)
Residential Sales Legal Costs	235,530,750 OMS @		0.50%			(1,177,654)
Interest (on Development Costs) -						
	6.50% APR		0.526% pcm			(1,528,497)
Developers Profit -						
Margin on AH	61,826,822		6.00% on AH values			(3,709,609)
Profit on GDV	235,530,750		20.00%			(47,106,150)
	202,762,169		23.23% on costs		(47,106,150)	
	297,357,572		17.09% blended		(50,815,759)	
TOTAL COSTS						(253,577,928)

211004_strategic sites_zero CIL

Scheme Ref: WLP2.13 North Lowestoft
 Title: 1300 No. Units at mid value
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				43,779,644
SDLT	43,779,644	@	5.0% (slabbed)	(2,178,482)
Acquisition Agent fees	43,779,644	@	1.0%	(437,796)
Acquisition Legal fees	43,779,644	@	0.5%	(218,898)
Interest on Land	43,779,644	@	6.50%	(2,845,677)
Residual Land Value				38,098,790
RLV analysis:	29,307 £ per plot	1,084,350 £ per ha	438,831 £ per acre	

Benchmark Land Value				
Residential Density	37.0	dph		
Site Area (Resi)	35.14	ha	86.82	acres
Density analysis:	3,411	sqm/ha	14,857	sqft/ac
Benchmark Land Value	11,716 £ per plot	433,510 £ per ha	175,439 £ per acre	15,231,424
Gross to net land area	57%			

BALANCE				
Surplus/(Deficit)	650,840	£ per ha	263,392	£ per acre
				22,867,366

211004_strategic sites_zero CIL

Scheme Ref: WLP2.13 North Lowestoft
Title: 1300 No. Units at mid value
Notes: Greenfield

SENSITIVITY ANALYSIS

		AH - % on site 30%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	22,867,366							
		21,294,109	20,161,624	19,029,139	17,896,655	16,764,170	15,631,685	14,499,201
CIL Epsm	50	20,671,458	19,575,502	18,479,546	17,383,590	16,287,635	15,191,679	14,095,723
	55	20,044,968	18,985,826	17,926,683	16,867,541	15,808,399	14,749,256	13,690,114
0.00	60	19,414,423	18,392,471	17,370,518	16,348,476	15,326,434	14,304,392	13,282,351
	65	18,779,526	17,795,060	16,810,594	15,826,129	14,841,663	13,857,062	12,872,411
	70	18,140,656	17,193,970	16,247,284	15,300,598	14,353,912	13,407,226	12,460,271
	75	17,497,774	16,589,164	15,680,554	14,771,945	13,863,335	12,954,725	12,045,910
	80	16,850,781	15,980,607	15,110,372	14,240,137	13,369,902	12,499,667	11,629,303
	85	16,199,055	15,367,983	14,536,703	13,705,144	12,873,586	12,042,027	11,210,427
	90	15,543,178	14,751,191	13,959,205	13,166,935	12,374,357	11,581,779	10,789,201
	95	14,883,110	14,130,517	13,377,924	12,625,331	11,872,187	11,118,896	10,365,606
	100	14,218,507	13,505,922	12,793,034	12,080,145	11,367,045	10,653,352	9,939,658
	105	13,549,140	12,877,088	12,204,499	11,531,629	10,858,759	10,185,119	9,511,334
	110	12,875,438	12,243,832	11,612,226	10,979,750	10,347,215	9,714,171	9,080,610
	115	12,197,304	11,606,520	11,015,682	10,424,476	9,832,595	9,240,480	8,647,461
	120	11,513,937	10,965,114	10,415,366	9,865,619	9,314,868	8,763,963	8,211,862
	125	10,826,086	10,318,936	9,811,243	9,302,914	8,794,003	8,284,399	7,773,788
	130	10,133,682	9,668,424	9,203,141	8,736,694	8,269,970	7,801,995	7,333,214
	135	9,435,789	9,013,677	8,590,593	8,166,926	7,742,423	7,316,722	6,890,116
	140	8,733,259	8,354,161	7,974,107	7,593,561	7,211,486	6,828,551	6,444,466
	145	8,025,818	7,689,952	7,353,645	7,015,975	6,677,270	6,337,454	5,996,240
	150							

		AH - % on site 30%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	22,867,366							
	-	27,310,959	25,830,027	24,349,095	22,867,366	21,385,621	19,903,388	18,420,726
	500	26,588,910	25,106,537	23,623,875	22,140,884	20,657,200	19,173,071	17,688,258
	1,000	25,860,613	24,376,928	22,892,339	21,407,526	19,921,578	18,435,364	16,947,971
	1,500	25,126,735	23,640,685	22,154,612	20,667,219	19,179,420	17,690,576	16,200,523
	2,000	24,386,467	22,899,075	21,410,269	19,920,964	18,430,561	16,938,777	15,445,755
Site Specific S106	2,500	23,641,117	22,151,002	20,660,273	19,168,201	17,674,765	16,179,974	14,683,507
	3,000	22,889,698	21,397,625	19,903,776	18,408,769	16,912,287	15,414,010	13,913,615
0	3,500	22,132,786	20,637,564	19,141,067	17,642,977	16,142,971	14,640,726	13,135,913
	4,000	21,369,847	19,871,944	18,372,096	16,870,258	15,366,270	13,859,808	12,350,233
	4,500	20,601,063	19,099,614	17,596,219	16,090,555	14,582,293	13,071,104	11,556,403
	5,000	19,826,169	18,321,302	16,814,044	15,304,066	13,791,037	12,274,623	10,754,249
	5,500	19,045,196	17,536,380	16,024,937	14,510,535	12,992,336	11,470,195	9,943,595
	6,000	18,257,898	16,744,916	15,228,852	13,709,372	12,186,025	10,657,646	9,124,260
	6,500	17,464,414	15,947,072	14,426,036	12,900,976	11,371,698	9,836,802	8,296,062
	7,000	16,664,254	15,141,982	13,615,927	12,085,182	10,549,343	9,007,483	7,458,816
	7,500	15,857,927	14,330,382	12,798,430	11,261,820	9,718,903	8,169,508	6,612,334
	8,000	15,044,433	13,511,678	11,973,753	10,430,323	8,880,199	7,322,693	5,756,423
	8,500	14,224,655	12,685,685	11,141,728	9,590,891	8,033,053	6,466,852	4,890,891
	9,000	13,397,617	11,852,735	10,301,583	8,743,412	7,177,280	5,601,793	4,015,540
	9,500	12,563,741	11,012,274	9,453,772	7,887,708	6,312,695	4,727,325	3,130,024
	10,000	11,722,966	10,164,131	8,598,137	7,023,598	5,439,110	3,843,250	2,233,949

		AH - % on site 30%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	22,867,366							
	15%	39,752,030	37,539,270	35,326,510	33,112,953	30,899,381	28,685,320	26,470,831
	16%	37,263,816	35,197,421	33,131,027	31,063,836	28,996,629	26,928,933	24,860,810
	17%	34,775,601	32,855,573	30,935,544	29,014,718	27,093,877	25,172,547	23,250,789
Profit	18%	32,287,387	30,513,724	28,740,061	26,965,601	25,191,125	23,416,160	21,640,768
	19%	29,799,173	28,171,875	26,544,578	24,916,483	23,288,373	21,659,774	20,030,747
20.00%	20%	27,310,959	25,830,027	24,349,095	22,867,366	21,385,621	19,903,388	18,420,726
	21%	24,822,745	23,488,178	22,153,612	20,818,248	19,482,869	18,147,001	16,810,705
	22%	22,334,531	21,146,330	19,958,129	18,769,131	17,580,117	16,390,615	15,200,684
	23%	19,846,317	18,804,481	17,762,646	16,720,013	15,677,365	14,634,228	13,590,663
	24%	17,358,103	16,462,632	15,567,162	14,670,896	13,774,613	12,877,842	11,980,642
	25%	14,869,888	14,120,784	13,371,679	12,621,778	11,871,861	11,121,455	10,370,621

211004_strategic sites_zero CIL

Scheme Ref: WLP2.13 North Lowestoft
Title: 1300 No. Units at mid value
Notes: Greenfield

		AH - % on site 30%						
Balance (RLV - BLV)	22,867,366	15%	20%	25%	30%	35%	40%	45%
	70,000	36,465,059	34,984,127	33,503,195	32,021,466	30,539,721	29,057,488	27,574,826
	80,000	35,596,870	34,115,938	32,635,006	31,153,276	29,671,532	28,189,298	26,706,637
BLV (per acre)	90,000	34,728,681	33,247,748	31,766,816	30,285,087	28,803,343	27,321,109	25,838,448
175,439	100,000	33,860,491	32,379,559	30,898,627	29,416,898	27,935,154	26,452,920	24,970,258
	110,000	32,992,302	31,511,370	30,030,438	28,548,709	27,066,965	25,584,731	24,102,069
	125,000	31,690,019	30,209,086	28,728,154	27,246,425	25,764,681	24,282,447	22,799,785
	130,000	31,255,924	29,774,992	28,294,060	26,812,331	25,330,586	23,848,352	22,365,691
	140,000	30,387,735	28,906,803	27,425,870	25,944,141	24,462,397	22,980,163	21,497,502
	150,000	29,519,546	28,038,613	26,557,681	25,075,952	23,594,208	22,111,974	20,629,313
	160,000	28,651,356	27,170,424	25,689,492	24,207,763	22,726,019	21,243,785	19,761,123

		AH - % on site 30%						
Balance (RLV - BLV)	22,867,366	15%	20%	25%	30%	35%	40%	45%
	10	(13,813,887)	(15,294,819)	(16,775,751)	(18,257,480)	(19,739,224)	(21,221,458)	(22,704,120)
	12	(4,421,175)	(5,902,107)	(7,383,039)	(8,864,768)	(10,346,513)	(11,828,746)	(13,311,408)
Density (dph)	15	4,971,537	3,490,605	2,009,672	527,943	(953,801)	(2,436,035)	(3,918,696)
37	18	11,233,344	9,752,412	8,271,480	6,789,751	5,308,007	3,825,773	2,343,111
	20	14,364,248	12,883,316	11,402,384	9,920,655	8,438,911	6,956,677	5,474,015
	23	18,039,657	16,558,725	15,077,793	13,596,064	12,114,320	10,632,086	9,149,424
	25	19,999,875	18,518,943	17,038,011	15,556,282	14,074,538	12,592,304	11,109,642
	30	23,756,960	22,276,028	20,795,096	19,313,367	17,831,622	16,349,389	14,866,727
	36	26,887,864	25,406,932	23,926,000	22,444,271	20,962,526	19,480,292	17,997,631
	40	28,453,316	26,972,384	25,491,452	24,009,723	22,527,978	21,045,744	19,563,083
	45	30,018,768	28,537,836	27,056,903	25,575,174	24,093,430	22,611,196	21,128,535

		AH - % on site 30%						
Balance (RLV - BLV)	22,867,366	15%	20%	25%	30%	35%	40%	45%
	40%	27,310,959	25,830,027	24,349,095	22,867,366	21,385,621	19,903,388	18,420,726
	45%	27,217,519	25,736,587	24,255,554	22,773,810	21,292,066	19,809,713	18,327,051
% Cat M4(2)	50%	27,124,079	25,643,147	24,161,998	22,680,254	21,198,510	19,716,038	18,233,377
40%	55%	27,030,640	25,549,707	24,068,443	22,586,698	21,104,954	19,622,364	18,139,702
	60%	26,937,200	25,456,267	23,974,887	22,493,143	21,011,350	19,528,689	18,045,969
	65%	26,843,760	25,362,828	23,881,331	22,399,587	20,917,676	19,435,014	17,952,173
	70%	26,750,320	25,269,388	23,787,775	22,306,031	20,824,001	19,341,340	17,858,376
	75%	26,656,880	25,175,948	23,694,220	22,212,475	20,730,327	19,247,665	17,764,580
	80%	26,563,440	25,082,408	23,600,664	22,118,920	20,636,652	19,153,990	17,670,783

		AH - % on site 33%						
Balance (RLV - BLV)	22,867,366	15%	20%	25%	30%	35%	40%	45%
	321.22	27,310,665	25,829,733	24,348,801	22,867,072	21,385,327	19,903,093	18,420,432
	300.00	27,338,991	25,858,059	24,377,127	22,895,432	21,413,688	19,931,490	18,448,828
	250.00	27,405,734	25,924,802	24,443,869	22,962,258	21,480,514	19,998,400	18,515,739
	200.00	27,472,477	25,991,544	24,510,612	23,029,084	21,547,339	20,065,311	18,582,649
	121.89	27,576,742	26,095,810	24,614,878	23,133,478	21,651,734	20,169,838	18,687,177
	100.00	27,605,962	26,125,030	24,644,098	23,162,735	21,680,990	20,199,132	18,716,470
	50.00	27,672,705	26,191,773	24,710,840	23,229,560	21,747,816	20,266,042	18,783,381
	20.00	27,712,750	26,231,818	24,750,886	23,269,656	21,787,911	20,306,167	18,823,527
	0.00	27,739,447	26,258,515	24,777,583	23,296,386	21,814,641	20,332,897	18,850,291

		GDV - % 100%						
Balance (RLV - BLV)	22,867,366	85.00%	87.50%	90.00%	92.50%	95.00%	97.50%	100.00%
	50.00	(7,031,195)	(2,769,663)	1,434,923	5,595,473	9,721,805	13,820,346	17,896,655
	55.00	(7,620,133)	(3,339,368)	880,460	5,054,185	9,191,275	13,299,221	17,383,590
CIL Epsm	60.00	(8,214,900)	(3,914,522)	321,707	4,508,584	8,657,018	12,774,898	16,867,541
0.00	65.00	(8,815,624)	(4,494,687)	(241,710)	3,959,269	8,119,294	12,247,021	16,348,476
	70.00	(9,422,434)	(5,079,980)	(809,737)	3,405,500	7,577,900	11,715,706	15,826,129
	75.00	(10,035,461)	(5,670,733)	(1,382,346)	2,847,758	7,032,438	11,181,081	15,300,598
	80.00	(10,654,839)	(6,267,066)	(1,959,982)	2,285,688	6,483,389	10,643,114	14,771,945
	85.00	(11,280,705)	(6,868,861)	(2,542,176)	1,719,292	5,930,540	10,101,615	14,240,137

		Build rate (Epsm) 100%						
Balance (RLV - BLV)	22,867,366	100.00%	102.50%	105.00%	107.50%	110.00%	112.50%	115.00%
	50.00	17,896,655	13,973,264	10,031,099	6,066,912	2,076,776	(1,944,533)	(6,003,321)
	55.00	17,383,590	13,452,682	9,502,190	5,528,848	1,527,859	(2,505,483)	(6,578,705)
	60.00	16,867,541	12,928,935	8,969,933	4,986,666	974,880	(3,071,399)	(7,159,144)
	65.00	16,348,476	12,401,993	8,434,148	4,440,754	417,528	(3,641,516)	(7,744,485)
	70.00	15,826,129	11,871,674	7,894,485	3,891,217	(143,767)	(4,216,661)	(8,335,177)
CIL Epsm	75.00	15,300,598	11,337,762	7,351,357	3,337,279	(709,780)	(4,796,327)	(8,931,215)
0.00	80.00	14,771,945	10,800,541	6,804,732	2,779,589	(1,279,727)	(5,380,897)	(9,532,484)
	85.00	14,240,137	10,259,981	6,254,087	2,217,903	(1,854,616)	(5,970,456)	(10,139,138)
	90.00	13,705,144	9,716,048	5,699,678	1,651,839	(2,433,551)	(6,564,724)	(10,751,690)
	95.00	13,166,935	9,168,271	5,141,650	1,081,936	(3,017,545)	(7,164,506)	(11,369,814)
	100.00	12,625,331	8,616,919	4,579,573	507,428	(3,605,736)	(7,769,227)	(11,993,638)

		Density 37.0						
Balance (RLV - BLV)	22,867,366	30.00	35.00	40.00	45.00	50.00	55.00	60.00
	20.00	17,359,995	20,043,627	22,056,351	23,621,803	24,874,164	25,898,824	26,752,707
	30.00	16,365,649	19,049,281	21,062,005	22,627,457	23,879,818	24,904,478	25,758,361
	40.00	15,359,946	18,043,578	20,056,302	21,621,754	22,874,116	23,898,775	24,752,658
CIL Epsm	50.00	14,342,656	17,026,287	19,039,011	20,604,463	21,856,825	22,881,484	23,735,367
	60.00	13,313,542	15,997,174	18,009,898	19,575,350	20,827,711	21,852,371	22,706,254
	70.00	12,272,130	14,955,762	16,968,485	18,533,937	19,786,299	20,810,958	21,664,841
	80.00	11,217,946	13,901,577	15,914,301	17,479,753	18,732,115	19,756,774	20,610,657
	90.00	10,151,145	12,834,777	14,847,501	16,412,953	17,665,315	18,689,974	19,543,857

NOTES

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L:_Client Projects\1904 CIL Review_East Suffolk_Appraisals, typologies and land value\Strategic sites\2

Revisions\211004_strategic sites_zero CIL\North Lowestoft

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211004_strategic sites_zero CIL

Scheme Ref: WLP2.13 North Lowestoft
Title: 1300 No. Units at mid value
Notes: Greenfield

Cells highlighted in green are sensitivity input cells

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

211004_strategic sites_zero CIL

Scheme Ref: WLP2.4 Kirkley Waterfront
 Title: 1380 No. Units at lower value
 Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				1,380	Units				
AH Policy requirement (% Target)				20%					
AH tenure split %									
		Affordable Rent:			50%				
		Shared home ownership:			25%				
		First Homes			25%				
Open Market Sale (OMS) housing				80%					
				100%					
CIL Rate (£ psm)				0.00	£ psm				
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
2 bed House	10.0%	110.4		10.0%	27.6		10%	138.0	
3 bed House	10.0%	110.4		10.0%	27.6		10%	138.0	
4 bed House	5.0%	55.2		5.0%	13.8		5%	69.0	
5 bed House	0.0%	0.0		0.0%	0.0		0%	0.0	
1 bed Flat	35.0%	386.4		35.0%	96.6		35%	483.0	
2 bed Flat	40.0%	441.6		40.0%	110.4		40%	552.0	
Total number of units	100.0%	1,104.0		100.0%	276.0		100%	1,380.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	60.0	646					60.0	646	
2 bed House	80.0	861					80.0	861	
3 bed House	100.0	1,076					100.0	1,076	
4 bed House	120.0	1,292					120.0	1,292	
5 bed House	0.0	0					0.0	0	
1 bed Flat	55.0	592		85.0%			64.7	696	
2 bed Flat	65.0	700		85.0%			76.5	823	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
1 bed House	58.0	624					58.0	624	
2 bed House	70.0	753					70.0	753	
3 bed House	84.0	904					84.0	904	
4 bed House	97.0	1,044					97.0	1,044	
5 bed House	110.0	1,184					110.0	1,184	
1 bed Flat	50.0	538		85.0%			58.8	633	
2 bed Flat	61.0	657		85.0%			71.8	772	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0		0	0	
2 bed House	8,832	95,067		1,932	20,796		10,764	115,863	
3 bed House	11,040	118,834		2,318	24,955		13,358	143,789	
4 bed House	6,624	71,300		1,339	14,409		7,963	85,709	
5 bed House	0	0		0	0		0	0	
1 bed Flat	25,002	269,123		5,682	61,164		30,685	330,287	
2 bed Flat	33,769	363,491		7,923	85,281		41,692	448,771	
	85,268	917,815		19,194	206,604		104,462	1,124,419	
AH % by floor area:				18.37%	AH % by floor area due to mix				
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf				total MV £ (no AH)		
1 bed House	150,000	2,500	232				0		
2 bed House	180,000	2,250	209				24,840,000		
3 bed House	210,000	2,100	195				28,980,000		
4 bed House	275,000	2,292	213				18,975,000		
5 bed House	0	#DIV/0!	#DIV/0!				0		
1 bed Flat	120,000	2,182	203				57,960,000		
2 bed Flat	140,000	2,154	200				77,280,000		
							208,035,000		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV shared ownership £	£psm	% of MV	First Homes £	£psm	% of MV	
1 bed House	75,000	1,293	50%	112,500	1,940	75%	105,000	1,810	70%
2 bed House	90,000	1,286	50%	135,000	1,929	75%	126,000	1,800	70%
3 bed House	105,000	1,250	50%	157,500	1,875	75%	147,000	1,750	70%
4 bed House	137,500	1,418	50%	206,250	2,126	75%	192,500	1,985	70%
5 bed House	0	0	50%	0	0	75%	0	0	70%
1 bed Flat	60,000	1,200	50%	90,000	1,800	75%	84,000	1,680	70%
2 bed Flat	70,000	1,148	50%	105,000	1,721	75%	98,000	1,607	70%

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	150,000	-
2 bed House	110.4	@	180,000	19,872,000
3 bed House	110.4	@	210,000	23,184,000
4 bed House	55.2	@	275,000	15,180,000
5 bed House	0.0	@	0	-
1 bed Flat	386.4	@	120,000	46,368,000
2 bed Flat	441.6	@	140,000	61,824,000
	1,104.0			166,428,000
Affordable Rent GDV -				
1 bed House	0.0	@	75,000	-
2 bed House	13.8	@	90,000	1,242,000
3 bed House	13.8	@	105,000	1,449,000
4 bed House	6.9	@	137,500	948,750
5 bed House	0.0	@	0	-
1 bed Flat	48.3	@	60,000	2,898,000
2 bed Flat	55.2	@	70,000	3,864,000
	138.0			10,401,750
Shared home ownership GDV -				
1 bed House	0.0	@	112,500	-
2 bed House	6.9	@	135,000	931,500
3 bed House	6.9	@	157,500	1,086,750
4 bed House	3.5	@	206,250	711,563
5 bed House	0.0	@	0	-
1 bed Flat	24.2	@	90,000	2,173,500
2 bed Flat	27.6	@	105,000	2,898,000
	69.0			7,801,313
First Homes GDV -				
1 bed House	0.0	@	105,000	-
2 bed House	6.9	@	126,000	869,400
3 bed House	6.9	@	147,000	1,014,300
4 bed House	3.5	@	192,500	664,125
5 bed House	0.0	@	0	-
1 bed Flat	24.2	@	84,000	2,028,600
2 bed Flat	27.6	@	98,000	2,704,800
	69.0			7,281,225
Sub-total GDV Residential				
	1,380.0			191,912,288
<i>AH on-site cost analysis:</i>				
	154 £ psm (total GIA sqm)		£MV less £GDV	16,122,713
			11,683 £ per unit (total units)	
Grant	1,380	@	0	-
Total GDV				191,912,288

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(520,000)
Statutory Planning Fees (Residential)					(171,999)
CIL	85,268 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions					(2,563,500)
New early years setting	2,563,500				(2,563,500)
Playing pitches	50,000				(50,000)
New primary school	7,075,260				(7,075,260)
Sustainable transport	0				-
Electric charge points (housing)	500 per dwelling				(172,500)
Electric charge points (flats)	2,500 per 4x dwelling				(646,875)
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1,380 units @	0 per unit		(10,508,135)	-
S106 analysis:	5.48% % of GDV	7,615 £ per unit (total units)			
AH Commuted Sum	104,462 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	68.20 acres @	110,000 £ per acre (if brownfield)			(7,501,956)
Infrastructure costs -					
Future Homes Standard housing	4,847 per dwelling				(1,672,215)
Future Homes Standard flats	2,256 per dwelling				(2,334,960)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	68.20 acres @	per acre		(4,007,175)	-
Infra. Costs analysis:	2.09% % of GDV	2,904 £ per unit (total units)			
1 bed House	- sqm @	1,033 psm			-
2 bed House	10,764 sqm @	1,033 psm			(11,119,212)
3 bed House	13,358 sqm @	1,033 psm			(13,799,227)
4 bed House	7,963 sqm @	1,033 psm			(8,225,366)
5 bed House	- sqm @	1,033 psm			-
1 bed Flat	30,685 sqm @	1,158 psm			(35,532,889)
2 bed Flat	104,462 41,692 sqm @	1,158 psm			(48,279,608)
External works	116,956,303 @	20.0% 16,950 £ per unit			(23,391,261)
M4(2) Category 2 Housing	40% of All units	1,380 units @ 1,400 £ per dwelling			(772,800)
RAMS contribution	100% of All units	1,380 units @ 321 £ per dwelling			(442,980)
Water efficiency		1,380 units @ 9 £ per dwelling			(12,420)
Contingency	153,084,894 @	5.0%			(7,654,245)
Professional Fees	153,084,894 @	10.0%			(15,308,489)
Disposal Costs -					
Marketing and Promotion	166,428,000 OMS @	1.50%			(2,496,420)
Residential Sales Agent Costs	166,428,000 OMS @	1.50%			(2,496,420)
Residential Sales Legal Costs	166,428,000 OMS @	0.50%			(832,140)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(30,928,585)
Developers Profit -					
Margin on AH	25,484,288	6.00% on AH values			(1,529,057)
Profit on GDV	166,428,000	20.00%			(33,285,600)
	224,001,328	14.86% on costs		(33,285,600)	
	191,912,288	18.14% blended		(34,814,657)	
TOTAL COSTS					(258,815,985)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(66,903,698)
SDLT	- @	5.0%	(slabbed)	10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	6.50%		-
Residual Land Value				(66,893,198)
RLV analysis: (48,473) £ per plot (2,423,667) £ per ha (980,844) £ per acre				

Benchmark Land Value				
Residential Density		50.0	dph	
Site Area (Resi)		27.60	ha	68.20 acres
Density analysis:				
		3,785	sqm/ha	16,487 sqft/ac
Benchmark Land Value	7,188 £ per plot	359,419 £ per ha	145,455 £ per acre	9,919,973
Gross to net land area	55%			

BALANCE				
Surplus/(Deficit)		(2,783,086) £ per ha	(1,126,299) £ per acre	(76,813,170)

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SENSITIVITY ANALYSIS

		AH - % on site 20%							
Balance (RLV - BLV)	(76,813,170)	5%	10%	15%	20%	25%	30%	35%	
CIL Epsm 0.00	-800	32,290,039	27,567,254	22,844,469	18,121,685	13,398,900	8,676,115	3,953,331	
	-775	30,087,732	25,480,858	20,873,985	16,267,111	11,660,237	7,053,363	2,446,490	
	-750	27,885,426	23,394,463	18,903,500	14,412,537	9,921,574	5,430,611	939,648	
	-725	25,683,119	21,308,067	16,933,015	12,557,963	8,182,911	3,807,859	(567,193)	
	-700	23,480,813	19,221,672	14,962,530	10,703,389	6,444,248	2,185,107	(2,074,034)	
	-675	21,278,506	17,135,276	12,992,046	8,848,815	4,705,585	562,355	(3,580,876)	
	-650	19,076,200	15,048,880	11,021,561	6,994,241	2,966,922	(1,060,397)	(5,087,717)	
	-625	16,873,893	12,962,485	9,051,076	5,139,668	1,228,259	(2,683,150)	(6,594,558)	
	-600	14,671,587	10,876,089	7,080,591	3,285,094	(510,404)	(4,305,902)	(8,101,399)	
	-575	12,469,280	8,789,693	5,110,107	1,430,520	(2,249,067)	(5,928,654)	(9,608,241)	
	-550	10,266,974	6,703,298	3,139,622	(424,054)	(3,987,730)	(7,551,406)	(11,295,230)	
	-525	8,064,667	4,616,902	1,169,137	(2,278,628)	(5,726,393)	(9,174,158)	(13,027,232)	
	-500	5,862,361	2,530,507	(801,348)	(4,133,202)	(7,465,056)	(10,929,516)	(14,759,233)	
	-475	3,660,054	444,111	(2,771,832)	(5,987,776)	(9,203,719)	(12,794,474)	(16,491,235)	
	-450	1,457,748	(1,642,285)	(4,742,317)	(7,842,350)	(11,096,725)	(14,659,981)	(18,223,236)	
	-425	(744,559)	(3,728,680)	(6,712,802)	(9,696,924)	(13,095,188)	(16,525,213)	(19,955,238)	
	-400	(2,946,865)	(5,815,076)	(8,683,287)	(11,796,857)	(15,093,651)	(18,390,445)	(21,687,239)	
	-375	(5,149,172)	(7,901,472)	(10,764,988)	(13,928,551)	(17,092,115)	(20,255,678)	(23,419,241)	
	-350	(7,351,478)	(9,999,581)	(13,029,913)	(16,060,246)	(19,090,578)	(22,120,910)	(25,213,661)	
	-325	(9,553,785)	(12,397,737)	(15,294,838)	(18,191,940)	(21,089,041)	(24,041,543)	(27,448,287)	
	-300	(12,032,023)	(14,795,893)	(17,559,763)	(20,323,634)	(23,170,684)	(26,372,883)	(30,366,937)	

		AH - % on site 20%							
Balance (RLV - BLV)	(76,813,170)	20%	25%	30%	33%	40%	45%	50%	
-	(76,813,170)	(79,100,257)	(81,387,344)	(82,759,596)	(85,961,518)	(88,248,604)	(90,535,691)		
500	(78,644,506)	(80,931,593)	(83,218,680)	(84,590,932)	(87,792,854)	(90,079,940)	(92,367,027)		
1,000	(80,475,842)	(82,762,929)	(85,050,016)	(86,422,268)	(89,624,190)	(91,911,276)	(94,198,363)		
1,500	(82,307,178)	(84,594,265)	(86,881,352)	(88,253,604)	(91,455,525)	(93,742,612)	(96,029,699)		
2,000	(84,138,514)	(86,425,601)	(88,712,688)	(90,084,940)	(93,286,861)	(95,573,948)	(97,861,035)		
2,500	(85,969,850)	(88,256,937)	(90,544,024)	(91,916,276)	(95,118,197)	(97,405,284)	(99,692,371)		
3,000	(87,801,186)	(90,088,273)	(92,375,360)	(93,747,612)	(96,949,533)	(99,236,620)	(101,523,707)		
3,500	(89,632,522)	(91,919,609)	(94,206,695)	(95,578,948)	(98,780,869)	(101,067,956)	(103,355,043)		
4,000	(91,463,858)	(93,750,945)	(96,038,031)	(97,410,283)	(100,612,205)	(102,899,292)	(105,186,379)		
4,500	(93,295,194)	(95,582,280)	(97,869,367)	(99,241,619)	(102,443,541)	(104,730,628)	(107,017,714)		
5,000	(95,126,530)	(97,413,616)	(99,700,703)	(101,072,955)	(104,274,877)	(106,561,964)	(108,849,050)		
5,500	(96,957,865)	(99,244,952)	(101,532,039)	(102,904,291)	(106,106,213)	(108,393,299)	(110,680,386)		
6,000	(98,789,201)	(101,076,288)	(103,363,375)	(104,735,627)	(107,937,549)	(110,224,635)	(112,511,722)		
6,500	(100,620,537)	(102,907,624)	(105,194,711)	(106,566,963)	(109,768,885)	(112,055,971)	(114,343,058)		
7,000	(102,451,873)	(104,738,960)	(107,026,047)	(108,398,299)	(111,600,220)	(113,887,307)	(116,174,394)		
7,500	(104,283,209)	(106,570,296)	(108,857,383)	(110,229,635)	(113,431,556)	(115,718,643)	(118,005,730)		
8,000	(106,114,545)	(108,401,632)	(110,688,719)	(112,060,971)	(115,262,892)	(117,549,979)	(119,837,066)		
8,500	(107,945,881)	(110,232,968)	(112,520,055)	(113,892,307)	(117,094,228)	(119,381,315)	(121,668,402)		
9,000	(109,777,217)	(112,064,304)	(114,351,390)	(115,723,643)	(118,925,564)	(121,212,651)	(123,499,738)		
9,500	(111,608,553)	(113,895,640)	(116,182,726)	(117,554,978)	(120,756,900)	(123,043,987)	(125,331,074)		
10,000	(113,439,889)	(115,726,975)	(118,014,062)	(119,386,314)	(122,588,236)	(124,875,323)	(127,162,409)		

		AH - % on site 20%							
Balance (RLV - BLV)	(76,813,170)	20%	25%	30%	33%	40%	45%	50%	
15%	(68,491,770)	(71,298,945)	(74,106,119)	(75,790,424)	(79,720,468)	(82,527,642)	(85,334,816)		
16%	(70,156,050)	(72,859,207)	(75,562,364)	(77,184,258)	(80,968,678)	(83,671,834)	(86,374,991)		
17%	(71,820,330)	(74,419,470)	(77,018,609)	(78,578,093)	(82,216,888)	(84,816,027)	(87,415,166)		
18%	(73,484,610)	(75,979,732)	(78,474,854)	(79,971,927)	(83,465,098)	(85,960,219)	(88,455,341)		
19%	(75,148,890)	(77,539,995)	(79,931,099)	(81,365,762)	(84,713,308)	(87,104,412)	(89,495,516)		
20%	(76,813,170)	(79,100,257)	(81,387,344)	(82,759,596)	(85,961,518)	(88,248,604)	(90,535,691)		
21%	(78,477,450)	(80,660,520)	(82,843,589)	(84,153,431)	(87,209,728)	(89,392,797)	(91,575,866)		
22%	(80,141,730)	(82,220,782)	(84,299,834)	(85,547,265)	(88,457,938)	(90,536,989)	(92,616,041)		
23%	(81,806,010)	(83,781,045)	(85,756,079)	(86,941,100)	(89,706,148)	(91,681,182)	(93,656,216)		
24%	(83,470,290)	(85,341,307)	(87,212,324)	(88,334,934)	(90,954,358)	(92,825,374)	(94,696,391)		
25%	(85,134,570)	(86,901,570)	(88,668,569)	(89,728,769)	(92,202,568)	(93,969,567)	(95,736,566)		

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		AH - % on site 20%						
Balance (RLV - BLV)	(76,813,170)	20%	25%	30%	33%	40%	45%	50%
BLV (per acre)	70,000	(71,667,170)	(73,954,256)	(76,241,343)	(77,613,595)	(80,815,517)	(83,102,604)	(85,389,690)
	80,000	(72,349,166)	(74,636,252)	(76,923,339)	(78,295,591)	(81,497,513)	(83,784,600)	(86,071,686)
	90,000	(73,031,162)	(75,318,248)	(77,605,335)	(78,977,587)	(82,179,509)	(84,466,596)	(86,753,682)
	100,000	(73,713,158)	(76,000,244)	(78,287,331)	(79,659,583)	(82,861,505)	(85,148,592)	(87,435,678)
	110,000	(74,395,154)	(76,682,240)	(78,969,327)	(80,341,579)	(83,543,501)	(85,830,588)	(88,117,674)
	125,000	(75,418,148)	(77,705,234)	(79,992,321)	(81,364,573)	(84,566,495)	(86,853,582)	(89,140,668)
	130,000	(75,759,146)	(78,046,232)	(80,333,319)	(81,705,571)	(84,907,493)	(87,194,580)	(89,481,666)
	140,000	(76,441,142)	(78,728,228)	(81,015,315)	(82,387,567)	(85,589,489)	(87,876,576)	(90,163,662)
150,000	(77,123,138)	(79,410,224)	(81,697,311)	(83,069,563)	(86,271,485)	(88,558,572)	(90,845,658)	
160,000	(77,805,134)	(80,092,220)	(82,379,307)	(83,751,559)	(86,953,481)	(89,240,568)	(91,527,654)	

		AH - % on site 20%						
Balance (RLV - BLV)	(76,813,170)	20%	25%	30%	33%	40%	45%	50%
Density (dph)	10	(201,992,988)	(204,280,075)	(206,567,162)	(207,939,414)	(211,141,336)	(213,428,422)	(215,715,509)
	12	(175,913,860)	(178,200,947)	(180,488,033)	(181,860,285)	(185,062,207)	(187,349,294)	(189,636,381)
	15	(149,834,731)	(152,121,818)	(154,408,905)	(155,781,157)	(158,983,078)	(161,270,165)	(163,557,252)
	18	(132,448,645)	(134,735,732)	(137,022,819)	(138,395,071)	(141,596,992)	(143,884,079)	(146,171,166)
	20	(123,755,602)	(126,042,689)	(128,329,776)	(129,702,028)	(132,903,949)	(135,191,036)	(137,478,123)
	23	(113,550,726)	(115,837,813)	(118,124,899)	(119,497,151)	(122,699,073)	(124,986,160)	(127,273,247)
	25	(108,108,125)	(110,395,212)	(112,682,299)	(114,054,551)	(117,256,472)	(119,543,559)	(121,830,646)
	30	(97,676,473)	(99,963,560)	(102,250,647)	(103,622,899)	(106,824,821)	(109,111,907)	(111,398,994)
	36	(88,983,431)	(91,270,517)	(93,557,604)	(94,929,856)	(98,131,778)	(100,418,865)	(102,705,951)
	40	(84,636,909)	(86,923,996)	(89,211,083)	(90,583,335)	(93,785,256)	(96,072,343)	(98,359,430)
45	(80,290,388)	(82,577,474)	(84,864,561)	(86,236,813)	(89,438,735)	(91,725,822)	(94,012,908)	

		AH - % on site 20%						
Balance (RLV - BLV)	(76,813,170)	20%	25%	30%	33%	40%	45%	50%
% Cat M4(2)	40%	(76,813,170)	(79,100,257)	(81,387,344)	(82,759,596)	(85,961,518)	(88,248,604)	(90,535,691)
	45%	(76,998,509)	(79,285,595)	(81,572,682)	(82,944,934)	(86,146,856)	(88,433,943)	(90,721,029)
	50%	(77,183,847)	(79,470,933)	(81,758,020)	(83,130,272)	(86,332,194)	(88,619,281)	(90,906,367)
	55%	(77,369,185)	(79,656,271)	(81,943,358)	(83,315,610)	(86,517,532)	(88,804,619)	(91,091,705)
	60%	(77,554,523)	(79,841,610)	(82,128,696)	(83,500,948)	(86,702,870)	(88,989,957)	(91,277,044)
	65%	(77,739,861)	(80,026,948)	(82,314,034)	(83,686,286)	(86,888,208)	(89,175,295)	(91,462,382)
	70%	(77,925,199)	(80,212,286)	(82,499,372)	(83,871,624)	(87,073,546)	(89,360,633)	(91,647,720)
	75%	(78,110,537)	(80,397,624)	(82,684,710)	(84,056,963)	(87,258,884)	(89,545,971)	(91,833,058)
80%	(78,295,875)	(80,582,962)	(82,870,049)	(84,242,301)	(87,444,222)	(89,731,309)	(92,018,396)	

		AH - % on site 33%						
Balance (RLV - BLV)	(76,813,170)	0%	10%	15%	33%	40%	45%	50%
RAMS contribution	321.22	(67,665,406)	(72,239,579)	(74,526,666)	(82,760,179)	(85,962,100)	(88,249,187)	(90,536,274)
	300.00	(67,609,222)	(72,183,395)	(74,470,482)	(82,703,995)	(85,905,916)	(88,193,003)	(90,480,090)
	250.00	(67,476,838)	(72,051,011)	(74,338,098)	(82,571,610)	(85,773,532)	(88,060,619)	(90,347,706)
	200.00	(67,344,453)	(71,918,627)	(74,205,714)	(82,439,226)	(85,641,148)	(87,928,234)	(90,215,321)
	121.89	(67,137,642)	(71,711,816)	(73,998,903)	(82,232,415)	(85,434,337)	(87,721,424)	(90,008,510)
	100.00	(67,079,685)	(71,653,858)	(73,940,945)	(82,174,457)	(85,376,379)	(87,663,466)	(89,950,553)
	50.00	(66,947,300)	(71,521,474)	(73,808,561)	(82,042,073)	(85,243,995)	(87,531,081)	(89,818,168)
	20.00	(66,867,870)	(71,442,043)	(73,729,130)	(81,962,643)	(85,164,564)	(87,451,651)	(89,738,738)
0.00	(66,814,916)	(71,389,090)	(73,676,176)	(81,909,689)	(85,111,610)	(87,398,697)	(89,685,784)	

		AH - % on site 20%						
Balance (RLV - BLV)	(76,813,170)	20.00%	25.00%	30.00%	33.00%	40.00%	45.00%	50.00%
Build rate (Epsm)	80%	(24,367,860)	(26,321,716)	(28,410,298)	(29,746,536)	(33,179,304)	(35,734,474)	(38,289,643)
	85%	(36,422,263)	(38,910,412)	(41,398,560)	(42,891,450)	(46,374,858)	(48,863,006)	(51,351,155)
	90%	(49,885,899)	(52,307,027)	(54,728,155)	(56,180,832)	(59,570,411)	(61,991,539)	(64,412,667)
	95%	(63,349,535)	(65,703,642)	(68,057,750)	(69,470,214)	(72,765,964)	(75,120,072)	(77,474,179)
	100%	(76,813,170)	(79,100,257)	(81,387,344)	(82,759,596)	(85,961,518)	(88,248,604)	(90,535,691)
	105%	(90,276,806)	(92,496,872)	(94,716,939)	(96,048,978)	(99,157,071)	(101,377,137)	(103,597,203)
	110%	(103,740,442)	(105,893,488)	(108,046,533)	(109,338,361)	(112,352,624)	(114,505,670)	(116,658,715)
	115%	(117,204,078)	(119,290,103)	(121,376,128)	(122,627,743)	(125,548,178)	(127,634,203)	(129,720,228)

		AH - % on site 20%						
Balance (RLV - BLV)	(76,813,170)	20.00%	25.00%	30.00%	33.00%	40.00%	45.00%	50.00%
% on GDV	300%	178,898,823	164,010,421	149,113,693	140,169,694	119,278,050	104,327,417	89,343,111
	275%	151,083,918	137,914,217	124,733,024	116,816,327	98,312,731	85,065,720	71,785,275
	250%	123,211,882	111,753,496	100,277,656	93,383,922	77,268,310	65,722,300	54,135,380
	225%	95,237,466	85,485,415	75,716,634	69,845,483	56,105,613	46,245,724	36,329,381
	200%	67,112,964	59,060,806	50,985,110	46,125,104	34,729,217	26,522,397	18,231,795
	175%	38,701,695	32,322,023	25,904,880	22,031,077	12,900,118	6,263,618	(522,891)
	150%	9,578,705	4,786,653	(83,153)	(3,054,350)	(10,240,298)	(16,424,591)	(23,078,812)
	125%	(24,244,144)	(28,531,528)	(33,223,481)	(36,334,701)	(44,338,099)	(50,093,804)	(55,849,509)
100%	(76,813,170)	(79,100,257)	(81,387,344)	(82,759,596)	(85,961,518)	(88,248,604)	(90,535,691)	
75%	(132,311,062)	(131,129,531)	(129,947,999)	(129,239,081)	(127,584,937)	(126,403,405)	(125,221,874)	
50%	(187,808,954)	(183,158,804)	(178,508,655)	(175,718,565)	(169,208,355)	(164,558,206)	(159,908,056)	

		Density 50.0						
Balance (RLV - BLV)	(76,813,170)	50.00	100.00	150.00	200.00	250.00	300.00	350.00
% on GDV	-	(76,813,170)	(61,165,693)	(55,949,867)	(53,341,955)	(51,777,207)	(50,734,042)	(49,988,924)
	10.0	(79,040,920)	(63,393,443)	(58,177,617)	(55,569,704)	(54,004,957)	(52,961,791)	(52,216,673)
	20.0	(81,268,670)	(65,621,193)	(60,405,367)	(57,797,454)	(56,232,706)	(55,189,541)	(54,444,423)
	30.0	(83,496,420)	(67,848,942)	(62,633,117)	(60,025,204)	(58,460,456)	(57,417,291)	(56,672,173)
	40.0	(85,724,169)	(70,076,692)	(64,860,866)	(62,252,953)	(60,688,206)	(59,645,041)	(58,899,923)
	50.0	(87,951,919)	(72,304,442)	(67,088,616)	(64,480,703)	(62,915,955)	(61,872,790)	(61,127,672)
	60.0	(90,179,669)	(74,532,192)	(69,316,366)	(66,708,453)	(65,143,705)	(64,100,540)	(63,355,422)
	70.0	(92,407,418)	(76,759,941)	(71,544,115)	(68,936,203)	(67,371,455)	(66,328,290)	(65,583,172)

NOTES

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L:_Client Projects\1904 CIL Review_East Suffolk_Appraisals, typologies and land value\Strategic sites\2

Revisions\211004_strategic sites_zero CIL\Kirkley Waterfront

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211004_strategic sites_zero CIL

Scheme Ref: WLP2.4 Kirkley Waterfront
Title: 1380 No. Units at lower value
Notes: Greenfield

Cells highlighted in green are sensitivity input cells
Figures in brackets, thus (00,000.00), are negative values / costs

Appendix 7 – Holiday accommodation appraisals

210908_Holiday lets

Scheme Ref: Holiday lodges
 Title: 30 No. Units - Holiday lodges
 Notes: Greenfield - Rest of District

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			30		Units				
AH Policy requirement (% Target)			0%						
AH tenure split %			Affordable Rent:		50%				
			Shared ownership		25%				
			Discounted home ownership		25%		0.0% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing			100%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units	Overall mix%		Total # units	
1 bed House		0.0			0.0	0%		0.0	
2 bed House		0.0			0.0	0%		0.0	
3 bed House		0.0			0.0	0%		0.0	
4 bed House		0.0			0.0	0%		0.0	
5 bed House		0.0			0.0	0%		0.0	
2 bed lodge	50.0%	15.0	50.0%		0.0	50%		15.0	
3 bed lodge	50.0%	15.0	50.0%		0.0	50%		15.0	
Total number of units	100.0%	30.0	100.0%		0.0	100%		30.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House	0.0	0			0.0		0		
2 bed lodge	74.0	797	85.0%		87.1		937		
3 bed lodge	90.0	969	85.0%		105.9		1,140		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House		0			0.0		0		
2 bed lodge	74.0	797	85.0%		87.1		937		
3 bed lodge	90.0	969	85.0%		105.9		1,140		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA		(sqft)	Total GIA (all units)			
1 bed House	0	0	0		0	0		0	
2 bed House	0	0	0		0	0		0	
3 bed House	0	0	0		0	0		0	
4 bed House	0	0	0		0	0		0	
5 bed House	0	0	0		0	0		0	
2 bed lodge	1,306	14,056	0		0	1,306		14,056	
3 bed lodge	1,588	17,096	0		0	1,588		17,096	
	2,894	31,152	0		0	2,894		31,152	
AH % by floor area:			0.00% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
2 bed lodge	100,000	1,351	126	1,500,000					
3 bed lodge	150,000	1,667	155	2,250,000					
				3,750,000					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Shared ownership £	£psm	% of MV	some ownership £	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
2 bed lodge		0	0%	90,000	1,216	90%	90,000	1,216	90%
3 bed lodge	85,000	944	57%	100,000	1,111	67%	100,000	1,111	67%

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Scheme Ref: Holiday lodges
 Title: 30 No. Units - Holiday lodges
 Notes: Greenfield - Rest of District

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
2 bed lodge	15.0	@	100,000	1,500,000
3 bed lodge	15.0	@	150,000	2,250,000
	30.0			3,750,000
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
2 bed lodge	0.0	@	0	-
3 bed lodge	0.0	@	85,000	-
	0.0			-
LCHO GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
2 bed lodge	0.0	@	90,000	-
3 bed lodge	0.0	@	100,000	-
	0.0			-
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
2 bed lodge	0.0	@	90,000	-
3 bed lodge	0.0	@	100,000	-
	0.0			-
Sub-total GDV Residential				
	30.0			3,750,000
<i>AH on-site cost analysis:</i>				
				<i>EMV less EGDV</i> 0
				0 £ psm (total GIA sqm)
				0 £ per unit (total units)
Grant	30	@	0	-
Total GDV				
				3,750,000

210908_Holiday lets

Scheme Ref: Holiday lodges
 Title: 30 No. Units - Holiday lodges
 Notes: Greenfield - Rest of District

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(30,000)
Statutory Planning Fees (Residential)					(11,550)
CIL	2,894 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	RAMS contribution	321 per dwelling			(9,637)
	Biodiversity net gain	1,018 per dwelling			(30,540)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	30 units @	0 per unit	(40,177)	-
S106 analysis:	1.07% % of GDV	1,339 £ per unit (total units)			
AH Commuted Sum	2,894 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	3.71 acres @	£ per acre (if brownfield)			-
Infrastructure costs -					
	Year 1	0% build costs			-
	Year 2	per unit			-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	3.71 acres @	per acre	-	-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	psm			-
5 bed House	- sqm @	psm			-
2 bed lodge	1,306 sqm @	600 psm			(783,529)
3 bed lodge	2,894 1,588 sqm @	600 psm			(952,941)
External works	1,736,471 @	15.0% 8,682 £ per unit			(260,471)
M4(2) Category 2 Housing	0% of All units	30 units @ 521 £ per dwelling			-
M4(3) Category 3 Housing	0% of All units	30 units @ 321 £ per dwelling			-
Water efficiency		30 units @ 9 £ per dwelling			(270)
Contingency	1,997,211 @	5.0%			(99,861)
Professional Fees	1,997,211 @	8.0%			(159,777)
Disposal Costs -					
Marketing and Promotion	3,750,000 OMS @	3.00%			(112,500)
Residential Sales Agent Costs	3,750,000 OMS @	1.00%			(37,500)
Residential Sales Legal Costs	3,750,000 OMS @	0.50%			(18,750)
Interest (on Development Costs) -	6.25% APR	0.506% pcm			(103,024)
Developers Profit -					
Margin on AH	0	6.00% on AH values			-
Profit on GDV	3,750,000	20.00%			(750,000)
	2,610,349	28.73% on costs	(750,000)		
	3,750,000	20.00% blended	(750,000)		
TOTAL COSTS					(3,360,349)

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Scheme Ref: Holiday lodges
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 Notes: Greenfield - Rest of District

RESIDUAL LAND VALUE				
Residual Land Value (gross)				389,651
SDLT	389,651	@	5.0% (slabbed)	(8,983)
Acquisition Agent fees	389,651	@	1.0%	(3,897)
Acquisition Legal fees	389,651	@	0.5%	(1,948)
Interest on Land	389,651	@	6.25%	(24,353)
Residual Land Value				350,470
RLV analysis:	11,682 £ per plot	233,647 £ per ha	94,556 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	20.0	dph		
Site Area (Resi)	1.50	ha	3.71	acres
Density analysis:	1,929	sqm/ha	8,405	sqft/ac
Threshold Land Value	9,609 £ per plot	192,187 £ per ha	77,777 £ per acre	288,280

BALANCE			
Surplus/(Deficit)	41,460 £ per ha	16,779 £ per acre	62,190

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Scheme Ref: Holiday lodges
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Notes: Greenfield - Rest of District

SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - BLV)		0%	5%	10%	15%	20%	25%	30%
CIL Epsm 0.00	62,190	62,190	26,423	(9,370)	(45,202)	(81,034)	(116,915)	(152,825)
	0	31,853	(2,457)	(36,767)	(71,101)	(105,481)	(139,861)	(174,317)
	10	1,411	(31,406)	(64,257)	(97,107)	(129,991)	(162,917)	(195,867)
	20	(29,151)	(60,472)	(91,814)	(123,203)	(154,591)	(186,032)	(217,502)
	30	(59,788)	(89,639)	(119,490)	(149,364)	(179,288)	(209,212)	(239,220)
	40	(90,538)	(118,877)	(147,256)	(175,634)	(204,050)	(232,507)	(260,999)
	50	(121,405)	(148,238)	(175,093)	(201,997)	(228,900)	(255,865)	(283,594)
	60	(152,348)	(177,699)	(203,049)	(228,428)	(253,854)	(279,500)	(308,743)
	70	(183,411)	(207,234)	(231,099)	(254,965)	(279,025)	(306,471)	(333,955)
	80	(214,589)	(236,893)	(259,213)	(282,148)	(307,796)	(333,509)	(359,257)
	90	(245,836)	(266,645)	(288,867)	(312,737)	(336,678)	(360,618)	(384,660)
	100	(277,214)	(299,195)	(321,328)	(343,461)	(365,630)	(387,860)	(410,129)
	110	(313,207)	(333,533)	(353,865)	(374,279)	(394,693)	(415,171)	(435,688)
	120	(349,365)	(367,963)	(386,560)	(405,171)	(423,863)	(442,555)	(461,247)
	130	(385,694)	(402,475)	(419,340)	(436,207)	(453,073)	(469,940)	(486,864)
	140	(422,120)	(437,161)	(452,202)	(467,243)	(482,283)	(497,409)	(512,552)
	150	(458,633)	(471,848)	(485,063)	(498,314)	(511,623)	(524,932)	(538,241)
	160	(495,146)	(506,560)	(518,034)	(529,507)	(540,981)	(552,455)	(564,009)
	170	(531,783)	(541,422)	(551,061)	(560,700)	(570,345)	(580,086)	(589,827)
	180	(568,481)	(576,285)	(584,089)	(591,955)	(599,852)	(607,749)	(615,645)
	190	(605,179)	(611,201)	(617,254)	(623,306)	(629,359)	(635,411)	(641,567)

		AH - % on site 0%						
Balance (RLV - BLV)		0%	5%	10%	15%	20%	25%	30%
Site Specific S106 0	62,190	62,190	26,423	(9,370)	(45,202)	(81,034)	(116,915)	(152,825)
	-	46,252	10,443	(25,389)	(61,221)	(97,104)	(133,014)	(168,973)
	500	30,257	(5,575)	(41,407)	(77,294)	(113,204)	(149,153)	(185,154)
	1,000	14,239	(21,593)	(57,484)	(93,394)	(129,333)	(165,334)	(201,388)
	1,500	(1,780)	(37,673)	(73,583)	(109,513)	(145,514)	(181,546)	(217,651)
	2,000	(17,863)	(53,773)	(89,694)	(125,695)	(161,704)	(197,809)	(233,972)
	2,500	(33,962)	(69,874)	(105,875)	(141,876)	(177,967)	(214,095)	(250,317)
	3,000	(50,062)	(86,055)	(122,056)	(158,125)	(194,230)	(230,440)	(266,726)
	3,500	(66,235)	(102,236)	(138,283)	(174,388)	(210,563)	(246,801)	(283,940)
	4,000	(82,416)	(118,441)	(154,546)	(190,686)	(226,908)	(263,229)	(302,840)
	4,500	(98,598)	(134,704)	(170,809)	(207,031)	(243,304)	(279,933)	(321,764)
	5,000	(114,862)	(150,967)	(187,154)	(223,379)	(259,732)	(296,857)	(340,760)
	5,500	(131,125)	(167,277)	(203,499)	(239,807)	(276,183)	(312,782)	(359,781)
	6,000	(147,400)	(183,622)	(219,882)	(256,235)	(292,874)	(329,787)	(378,873)
	6,500	(163,745)	(199,968)	(236,310)	(272,708)	(309,319)	(346,807)	(397,990)
	7,000	(180,091)	(216,385)	(252,739)	(290,891)	(326,814)	(364,895)	(417,181)
	7,500	(196,460)	(232,813)	(269,233)	(309,821)	(345,834)	(384,011)	(436,394)
	8,000	(212,888)	(249,247)	(286,908)	(328,841)	(370,917)	(413,182)	(455,607)
	8,500	(229,317)	(265,758)	(305,848)	(347,861)	(390,033)	(432,395)	(474,820)
	9,000	(245,772)	(282,926)	(324,868)	(366,938)	(409,183)	(451,608)	(494,128)
	9,500	(262,283)	(301,875)	(343,888)	(386,055)	(428,396)	(470,822)	(513,439)

		GDV						
Balance		85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	62,190	(334,438)	(195,816)	(66,176)	62,190	189,655	316,422	442,693
	0	(370,720)	(226,930)	(96,870)	31,853	159,578	286,590	413,012
	10	(407,166)	(258,158)	(127,661)	1,411	129,443	256,656	383,325
	20	(443,678)	(291,255)	(158,567)	(29,151)	99,167	226,673	353,493
	30	(480,229)	(327,361)	(189,613)	(59,788)	68,843	196,564	323,657
	40	(516,927)	(363,602)	(220,759)	(90,538)	38,401	166,429	293,674
	50	(553,625)	(399,980)	(251,997)	(121,405)	7,874	136,144	263,686
	60	(590,470)	(436,492)	(284,193)	(152,348)	(22,722)	105,832	233,551
	70	(627,354)	(473,005)	(320,284)	(183,411)	(53,456)	75,391	203,409
	80	(664,311)	(509,647)	(356,484)	(214,589)	(84,242)	44,899	173,121
	90	(701,381)	(546,344)	(392,812)	(245,836)	(115,148)	14,303	142,822
	100	(738,453)	(583,069)	(429,306)	(277,214)	(146,145)	(16,373)	112,381
	110	(775,711)	(619,952)	(465,819)	(313,207)	(177,208)	(47,123)	81,924

		Build costs						
Balance		85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	62,190	378,971	274,042	168,474	62,190	(44,913)	(152,978)	(262,165)
	0	349,379	244,210	138,394	31,853	(75,557)	(183,977)	(295,846)
	10	319,697	214,294	108,256	1,411	(106,307)	(215,075)	(331,945)
	20	289,923	184,311	77,969	(29,151)	(137,191)	(246,295)	(368,163)
	30	260,091	154,197	47,618	(59,788)	(168,163)	(277,640)	(404,500)
	40	230,131	124,035	17,177	(90,538)	(199,225)	(313,651)	(441,013)
	50	200,135	93,747	(13,390)	(121,405)	(230,442)	(349,796)	(477,525)
	60	170,000	63,383	(44,019)	(152,348)	(261,738)	(386,116)	(514,074)
	70	139,814	32,942	(74,769)	(183,411)	(295,357)	(422,544)	(550,771)
	80	109,526	2,372	(105,618)	(214,589)	(331,502)	(459,057)	(587,469)
	90	79,148	(28,250)	(136,533)	(245,836)	(367,741)	(495,570)	(624,233)
	100	48,707	(59,000)	(167,596)	(277,214)	(404,076)	(532,210)	(661,116)
	110	18,134	(89,832)	(198,736)	(313,207)	(440,589)	(568,907)	(698,000)

210908_Holiday lets

Scheme Ref: Holiday lodges
 Title: 30 No. Units - Holiday lodges
 Notes: Greenfield - Higher value zone

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			30 Units						
AH Policy requirement (% Target)			0%						
AH tenure split %			Affordable Rent:		50%				
			Shared ownership		25%				
			Discounted home ownership		25%		0.0% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing			100%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units		
1 bed House			0.0		0.0	0%	0.0		
2 bed House			0.0		0.0	0%	0.0		
3 bed House			0.0		0.0	0%	0.0		
4 bed House			0.0		0.0	0%	0.0		
5 bed House			0.0		0.0	0%	0.0		
2 bed lodge		50.0%	15.0	50.0%	0.0	50%	15.0		
3 bed lodge		50.0%	15.0	50.0%	0.0	50%	15.0		
Total number of units		100.0%	30.0	100.0%	0.0	100%	30.0		
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House			0			0.0	0		
2 bed House			0			0.0	0		
3 bed House			0			0.0	0		
4 bed House			0			0.0	0		
5 bed House		0.0	0			0.0	0		
2 bed lodge		74.0	797	85.0%		87.1	937		
3 bed lodge		90.0	969	85.0%		105.9	1,140		
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House			0			0.0	0		
2 bed House			0			0.0	0		
3 bed House			0			0.0	0		
4 bed House			0			0.0	0		
5 bed House			0			0.0	0		
2 bed lodge		74.0	797	85.0%		87.1	937		
3 bed lodge		90.0	969	85.0%		105.9	1,140		
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House		0	0	0	0	0	0		
2 bed House		0	0	0	0	0	0		
3 bed House		0	0	0	0	0	0		
4 bed House		0	0	0	0	0	0		
5 bed House		0	0	0	0	0	0		
2 bed lodge		1,306	14,056	0	0	1,306	14,056		
3 bed lodge		1,588	17,096	0	0	1,588	17,096		
		2,894	31,152	0	0	2,894	31,152		
AH % by floor area:				0.00% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)				
1 bed House			0	0	0				
2 bed House			0	0	0				
3 bed House			0	0	0				
4 bed House			0	0	0				
5 bed House			0	0	0				
2 bed lodge		200,000	2,703	251	3,000,000				
3 bed lodge		300,000	3,333	310	4,500,000				
					7,500,000				
Affordable Housing values (£) -		Aff. Rent £	£psm	% of MV Shared ownership £	£psm	% of MV some ownership £	£psm	% of MV	
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
2 bed lodge			0	0%	90,000	1,216	45%	90,000	1,216
3 bed lodge		85,000	944	28%	100,000	1,111	33%	100,000	1,111

210908_Holiday lets

Scheme Ref: Holiday lodges
 Title: 30 No. Units - Holiday lodges
 Notes: Greenfield - Higher value zone

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
2 bed lodge	15.0	@	200,000	3,000,000
3 bed lodge	15.0	@	300,000	4,500,000
	30.0			7,500,000
Affordable Rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
2 bed lodge	0.0	@	0	-
3 bed lodge	0.0	@	85,000	-
	0.0			-
LCHO GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
2 bed lodge	0.0	@	90,000	-
3 bed lodge	0.0	@	100,000	-
	0.0			-
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
2 bed lodge	0.0	@	90,000	-
3 bed lodge	0.0	@	100,000	-
	0.0			-
Sub-total GDV Residential	30.0			7,500,000
<i>AH on-site cost analysis:</i>		<i>EMV less EGDV</i>		
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	0
Grant	30	@	0	-
Total GDV				7,500,000

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Scheme Ref: Holiday lodges
 Title: 30 No. Units - Holiday lodges
 Notes: Greenfield - Higher value zone

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(30,000)
Statutory Planning Fees (Residential)					(11,550)
CIL	2,894 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	RAMS contribution	321 per dwelling			(9,637)
	Biodiversity net gain	1,018 per dwelling			(30,540)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	30 units @	0 per unit	(40,177)	-
S106 analysis:	0.54% % of GDV	1,339 £ per unit (total units)			
AH Commuted Sum	2,894 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	3.71 acres @	£ per acre (if brownfield)			-
Infrastructure costs -					
	Year 1	0% build costs			-
	Year 2	per unit			-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	3.71 acres @	per acre	-	-
Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	psm			-
5 bed House	- sqm @	psm			-
2 bed lodge	1,306 sqm @	1,082 psm			(1,412,965)
3 bed lodge	2,894 1,588 sqm @	1,000 psm			(1,588,235)
External works	3,001,200 @	15.0% 15,006 £ per unit			(450,180)
M4(2) Category 2 Housing	0% of All units	30 units @ 521 £ per dwelling			-
M4(3) Category 3 Housing	0% of All units	30 units @ 321 £ per dwelling			-
Water efficiency		30 units @ 9 £ per dwelling			(270)
Contingency	3,451,650 @	5.0%			(172,583)
Professional Fees	3,451,650 @	8.0%			(276,132)
Disposal Costs -					
Marketing and Promotion	7,500,000 OMS @	3.00%			(225,000)
Residential Sales Agent Costs	7,500,000 OMS @	1.00%			(75,000)
Residential Sales Legal Costs	7,500,000 OMS @	0.50%			(37,500)
Interest (on Development Costs) -	6.25% APR	0.506% pcm			(149,025)
Developers Profit -					
Margin on AH	0	6.00% on AH values			-
Profit on GDV	7,500,000	20.00%			(1,500,000)
	4,468,616	33.57% on costs	(1,500,000)		
	7,500,000	20.00% blended	(1,500,000)		
TOTAL COSTS					(5,968,616)

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Scheme Ref: Holiday lodges
 Title: 30 No. Units - Holiday lodges
 Notes: Greenfield - Higher value zone

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,531,384
SDLT	1,531,384	@	5.0% (slabbed)	(66,069)
Acquisition Agent fees	1,531,384	@	1.0%	(15,314)
Acquisition Legal fees	1,531,384	@	0.5%	(7,657)
Interest on Land	1,531,384	@	6.25%	(95,711)
Residual Land Value				1,346,632
RLV analysis: 44,888 £ per plot 897,755 £ per ha 363,316 £ per acre				

THRESHOLD LAND VALUE				
Residential Density	20.0	dph		
Site Area (Resi)	1.50	ha	3.71	acres
Density analysis: 1,929 sqm/ha 8,405 sqft/ac				
Threshold Land Value	9,609	£ per plot	192,187	£ per ha
			77,777	£ per acre
				288,280

BALANCE			
Surplus/(Deficit)	705,568	£ per ha	285,539 £ per acre
			1,058,352

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SENSITIVITY ANALYSIS

		AH - % on site 0%						
Balance (RLV - BLV)	1,058,352	0%	5%	10%	15%	20%	25%	30%
CIL Epsm 0.00	0	1,058,352	896,876	735,073	572,985	410,505	247,524	83,764
	25	984,521	826,406	668,080	509,434	350,361	190,750	30,373
	50	910,320	755,717	600,868	445,664	289,996	133,755	(23,240)
	75	835,896	684,805	533,405	381,626	229,408	76,537	(77,078)
	100	761,247	613,595	465,628	317,308	168,525	19,093	(131,163)
	125	686,289	542,097	397,624	252,763	107,403	(38,579)	(185,502)
	150	611,031	470,368	329,390	187,987	46,051	(96,528)	(240,071)
	175	535,540	398,406	260,897	122,972	(15,534)	(154,725)	(297,354)
	200	459,813	326,108	192,082	57,634	(77,354)	(213,157)	(360,401)
	225	383,710	253,544	123,030	(7,942)	(139,480)	(271,811)	(423,704)
	250	307,357	180,738	53,736	(73,758)	(201,853)	(338,420)	(487,279)
	275	230,759	107,688	(15,803)	(139,817)	(264,452)	(406,193)	(551,163)
	300	153,883	34,285	(85,692)	(206,159)	(334,512)	(474,279)	(615,060)
	325	76,647	(39,384)	(155,830)	(272,782)	(406,803)	(542,629)	(679,177)
	350	(842)	(113,306)	(226,201)	(348,677)	(479,442)	(611,090)	(743,397)
	375	(78,588)	(187,464)	(299,587)	(425,572)	(552,351)	(679,688)	(807,750)

		AH - % on site 0%						
Balance (RLV - BLV)	1,058,352	0%	5%	10%	15%	20%	25%	30%
Site Specific S106 0	-	1,058,352	896,876	735,073	572,985	410,505	247,524	83,764
	2,000	996,191	834,426	672,411	510,039	347,202	183,789	19,517
	4,000	933,778	771,837	609,573	446,879	283,645	119,762	(45,062)
	6,000	871,263	709,045	546,463	383,450	219,834	55,442	(109,977)
	8,000	808,471	645,997	483,127	319,751	155,760	(9,177)	(175,230)
	10,000	745,531	582,805	419,608	255,832	91,366	(74,095)	(240,825)
	12,000	682,421	519,375	355,858	191,689	26,709	(139,318)	(310,984)
	14,000	619,053	455,714	291,831	127,291	(38,213)	(204,847)	(386,926)
	16,000	555,571	391,902	227,614	62,595	(103,405)	(270,670)	(463,253)
	18,000	491,820	327,829	163,205	(2,332)	(168,869)	(345,414)	(539,971)
	20,000	427,901	263,539	98,481	(67,493)	(234,590)	(421,541)	(616,824)
	22,000	363,827	199,091	33,550	(132,890)	(303,975)	(498,015)	(693,971)
	24,000	299,464	134,367	(31,580)	(198,603)	(379,982)	(574,869)	(771,213)
	26,000	234,977	69,432	(96,962)	(264,555)	(456,294)	(651,722)	(848,794)
	28,000	170,253	4,332	(162,625)	(338,471)	(532,913)	(728,960)	(926,428)
	30,000	105,313	(61,050)	(228,475)	(414,581)	(609,766)	(806,202)	(1,004,450)

		GDV						
Balance	1,058,352	85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	150	(162,441)	97,804	355,392	611,031	865,265	1,118,267	1,370,405
	160	(193,661)	67,053	324,950	580,896	835,282	1,088,585	1,340,872
	170	(224,917)	36,168	294,497	550,684	805,299	1,058,760	1,311,286
	180	(256,295)	5,262	263,902	520,396	775,315	1,028,928	1,281,604
	190	(289,119)	(25,652)	233,307	490,109	745,274	999,095	1,251,922
	200	(325,195)	(56,715)	202,711	459,813	715,139	969,263	1,222,241
	210	(361,341)	(87,777)	171,969	429,371	685,004	939,300	1,192,559
	220	(397,491)	(118,880)	141,218	398,930	654,868	909,317	1,162,734
	230	(433,820)	(150,100)	110,468	368,489	624,638	879,334	1,132,901
	240	(470,149)	(181,320)	79,587	337,952	594,350	849,350	1,103,069
	250	(506,559)	(212,595)	48,681	307,357	564,062	819,247	1,073,237
	260	(543,072)	(243,973)	17,775	276,761	533,775	789,111	1,043,319
	270	(579,585)	(275,351)	(13,247)	246,134	503,351	758,976	1,013,336

		GDV						
Balance	1,058,352	85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	200	1,009,376	827,083	643,918	459,813	274,455	87,908	(100,080)
	210	979,543	797,099	613,783	429,371	243,859	57,002	(131,283)
	220	949,711	767,116	583,558	398,930	213,191	26,096	(162,503)
	230	919,879	737,076	553,270	368,489	182,440	(4,875)	(193,723)
	240	889,984	706,941	522,983	337,952	151,690	(35,938)	(225,061)
	250	860,000	676,805	492,692	307,357	120,910	(67,001)	(256,439)
	260	830,017	646,670	462,250	276,761	90,004	(98,108)	(289,284)
	270	800,034	616,432	431,809	246,134	59,098	(129,328)	(325,361)
	280	769,963	586,145	401,368	215,383	28,192	(160,548)	(361,506)
	290	739,828	555,857	370,854	184,633	(2,859)	(191,772)	(397,652)
	300	709,692	525,569	340,258	153,883	(33,921)	(223,150)	(433,891)
	310	679,557	495,129	309,663	123,006	(64,984)	(254,528)	(470,220)
	320	649,306	464,688	279,068	92,100	(96,153)	(287,094)	(506,549)

210908_Holiday lets

New build holiday flats GF

SCHEME DETAILS - ASSUMPTIONS

New build holiday flats greenfield

Floor areas:	Unit size (sqft)	No. of units	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Holiday let	800	5	4,000	90.0%	412.9	4,444
area 2		0	0	80.0%	0.0	0
area 3		0	0	80.0%	0.0	0
area 4		0	0	80.0%	0.0	0
area 5			0	80.0%	0.0	0
area 6			0	80.0%	0.0	0
total floor area		5	4,000	90.0%	413	4,444

GROSS DEVELOPMENT VALUE

	Units		£ per room pw	£ per room pa	
Holiday let	5	@	700	182,000	
area 2	0	@	700	-	
area 3	0	@	700	-	
area 4	0	@	700	-	
area 5	0	@	700	-	
area 6	0	@	700	0	
Occupancy		@	60%	182,000	
Estimated Gross Rental Value per annum				109,200	
Management & maintenance costs		@	50%		
Estimated Net Rental Value per annum				54,600	
Yield		@	5.0%		
capitalised rent				1,092,000	
less					
Rent Free / Void allowance	0 months rent			-	
Purchasers costs		@	5.76%	(59,474)	1,032,526
GDV					1,032,526

DEVELOPMENT COSTS

Initial Payments -

Planning Application Professional Fees and reports				-
Statutory Planning Fees				(2,120)
Combined CIL	413 sqm @	0.00	£ psm	-
Site Specific S106/278				-

Construction Costs -

Demolition and Site Clearance (allowance)	0.29 acres @	0	per acre	-
Holiday let	412.90 sqm @	1,306.00	psm	(539,246)
	412.90 sqm @		per unit	
			£ psm	-
RAMS contribution	- sqm @	321.22	£ per dwelling	(1,606)
Biodiversity net gain	- sqm @	1,018	£ per dwelling	(5,090)
	- sqm @		psm	-

External works	545,942 @	15%		(81,891)
Contingency	627,833 @	5%		(31,392)

Professional Fees	659,225 @	10%		(65,923)
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Disposal Costs -

Letting Agents Costs	182,000 ERV @	0.00%	Accounted for in management c	-
Letting Legal Costs	182,000 ERV @	0.00%	Accounted for in management c	-
Investment Sale Agents Costs	1,032,526 GDV @	1.00%		(10,325)
Investment Sale Legal Costs	1,032,526 GDV @	0.50%		(5,163)
Marketing and Promotion	1,032,526 GDV @	1.00%		(10,325)

Finance Costs -

Interest (cashflow basis incl. land)	6.50% APR	0.526% pcm		(12,853)
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Developers Profit	860,404 @	20.00%	on costs	
	1,032,526 @	16.67%	on GDV	(172,122)

TOTAL COSTS				(938,055)
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210908_Holiday lets

New build holiday flats GF

RESIDUAL LAND VALUE

Residual Land Value (gross)				94,471
SDLT (HMRC % rates)	94,471	@		(945)
Acquisition Agent fees	94,471	@	1%	(945)
Acquisition Legal fees	94,471	@	0.5%	(472)
Interest on Land	94,471	@	6.5%	(6,141)
Residual Land Value (net)				85,969

THRESHOLD LAND VALUE

Site density	3,500	sqm per hectare		
Site Area	0.118	ha	0.29	acres
	3,500	sqm/ha	15,246	sqft/ac
Threshold Land Value	274,566	£ per ha	111,111	£ per acre
	1,180	0.42%		
Gross to net	90.00%			32,390

BALANCE

Surplus/(Deficit)				53,579
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SENSITIVITY ANALYSIS

		GDV						
		85%	90%	95%	100%	105%	110%	115%
Balance	53,579							
CIL Epsm / Section 106	20	(72,183)	(30,628)	7,346	45,320	83,294	121,268	159,242
	30	(76,721)	(34,992)	3,216	41,190	79,164	117,138	155,112
	40	(81,259)	(39,530)	(913)	37,061	75,035	113,008	150,982
	50	(85,797)	(44,068)	(5,043)	32,931	70,905	108,879	146,853
	60	(90,335)	(48,606)	(9,172)	28,801	66,775	104,749	142,723
	70	(94,873)	(53,144)	(13,302)	24,672	62,646	100,620	138,594
	80	(99,411)	(57,682)	(17,432)	20,542	58,516	96,490	134,464
	90	(103,949)	(62,220)	(21,561)	16,413	54,387	92,360	130,334
	100	(108,487)	(66,758)	(25,691)	12,283	50,257	88,231	126,205
	110	(113,026)	(71,296)	(29,821)	8,153	46,127	84,101	122,075
	120	(117,564)	(75,834)	(34,104)	4,024	41,998	79,972	117,945
	130	(122,102)	(80,372)	(38,643)	(106)	37,868	75,842	113,816
	140	(126,640)	(84,910)	(43,181)	(4,235)	33,738	71,712	109,686
		Build costs						
		85%	90%	95%	100%	105%	110%	115%
Balance	53,579							
CIL Epsm / Section 106	20	144,793	111,635	78,478	45,320	12,162	(20,996)	(56,306)
	30	140,663	107,506	74,348	41,190	8,033	(25,125)	(60,844)
	40	136,534	103,376	70,218	37,061	3,903	(29,255)	(65,382)
	50	132,404	99,247	66,089	32,931	(227)	(33,483)	(69,920)
	60	128,275	95,117	61,959	28,801	(4,356)	(38,021)	(74,458)
	70	124,145	90,987	57,830	24,672	(8,486)	(42,559)	(78,996)
	80	120,015	86,858	53,700	20,542	(12,615)	(47,097)	(83,534)
	90	115,886	82,728	49,570	16,413	(16,745)	(51,635)	(88,072)
	100	111,756	78,598	45,441	12,283	(20,875)	(56,173)	(92,610)
	110	107,627	74,469	41,311	8,153	(25,004)	(60,711)	(97,148)
	120	103,497	70,339	37,182	4,024	(29,134)	(65,249)	(101,686)
	130	99,367	66,210	33,052	(106)	(33,350)	(69,787)	(106,224)
	140	95,238	62,080	28,922	(4,235)	(37,888)	(74,325)	(110,762)

210908_Holiday lets

New build holiday flats BF

SCHEME DETAILS - ASSUMPTIONS

New build holiday flats brownfield

Floor areas:	Unit size (sqft)	No. of units	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Holiday let	800	5	4,000	90.0%	412.9	4,444
area 2		0	0	80.0%	0.0	0
area 3		0	0	80.0%	0.0	0
area 4		0	0	80.0%	0.0	0
area 5			0	80.0%	0.0	0
area 6			0	80.0%	0.0	0
total floor area		5	4,000	90.0%	413	4,444

GROSS DEVELOPMENT VALUE

	Units		£ per room pw	£ per room pa	
Holiday let	5	@	700	182,000	
area 2	0	@	700	-	
area 3	0	@	700	-	
area 4	0	@	700	-	
area 5	0	@	700	-	
area 6	0	@	700	0	
Occupancy		@	60%	182,000	
Estimated Gross Rental Value per annum				109,200	
Management & maintenance costs		@	50%		
Estimated Net Rental Value per annum				54,600	
Yield		@	5.0%		
capitalised rent				1,092,000	
less					
Rent Free / Void allowance	0 months rent			-	
Purchasers costs		@	5.76%	(59,474)	1,032,526
GDV					1,032,526

DEVELOPMENT COSTS

Initial Payments -

Planning Application Professional Fees and reports				-
Statutory Planning Fees				(2,120)
Combined CIL	413 sqm @	0.00	£ psm	-
Site Specific S106/278				-

Construction Costs -

Demolition and Site Clearance (allowance)	0.29 acres @	110,000	per acre	(32,066)
Holiday let	412.90 sqm @	1,306.00	psm	(539,246)
	412.90 sqm @		per unit	
			£ psm	-
RAMS contribution	- sqm @	321.22	£ per dwelling	(1,606)
Biodiversity net gain	- sqm @	243	£ per dwelling	(1,215)
	- sqm @		psm	-
External works	542,067 @	15%		(81,310)
Contingency	655,443 @	5%		(32,772)

Professional Fees

	688,215 @	10%		(68,822)
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Disposal Costs -

Letting Agents Costs	182,000 ERV @	0.00%	Accounted for in management c	-
Letting Legal Costs	182,000 ERV @	0.00%	Accounted for in management c	-
Investment Sale Agents Costs	1,032,526 GDV @	1.00%		(10,325)
Investment Sale Legal Costs	1,032,526 GDV @	0.50%		(5,163)
Marketing and Promotion	1,032,526 GDV @	1.00%		(10,325)

Finance Costs -

Interest (cashflow basis incl. land)	6.50% APR	0.526% pcm		(15,568)
Developers Profit	860,404 @	20.00%	on costs	
	1,032,526 @	16.67%	on GDV	(172,122)

TOTAL COSTS

(972,660)

210908_Holiday lets

New build holiday flats BF

RESIDUAL LAND VALUE

Residual Land Value (gross)				59,867
SDLT (HMRC % rates)	59,867	@		(599)
Acquisition Agent fees	59,867	@	1%	(599)
Acquisition Legal fees	59,867	@	0.5%	(299)
Interest on Land	59,867	@	6.5%	(3,891)
Residual Land Value (net)				54,479

THRESHOLD LAND VALUE

Site density	3,500	sqm per hectare		
Site Area	0.118	ha	0.29	acres
	3,500	sqm/ha	15,246	sqft/ac
Threshold Land Value	233,381	£ per ha	94,444	£ per acre
	1,180	0.42%		
Gross to net	90.00%			27,531

BALANCE

Surplus/(Deficit)	26,948
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SENSITIVITY ANALYSIS

		GDV						
		85%	90%	95%	100%	105%	110%	115%
Balance	26,948	0	(92,853)	(51,124)	(11,026)	26,948	64,921	102,895
		10	(97,391)	(55,662)	(15,156)	22,818	60,792	98,766
		20	(101,929)	(60,200)	(19,286)	18,688	56,662	94,636
		30	(106,467)	(64,738)	(23,415)	14,559	52,533	90,506
		40	(111,005)	(69,276)	(27,546)	10,429	48,403	86,377
CIL £psm / Section 106		50	(115,543)	(73,814)	(32,084)	6,299	44,273	82,247
		60	(120,081)	(78,352)	(36,622)	2,170	40,144	78,118
		70	(124,619)	(82,890)	(41,160)	(1,960)	36,014	73,988
		80	(129,157)	(87,428)	(45,698)	(6,089)	31,884	69,858
		90	(133,696)	(91,966)	(50,236)	(10,219)	27,755	65,729
		100	(138,234)	(96,504)	(54,774)	(14,349)	23,625	61,599
		110	(142,772)	(101,042)	(59,312)	(18,478)	19,496	57,470
		120	(147,310)	(105,580)	(63,851)	(22,608)	15,366	53,340
		Build costs						
		85%	90%	95%	100%	105%	110%	115%
Balance	26,948	0	126,421	93,263	60,105	26,948	(6,210)	(40,539)
		10	122,291	89,133	55,976	22,818	(10,340)	(45,077)
		20	118,161	85,004	51,846	18,688	(14,469)	(49,615)
		30	114,032	80,874	47,716	14,559	(18,599)	(54,153)
		40	109,902	76,745	43,587	10,429	(22,729)	(58,691)
CIL £psm / Section 106		50	105,773	72,615	39,457	6,299	(26,858)	(63,229)
		60	101,643	68,485	35,328	2,170	(31,330)	(67,767)
		70	97,513	64,356	31,198	(1,960)	(35,868)	(72,305)
		80	93,384	60,226	27,068	(6,089)	(40,406)	(76,843)
		90	89,254	56,096	22,939	(10,219)	(44,944)	(81,381)
		100	85,125	51,967	18,809	(14,349)	(49,482)	(85,919)
		110	80,995	47,837	14,679	(18,478)	(54,020)	(90,457)
		120	76,865	43,708	10,550	(22,608)	(58,558)	(94,995)

210908_Holiday lets Barn conversion GF

SCHEME DETAILS - ASSUMPTIONS

Barn conversion greenfield

Floor areas:	Unit size (sqft)	No. of units	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Holiday let	800	5	4,000	90.0%	412.9	4,444
area 2		0	0	80.0%	0.0	0
area 3		0	0	80.0%	0.0	0
area 4		0	0	80.0%	0.0	0
area 5		0	0	80.0%	0.0	0
area 6		0	0	80.0%	0.0	0
total floor area		5	4,000	90.0%	413	4,444

GROSS DEVELOPMENT VALUE

	Units		£ per room pw	£ per room pa	
Holiday let	5	@	700	182,000	
area 2	0	@	700	-	
area 3	0	@	700	-	
area 4	0	@	700	-	
area 5	0	@	700	-	
area 6	0	@	700	0	
				182,000	
Occupancy		@	60%		
Estimated Gross Rental Value per annum				109,200	
Management & maintenance costs		@	50%		
Estimated Net Rental Value per annum				54,600	
Yield		@	5.0%		
capitalised rent				1,092,000	
/less					
Rent Free / Void allowance	0 months rent			-	
Purchasers costs		@	5.76%	(59,474)	1,032,526
GDV					1,032,526

DEVELOPMENT COSTS

Initial Payments -

Planning Application Professional Fees and reports				-
Statutory Planning Fees				(2,120)
Combined CIL	413 sqm @	0.00 £ psm		-
Site Specific S106/278				-

Construction Costs -

Demolition and Site Clearance (allowance)	0.29 acres @	0 per acre		-
Holiday let	412.90 sqm @	1,346.00 psm		(555,762)
	412.90 sqm @	per unit		
		£ psm		-
RAMS contribution	- sqm @	321.22 £ per dwelling		(1,606)
Biodiversity net gain	- sqm @	1,018 £ per dwelling		(5,090)
	- sqm @	psm		-
External works	562,458 @	15%		(84,369)
Contingency	646,827 @	5%		(32,341)
Professional Fees	679,168 @	10%		(67,917)

Disposal Costs -

Letting Agents Costs	182,000 ERV @	0.00%	Accounted for in management c	-
Letting Legal Costs	182,000 ERV @	0.00%	Accounted for in management c	-
Investment Sale Agents Costs	1,032,526 GDV @	1.00%		(10,325)
Investment Sale Legal Costs	1,032,526 GDV @	0.50%		(5,163)
Marketing and Promotion	1,032,526 GDV @	1.00%		(10,325)

Finance Costs -

Interest (cashflow basis incl. land)	6.50% APR	0.526% pcm		(26,189)
Developers Profit	860,404 @	20.00%	on costs	
	1,032,526 @	16.67%	on GDV	(172,122)

TOTAL COSTS				(973,329)
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210908_Holiday lets Barn conversion GF

RESIDUAL LAND VALUE

Residual Land Value (gross)				59,198
SDLT (HMRC % rates)	59,198	@		(592)
Acquisition Agent fees	59,198	@	1%	(592)
Acquisition Legal fees	59,198	@	0.5%	(296)
Interest on Land	59,198	@	6.5%	(3,848)
Residual Land Value (net)				53,870

THRESHOLD LAND VALUE

Site density	3,500	sqm per hectare		
Site Area	0.118	ha	0.29	acres
	3,500	sqm/ha	15,246	sqft/ac
Threshold Land Value	274,566	£ per ha	111,111	£ per acre
	1,180	0.42%		
Gross to net	90.00%			32,390

BALANCE

Surplus/(Deficit)	21,480
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SENSITIVITY ANALYSIS

		GDV						
Balance	21,480	85%	90%	95%	100%	105%	110%	115%
		0	10	20	30	40	50	60
CIL £psm / Section 106		(98,380)	(102,779)	(107,177)	(111,575)	(115,973)	(120,372)	(124,770)
		(56,651)	(61,049)	(65,447)	(69,846)	(74,244)	(78,642)	(83,040)
		(16,493)	(20,496)	(24,498)	(28,501)	(32,514)	(36,912)	(41,311)
		21,480	17,478	13,476	9,473	5,471	1,469	(2,534)
		59,454	55,452	51,450	47,447	43,445	39,442	35,440
		97,428	93,426	89,423	85,421	81,419	77,416	73,414
		135,402	127,397	123,395	119,393	115,390	111,388	107,385
		135,402	127,397	123,395	119,393	115,390	111,388	107,385
		135,402	127,397	123,395	119,393	115,390	111,388	107,385
		135,402	127,397	123,395	119,393	115,390	111,388	107,385
		135,402	127,397	123,395	119,393	115,390	111,388	107,385
		135,402	127,397	123,395	119,393	115,390	111,388	107,385
		135,402	127,397	123,395	119,393	115,390	111,388	107,385
Balance	21,480	Build costs						
		85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106		125,757	121,755	117,752	113,750	109,748	105,745	101,743
		90,998	86,996	82,993	78,991	74,989	70,986	66,984
		56,239	52,237	48,235	44,232	40,230	36,227	32,225
		21,480	17,478	13,476	9,473	5,471	1,469	(2,534)
		(13,278)	(17,281)	(21,283)	(25,286)	(29,288)	(33,379)	(37,778)
		(49,585)	(53,983)	(58,381)	(62,780)	(67,178)	(71,576)	(75,974)
		(87,781)	(92,180)	(96,578)	(100,976)	(105,374)	(109,773)	(114,171)
		(87,781)	(92,180)	(96,578)	(100,976)	(105,374)	(109,773)	(114,171)
		(87,781)	(92,180)	(96,578)	(100,976)	(105,374)	(109,773)	(114,171)
		(87,781)	(92,180)	(96,578)	(100,976)	(105,374)	(109,773)	(114,171)
		(87,781)	(92,180)	(96,578)	(100,976)	(105,374)	(109,773)	(114,171)
		(87,781)	(92,180)	(96,578)	(100,976)	(105,374)	(109,773)	(114,171)
		(87,781)	(92,180)	(96,578)	(100,976)	(105,374)	(109,773)	(114,171)

210908_Holiday lets Barn conversion BF

SCHEME DETAILS - ASSUMPTIONS

Barn conversion brownfield

Floor areas:	Unit size (sqft)	No. of units	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Holiday let	800	5	4,000	90.0%	412.9	4,444
area 2		0	0	80.0%	0.0	0
area 3		0	0	80.0%	0.0	0
area 4		0	0	80.0%	0.0	0
area 5			0	80.0%	0.0	0
area 6			0	80.0%	0.0	0
total floor area		5	4,000	90.0%	413	4,444

GROSS DEVELOPMENT VALUE

	Units		£ per room pw	£ per room pa	
Holiday let	5	@	700	182,000	
area 2	0	@	700	-	
area 3	0	@	700	-	
area 4	0	@	700	-	
area 5	0	@	700	-	
area 6	0	@	700	0	
Occupancy		@	60%	182,000	
Estimated Gross Rental Value per annum				109,200	
Management & maintenance costs		@	50%		
Estimated Net Rental Value per annum				54,600	
Yield		@	5.0%		
capitalised rent				1,092,000	
less					
Rent Free / Void allowance	0 months rent			-	
Purchasers costs		@	5.76%	(59,474)	1,032,526
GDV					1,032,526

DEVELOPMENT COSTS

Initial Payments -

Planning Application Professional Fees and reports				-
Statutory Planning Fees				(2,120)
Combined CIL	413 sqm @	0.00	£ psm	-
Site Specific S106/278				-

Construction Costs -

Demolition and Site Clearance (allowance)	0.29 acres @	110,000	per acre	(32,066)
Holiday let	412.90 sqm @	1,346.00	psm	(555,762)
	412.90 sqm @		per unit	
			£ psm	-
RAMS contribution	- sqm @	321.22	£ per dwelling	(1,606)
Biodiversity net gain	- sqm @	243	£ per dwelling	(1,215)
	- sqm @		psm	-

External works	558,583 @	15%		(83,787)
Contingency	674,436 @	5%		(33,722)

Professional Fees	708,158 @	10%		(70,816)
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Disposal Costs -

Letting Agents Costs	182,000 ERV @	0.00%	Accounted for in management c	-
Letting Legal Costs	182,000 ERV @	0.00%	Accounted for in management c	-
Investment Sale Agents Costs	1,032,526 GDV @	1.00%		(10,325)
Investment Sale Legal Costs	1,032,526 GDV @	0.50%		(5,163)
Marketing and Promotion	1,032,526 GDV @	1.00%		(10,325)

Finance Costs -

Interest (cashflow basis incl. land)	6.50% APR	0.526% pcm		(15,951)
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Developers Profit	860,404 @	20.00%	on costs	
	1,032,526 @	16.67%	on GDV	(172,122)

TOTAL COSTS				(994,980)
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210908_Holiday lets Barn conversion BF

RESIDUAL LAND VALUE

Residual Land Value (gross)				37,547
SDLT (HMRC % rates)	37,547	@		(375)
Acquisition Agent fees	37,547	@	1%	(375)
Acquisition Legal fees	37,547	@	0.5%	(188)
Interest on Land	37,547	@	6.5%	(2,441)
Residual Land Value (net)				34,168

THRESHOLD LAND VALUE

Site density	3,500	sqm per hectare		
Site Area	0.118	ha	0.29	acres
	3,500	sqm/ha	15,246	sqft/ac
Threshold Land Value	233,381	£ per ha	94,444	£ per acre
	1,180	0.42%		
Gross to net	90.00%			27,531

BALANCE

Surplus/(Deficit)	6,637
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SENSITIVITY ANALYSIS

		GDV						
		85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	Balance	6,637						
	0	(115,173)	(73,443)	(31,714)	6,637	44,610	82,584	120,558
	10	(119,711)	(77,981)	(36,252)	2,507	40,481	78,455	116,429
	20	(124,249)	(82,519)	(40,790)	(1,623)	36,351	74,325	112,299
	30	(128,787)	(87,058)	(45,328)	(5,752)	32,222	70,195	108,169
	40	(133,325)	(91,596)	(49,866)	(9,882)	28,092	66,066	104,040
	50	(137,863)	(96,134)	(54,404)	(14,012)	23,962	61,936	99,910
	60	(142,401)	(100,672)	(58,942)	(18,141)	19,833	57,807	95,781
	70	(146,939)	(105,210)	(63,480)	(22,271)	15,703	53,677	91,651
	80	(151,477)	(109,748)	(68,018)	(26,400)	11,573	49,547	87,521
	90	(156,015)	(114,286)	(72,556)	(30,827)	7,444	45,418	83,392
	100	(160,553)	(118,824)	(77,094)	(35,365)	3,314	41,288	79,262
	110	(165,091)	(123,362)	(81,632)	(39,903)	(815)	37,159	75,132
	120	(169,629)	(127,900)	(86,170)	(44,441)	(4,945)	33,029	71,003
		Build costs						
		85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	Balance	6,637						
	0	109,156	74,983	40,810	6,637	(27,537)	(65,090)	(102,643)
	10	105,027	70,853	36,680	2,507	(32,075)	(69,628)	(107,181)
	20	100,897	66,724	32,551	(1,623)	(36,613)	(74,166)	(111,720)
	30	96,768	62,594	28,421	(5,752)	(41,151)	(78,705)	(116,258)
	40	92,638	58,465	24,291	(9,882)	(45,689)	(83,243)	(120,796)
	50	88,508	54,335	20,162	(14,012)	(50,228)	(87,781)	(125,334)
	60	84,379	50,205	16,032	(18,141)	(54,766)	(92,319)	(129,872)
	70	80,249	46,076	11,902	(22,271)	(59,304)	(96,857)	(134,410)
	80	76,119	41,946	7,773	(26,400)	(63,842)	(101,395)	(138,948)
	90	71,990	37,817	3,643	(30,827)	(68,380)	(105,933)	(143,486)
	100	67,860	33,687	(486)	(35,365)	(72,918)	(110,471)	(148,024)
	110	63,731	29,557	(4,616)	(39,903)	(77,456)	(115,009)	(152,562)
	120	59,601	25,428	(8,746)	(44,441)	(81,994)	(119,547)	(157,100)

Appendix 8 – Specialist housing appraisals

211004_East Suffolk Specialist residential appraisals

Care_Home_GF

SCHEME DETAILS - ASSUMPTIONS

Nursing/residential care home - greenfield

Floor areas:	Room size (sqft)	No rooms	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Nursing/residential care home - greenfield	269	60	16,140	50.0%	2,998.9	32,280
area 2		0	0	80.0%	0.0	0
area 3		0	0	80.0%	0.0	0
area 4		0	0	80.0%	0.0	0
area 5			0	80.0%	0.0	0
area 6			0	80.0%	0.0	0
total floor area		60	16,140	50.0%	2,999	32,280

GROSS DEVELOPMENT VALUE

	Rooms		£ per room	£ per room pa	£
Nursing/residential care home - greenfield	60	@	1,100	66,000	3,960,000
area 2	0	@		66,000	-
area 3	0	@		66,000	-
area 4	0	@		66,000	-
area 5	0	@		66,000	-
area 6	0	@		66,000	0
Occupancy		@		88%	3,960,000
Estimated Gross Rental Value per annum					3,484,800
Management & maintenance costs		@		60%	
Estimated Net Rental Value per annum					1,393,920
Yield		@		6.5%	
capitalised rent					21,444,923
less					
Rent Free / Void allowance	30	months rent			(9,900,000)
Purchasers costs		@		5.76%	(628,770)
					10,916,153
GDV					10,916,153

DEVELOPMENT COSTS

Initial Payments -

Planning Application Professional Fees and reports				-
Statutory Planning Fees				(15,394)
Combined CIL	2,999 sqm @		0.00 £ psm	-
Site Specific S106/278				-

Construction Costs -

Demolition and Site Clearance (allowance)	2.12 acres @		0 per acre	-
Nursing/residential care home - greenfield	2,998.89 sqm @		1,753.00 psm	(5,257,046)
Future Homes Standard (flats)	- 2,998.89 sqm @		2,256.00 per unit	(135,360)
	2,998.89 sqm @		£ psm	-
	- sqm @		£ per scheme	-
Biodiversity net gain	- sqm @		1,018 per unit	(61,080)
	- sqm @		psm	-
External works	5,453,486 @		15%	(818,023)
Contingency	6,271,509 @		5%	(313,575)

Professional Fees

	6,585,084 @		10%	(658,508)
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Disposal Costs -

Letting Agents Costs	3,960,000 ERV @		10.00%	(396,000)
Letting Legal Costs	3,960,000 ERV @		5.00%	(198,000)
Investment Sale Agents Costs	10,916,153 GDV @		1.00%	(109,162)
Investment Sale Legal Costs	10,916,153 GDV @		0.50%	(54,581)
Marketing and Promotion	10,916,153 GDV @		1.50%	(163,742)

Finance Costs -

Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm	(127,816)
Developers Profit	9,096,430 @		20.00% on costs	
	10,916,153 @		16.67% on GDV	(1,819,723)

TOTAL COSTS				(10,128,010)
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211004_East Suffolk Specialist residential appraisals

Care_Home_GF

RESIDUAL LAND VALUE

Residual Land Value (gross)				788,143
SDLT (HMRC % rates)	788,143	@		(31,526)
Acquisition Agent fees	788,143	@	1%	(7,881)
Acquisition Legal fees	788,143	@	0.5%	(3,941)
Interest on Land	788,143	@	6.5%	(51,229)
Residual Land Value (net)				693,566

THRESHOLD LAND VALUE

Site density	3,500	sqm per hectare		
Site Area	0.857	ha	2.12	acres
	3,500	sqm/ha	15,246	sqft/ac
Density (rooms per hectare)	70			
Threshold Land Value	274,566	£ per ha	111,111	£ per acre
	8,568	0.70%		
Gross to net	90.00%			235,246

BALANCE

Surplus/(Deficit)	458,320
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SENSITIVITY ANALYSIS

		GDV						
Balance	458,320	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	20	(828,364)	(389,917)	17,315	400,311	786,145	1,171,978	1,557,812
	25	(844,844)	(406,397)	2,648	385,809	771,642	1,157,476	1,543,310
	110	(1,125,002)	(686,555)	(248,107)	143,525	525,103	910,937	1,296,770
	115	(1,141,482)	(703,035)	(264,587)	128,858	510,601	896,435	1,282,268
	120	(1,157,962)	(719,514)	(281,067)	114,191	496,099	881,932	1,267,766
	125	(1,174,442)	(735,994)	(297,547)	99,524	481,596	867,430	1,253,264
	130	(1,190,921)	(752,474)	(314,027)	84,857	467,094	852,928	1,238,761
	135	(1,207,401)	(768,954)	(330,507)	70,190	452,592	838,425	1,224,259
	140	(1,223,881)	(785,434)	(346,987)	55,523	438,089	823,923	1,209,757
	145	(1,240,361)	(801,914)	(363,467)	40,856	423,587	809,421	1,195,254
	150	(1,256,841)	(818,394)	(379,946)	26,189	409,085	794,918	1,180,752
	155	(1,273,321)	(834,874)	(396,426)	11,522	394,583	780,416	1,166,250
	160	(1,289,801)	(851,354)	(412,906)	(3,146)	380,080	765,914	1,151,747
		Build costs						
Balance	458,320	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	0	1,396,103	1,083,509	770,914	458,320	150,055	(164,537)	(512,764)
	10	1,367,098	1,054,504	741,910	429,316	120,721	(194,530)	(545,724)
	20	1,338,094	1,025,499	712,905	400,311	91,387	(224,524)	(578,684)
	30	1,309,089	996,495	683,901	371,306	62,053	(256,423)	(611,644)
	40	1,280,084	967,490	654,896	342,302	32,719	(289,383)	(644,604)
	50	1,251,080	938,486	625,891	313,297	3,384	(322,343)	(677,563)
	60	1,222,075	909,481	596,887	284,293	(21,247)	(355,302)	(710,523)
	70	1,193,070	880,476	567,882	255,288	(51,240)	(388,262)	(743,483)
	80	1,164,066	851,472	538,878	226,283	(81,233)	(421,222)	(776,443)
	90	1,135,061	822,467	509,873	202,194	(111,227)	(454,182)	(809,402)
	100	1,106,057	793,463	480,868	172,860	(141,220)	(487,142)	(842,362)
	110	1,077,052	764,458	451,864	143,525	(171,214)	(520,101)	(875,322)
	120	1,048,047	735,453	422,859	114,191	(201,207)	(553,061)	(908,282)

211004_East Suffolk Specialist residential appraisals

Care_Home_BF

SCHEME DETAILS - ASSUMPTIONS

Nursing/residential care home - brownfield

Floor areas:	Room size (sqft)	No rooms	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
Nursing/residential care home - brownfield	269	60	16,140	50.0%	2,998.9	32,280
area 2		0	0	80.0%	0.0	0
area 3		0	0	80.0%	0.0	0
area 4		0	0	80.0%	0.0	0
area 5			0	80.0%	0.0	0
area 6			0	80.0%	0.0	0
total floor area		60	16,140	50.0%	2,999	32,280

GROSS DEVELOPMENT VALUE

	Rooms		£ per room pa	£
Nursing/residential care home - brownfield	60	@ 1,100	66,000	3,960,000
area 2	0	@	66,000	-
area 3	0	@	66,000	-
area 4	0	@	66,000	-
area 5	0	@	66,000	-
area 6	0	@	66,000	0
Occupancy		@	88%	3,960,000
Estimated Gross Rental Value per annum				3,484,800
Management & maintenance costs		@	60%	
Estimated Net Rental Value per annum				1,393,920
Yield		@	6.5%	
capitalised rent				21,444,923
less				
Rent Free / Void allowance	30	months rent		(9,900,000)
Purchasers costs		@	5.76%	(628,770)
				10,916,153
GDV				10,916,153

DEVELOPMENT COSTS

Initial Payments -

Planning Application Professional Fees and reports				-
Statutory Planning Fees				(15,394)
Combined CIL	2,999 sqm @	0.00	£ psm	-
Site Specific S106/278				-

Construction Costs -

Demolition and Site Clearance (allowance)	2.12 acres @	110,000	per acre	(232,893)
Nursing/residential care home - brownfield	2,998.89 sqm @	1,753.00	psm	(5,257,046)
Future Homes Standard (flats)	- 2,998.89 sqm @	2,256.00	per unit	(135,360)
	2,998.89 sqm @		£ psm	-
	- sqm @		£ per scheme	-
Biodiversity offset	- sqm @	243	£ per gross hectare	-
	- sqm @		psm	-
External works	5,392,406 @	15%		(808,861)
Contingency	6,434,160 @	5%		(321,708)

Professional Fees

	6,755,868 @	10%		(675,587)
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Disposal Costs -

Letting Agents Costs	3,960,000 ERV @	10.00%		(396,000)
Letting Legal Costs	3,960,000 ERV @	5.00%		(198,000)
Investment Sale Agents Costs	10,916,153 GDV @	1.00%		(109,162)
Investment Sale Legal Costs	10,916,153 GDV @	0.50%		(54,581)
Marketing and Promotion	10,916,153 GDV @	1.50%		(163,742)

Finance Costs -

Interest (cashflow basis incl. land)	6.50% APR	0.526% pcm		(146,777)
Developers Profit	9,096,430 @	20.00%	on costs	
	10,916,153 @	16.67%	on GDV	(1,819,723)

TOTAL COSTS				(10,334,833)
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211004_East Suffolk Specialist residential appraisals

Care_Home_BF

RESIDUAL LAND VALUE

Residual Land Value (gross)				581,320
SDLT (HMRC % rates)	581,320	@		(23,253)
Acquisition Agent fees	581,320	@	1%	(5,813)
Acquisition Legal fees	581,320	@	0.5%	(2,907)
Interest on Land	581,320	@	6.5%	(37,786)
Residual Land Value (net)				511,561

THRESHOLD LAND VALUE

Site density	3,500	sqm per hectare		
Site Area	0.857	ha	2.12	acres
	3,500	sqm/ha	15,246	sqft/ac
Density (rooms per hectare)	70			
Threshold Land Value	233,381	£ per ha	94,444	£ per acre
	8,568	0.70%		
Gross to net	90.00%			199,958

BALANCE

Surplus/(Deficit)				311,603
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SENSITIVITY ANALYSIS

		GDV						
Balance	311,603	85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	50	(1,098,779)	(660,332)	(221,884)	170,745	552,414	938,247	1,324,081
	55	(1,115,259)	(676,812)	(238,364)	156,078	537,912	923,745	1,309,579
	60	(1,131,739)	(693,292)	(254,844)	141,411	523,409	909,243	1,295,076
	65	(1,148,219)	(709,771)	(271,324)	126,744	508,907	894,741	1,280,574
	70	(1,164,699)	(726,251)	(287,804)	112,077	494,405	880,238	1,266,072
	75	(1,181,178)	(742,731)	(304,284)	97,410	479,902	865,736	1,251,570
	80	(1,197,658)	(759,211)	(320,764)	82,743	465,400	851,234	1,237,067
	85	(1,214,138)	(775,691)	(337,244)	68,076	450,898	836,731	1,222,565
	90	(1,230,618)	(792,171)	(353,724)	53,409	436,395	822,229	1,208,063
	95	(1,247,098)	(808,651)	(370,203)	38,742	421,893	807,727	1,193,560
	100	(1,263,578)	(825,131)	(386,683)	24,074	407,391	793,224	1,179,058
CIL Epsm / Section 106	105	(1,280,058)	(841,611)	(403,163)	14,112	392,889	778,722	1,164,556
	110	(1,296,538)	(858,090)	(419,643)	(884)	378,386	764,220	1,150,053
		Build costs						
Balance	311,603	85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	0	1,249,386	936,792	624,197	311,603	5,792	(329,080)	(684,300)
	20	1,191,377	878,782	566,188	253,594	(54,195)	(394,999)	(750,220)
	40	1,133,367	820,773	508,179	200,080	(114,181)	(460,919)	(816,139)
	60	1,075,358	762,764	450,170	141,411	(174,168)	(526,838)	(882,059)
	80	1,017,349	704,755	392,161	82,743	(237,537)	(592,758)	(947,978)
	100	959,340	646,746	334,151	24,074	(303,457)	(658,677)	(1,013,898)
	120	901,331	588,736	276,142	(30,878)	(369,376)	(724,597)	(1,079,818)
	140	843,321	530,727	222,884	(90,865)	(435,296)	(790,516)	(1,145,737)
	160	785,312	472,718	164,216	(150,851)	(501,215)	(856,436)	(1,211,657)
	180	727,303	414,709	105,547	(211,914)	(567,135)	(922,356)	(1,277,576)
	200	669,294	356,700	46,879	(277,834)	(633,054)	(988,275)	(1,343,496)
CIL Epsm / Section 106	220	611,284	298,690	(7,561)	(343,753)	(698,974)	(1,054,195)	(1,409,415)
	240	553,275	240,681	(67,548)	(409,673)	(764,894)	(1,120,114)	(1,475,335)

211004 East Suffolk Specialist residential appraisals

Scheme Ref:	Flats
Title:	50 No. Units at Lower value - sheltered housing
Notes:	Greenfield

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme			50		Units					
AH Policy requirement (% Target)			20%							
AH tenure split %			Affordable rent:		50%					
			Discounted home ownership:		25%					
			Shared ownership:		25%		5.0% % of total (>10% for HWP (Feb 2017))			
Open Market Sale (OMS) housing			80%							
			100%							
CIL Rate (£ psm)			0.00		£ psm					
Unit mix -		Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House			0.0			0.0	0%	0.0		
2 bed House			0.0			0.0	0%	0.0		
3 bed House			0.0			0.0	0%	0.0		
4 bed House			0.0			0.0	0%	0.0		
5 bed House			0.0			0.0	0%	0.0		
1 bed Flat		40.0%	16.0		40.0%	4.0	40%	20.0		
2 bed Flat		60.0%	24.0		60.0%	6.0	60%	30.0		
Total number of units		100.0%	40.0		100.0%	10.0	100%	50.0		
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)		Net to Gross % %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House			0				0.0	0		
2 bed House			0				0.0	0		
3 bed House			0				0.0	0		
4 bed House			0				0.0	0		
5 bed House		0.0	0				0.0	0		
1 bed Flat		55.0	592		75.0%		73.3	789		
2 bed Flat		70.0	753		75.0%		93.3	1,005		
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)		Net to Gross % %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House			0				0.0	0		
2 bed House			0				0.0	0		
3 bed House			0				0.0	0		
4 bed House			0				0.0	0		
5 bed House			0				0.0	0		
1 bed Flat		55.0	592		75.0%		73.3	789		
2 bed Flat		70.0	753		75.0%		93.3	1,005		
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House		0	0		0	0	0	0		
2 bed House		0	0		0	0	0	0		
3 bed House		0	0		0	0	0	0		
4 bed House		0	0		0	0	0	0		
5 bed House		0	0		0	0	0	0		
1 bed Flat		1,173	12,630		293	3,157	1,467	15,787		
2 bed Flat		2,240	24,111		560	6,028	2,800	30,139		
		3,413	36,741		853	9,185	4,267	45,926		
AH % by floor area:		20.00% AH % by floor area due to mix								
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House			0	0	0					
2 bed House			0	0	0					
3 bed House			0	0	0					
4 bed House			0	0	0					
5 bed House			0	0	0					
1 bed Flat		138,000	2,509	233	2,760,000					
2 bed Flat		161,000	2,300	214	4,830,000					
					7,590,000					
Affordable Housing values (£) -		Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House										
2 bed House										
3 bed House										
4 bed House										
5 bed House										
1 bed Flat		69,000	1,255	50%	82,800	1,505	60%	103,500	1,882	75%
2 bed Flat		80,500	1,150	50%	96,600	1,380	60%	120,750	1,725	75%

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at Lower value - sheltered housing
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	16.0	@	138,000	2,208,000
2 bed Flat	24.0	@	161,000	3,864,000
	40.0			6,072,000
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	69,000	138,000
2 bed Flat	3.0	@	80,500	241,500
	5.0			379,500
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	82,800	82,800
2 bed Flat	1.5	@	96,600	144,900
	2.5			227,700
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	103,500	103,500
2 bed Flat	1.5	@	120,750	181,125
	2.5			284,625
Sub-total GDV Residential				
	50.0			6,963,825
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV</i> 626,175
	147	<i>£ psm (total GIA sqm)</i>		12,524 <i>£ per unit (total units)</i>
Grant	50	@	0	-
Total GDV				6,963,825

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at Lower value - sheltered housing
Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	3,413 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	0 per dwelling				-
Year 1					-
Year 2					-
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	50 units @	0 per unit			-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)			
AH Commuted Sum	4,267 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.54 acres @	0 £ per acre (if brownfield)			-
Infrastructure costs -					
Future Homes Standard (flats)	2,256 per unit				(112,800)
Biodiversity net gain	1,018 per unit				(50,900)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.54 acres @	per acre			(163,700)
Infra. Costs analysis:	2.35% % of GDV	3,274 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,467 sqm @	1,306 psm			(1,915,467)
2 bed Flat	4,267 2,800 sqm @	1,306 psm			(3,656,800)
External works	5,572,267 @	15.0% 16,717 £ per unit			(835,840)
M4(2) Category 2 Housing	0% of All units	50 units @ 1,400 £ per dwelling			-
RAMS contribution	100% of All units	50 units @ 321 £ per dwelling			(16,061)
Water efficiency		50 units @ 9 £ per dwelling			(450)
Contingency	6,588,318 @	5.0%			(329,416)
Professional Fees	6,588,318 @	10.0%			(658,832)
Disposal Costs -					
Marketing and Promotion	6,072,000 OMS @	5.00%			(303,600)
Residential Sales Agent Costs	6,072,000 OMS @	1.50%			(91,080)
Residential Sales Legal Costs	6,072,000 OMS @	0.50%			(30,360)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(717,782)
Developers Profit -					
Margin on AH	891,825	6.00% on AH values			(53,510)
Profit on GDV	6,072,000	20.00%			(1,214,400)
	8,798,637	13.80% on costs		(1,214,400)	
	6,963,825	18.21% blended		(1,267,910)	
TOTAL COSTS					(10,066,547)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at Lower value - sheltered housing
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(3,102,722)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(3,092,222)
RLV analysis: (61,844) £ per plot (4,947,555) £ per ha (2,002,248) £ per acre				

THRESHOLD LAND VALUE				
Residential Density		80.0	dph	
Site Area (Resi)		0.63	ha	1.54 acres
Density analysis:				
		6,827	sqm/ha	29,738 sqft/ac
Threshold Land Value	3,432	£ per plot	274,555	£ per ha 111,111 £ per acre
Gross to net land area	90%			171,597

BALANCE				
Surplus/(Deficit)	(5,222,110)	£ per ha	(2,113,359)	£ per acre (3,263,819)

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Scheme Ref: Flats
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SENSITIVITY ANALYSIS								
		AH - % on site 20%						
Balance (RLV - BLV)	(3,263,819)	5%	10%	15%	20%	25%	30%	35%
CIL Epsm 0.00	10	(3,166,288)	(3,211,977)	(3,257,666)	(3,303,355)	(3,349,044)	(3,394,733)	(3,440,422)
	20	(3,213,238)	(3,256,455)	(3,299,673)	(3,342,891)	(3,386,109)	(3,429,327)	(3,472,545)
	30	(3,260,187)	(3,300,934)	(3,341,681)	(3,382,427)	(3,423,174)	(3,463,921)	(3,504,668)
	40	(3,307,136)	(3,345,412)	(3,383,688)	(3,421,964)	(3,460,240)	(3,498,515)	(3,536,791)
	50	(3,354,085)	(3,389,890)	(3,425,695)	(3,461,500)	(3,497,305)	(3,533,110)	(3,568,914)
	60	(3,401,034)	(3,434,368)	(3,467,702)	(3,501,036)	(3,534,370)	(3,567,704)	(3,601,038)
	70	(3,447,983)	(3,478,846)	(3,509,709)	(3,540,572)	(3,571,435)	(3,602,298)	(3,633,161)
	80	(3,494,933)	(3,523,325)	(3,551,716)	(3,580,108)	(3,608,500)	(3,636,892)	(3,665,284)
	90	(3,541,882)	(3,567,803)	(3,593,724)	(3,619,644)	(3,645,565)	(3,671,486)	(3,697,407)
	100	(3,588,831)	(3,612,281)	(3,635,731)	(3,659,181)	(3,682,630)	(3,706,080)	(3,729,530)
	110	(3,635,780)	(3,656,759)	(3,677,738)	(3,698,717)	(3,719,696)	(3,740,674)	(3,761,653)
	120	(3,682,729)	(3,701,237)	(3,719,745)	(3,738,253)	(3,756,761)	(3,775,269)	(3,793,776)
	130	(3,729,679)	(3,745,715)	(3,761,752)	(3,777,789)	(3,793,826)	(3,809,863)	(3,825,899)
	140	(3,776,628)	(3,790,194)	(3,803,759)	(3,817,325)	(3,830,891)	(3,844,456)	(3,858,023)
	150	(3,823,577)	(3,834,672)	(3,845,767)	(3,856,861)	(3,867,956)	(3,879,051)	(3,890,146)
	160	(3,870,526)	(3,879,150)	(3,887,774)	(3,896,398)	(3,905,021)	(3,913,645)	(3,922,269)
	170	(3,917,475)	(3,923,628)	(3,929,781)	(3,935,934)	(3,942,086)	(3,948,239)	(3,954,392)
	180	(3,964,425)	(3,968,106)	(3,971,788)	(3,975,470)	(3,979,152)	(3,982,833)	(3,986,515)
	190	(4,011,374)	(4,012,584)	(4,013,795)	(4,015,006)	(4,016,217)	(4,017,427)	(4,018,638)
	200	(4,058,323)	(4,057,063)	(4,055,802)	(4,054,542)	(4,053,282)	(4,052,022)	(4,050,761)
	210	(4,105,272)	(4,101,541)	(4,097,810)	(4,094,078)	(4,090,347)	(4,086,616)	(4,082,885)
		AH - % on site 20%						
Balance (RLV - BLV)	(3,263,819)	5%	10%	15%	20%	25%	30%	35%
Site Specific S106 0	-	(3,119,339)	(3,167,499)	(3,215,659)	(3,263,819)	(3,311,979)	(3,360,139)	(3,408,299)
	500	(3,148,756)	(3,196,916)	(3,245,076)	(3,293,236)	(3,341,396)	(3,389,556)	(3,437,715)
	1,000	(3,178,172)	(3,226,332)	(3,274,492)	(3,322,652)	(3,370,812)	(3,418,972)	(3,467,132)
	1,500	(3,207,589)	(3,255,749)	(3,303,909)	(3,352,069)	(3,400,229)	(3,448,389)	(3,496,549)
	2,000	(3,237,006)	(3,285,166)	(3,333,326)	(3,381,486)	(3,429,646)	(3,477,805)	(3,525,965)
	2,500	(3,266,422)	(3,314,582)	(3,362,742)	(3,410,902)	(3,459,062)	(3,507,222)	(3,555,382)
	3,000	(3,295,839)	(3,343,999)	(3,392,159)	(3,440,319)	(3,488,479)	(3,536,639)	(3,584,799)
	3,500	(3,325,256)	(3,373,416)	(3,421,576)	(3,469,736)	(3,517,895)	(3,566,055)	(3,614,215)
	4,000	(3,354,672)	(3,402,832)	(3,450,992)	(3,499,152)	(3,547,312)	(3,595,472)	(3,643,632)
	4,500	(3,384,089)	(3,432,249)	(3,480,409)	(3,528,569)	(3,576,729)	(3,624,889)	(3,673,049)
	5,000	(3,413,506)	(3,461,666)	(3,509,826)	(3,557,985)	(3,606,145)	(3,654,305)	(3,702,465)
	5,500	(3,442,922)	(3,491,082)	(3,539,242)	(3,587,402)	(3,635,562)	(3,683,722)	(3,731,882)
	6,000	(3,472,339)	(3,520,499)	(3,568,659)	(3,616,819)	(3,664,979)	(3,713,139)	(3,761,299)
	6,500	(3,501,756)	(3,549,916)	(3,598,075)	(3,646,235)	(3,694,395)	(3,742,555)	(3,790,715)
	7,000	(3,531,172)	(3,579,332)	(3,627,492)	(3,675,652)	(3,723,812)	(3,771,972)	(3,820,132)
	7,500	(3,560,589)	(3,608,749)	(3,656,909)	(3,705,069)	(3,753,229)	(3,801,389)	(3,849,549)
	8,000	(3,590,006)	(3,638,165)	(3,686,325)	(3,734,485)	(3,782,645)	(3,830,805)	(3,878,965)
	8,500	(3,619,422)	(3,667,582)	(3,715,742)	(3,763,902)	(3,812,062)	(3,860,222)	(3,908,382)
	9,000	(3,648,839)	(3,696,999)	(3,745,159)	(3,793,319)	(3,841,479)	(3,889,639)	(3,937,798)
	9,500	(3,678,255)	(3,726,415)	(3,774,575)	(3,822,735)	(3,870,895)	(3,919,055)	(3,967,215)
	10,000	(3,707,672)	(3,755,832)	(3,803,992)	(3,852,152)	(3,900,312)	(3,948,472)	(3,996,632)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at Lower value - sheltered housing
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			20%						
AH tenure split %			Affordable rent:		50%		5.0% % of total (>10% for HWP (Feb 2017))		
			Discounted home ownership:		25%				
			Shared ownership:		25%				
Open Market Sale (OMS) housing			80%						
			100%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units	Overall mix%		Total # units	
1 bed House		0.0			0.0	0%		0.0	
2 bed House		0.0			0.0	0%		0.0	
3 bed House		0.0			0.0	0%		0.0	
4 bed House		0.0			0.0	0%		0.0	
5 bed House		0.0			0.0	0%		0.0	
1 bed Flat	40.0%	16.0	40.0%		4.0	40%		20.0	
2 bed Flat	60.0%	24.0	60.0%		6.0	60%		30.0	
Total number of units	100.0%	40.0	100.0%		10.0	100%		50.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House	0.0	0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House		0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA		(sqm)	(sqft)	Total GIA (all units)		(sqft)
1 bed House	0	0	0		0	0	0		0
2 bed House	0	0	0		0	0	0		0
3 bed House	0	0	0		0	0	0		0
4 bed House	0	0	0		0	0	0		0
5 bed House	0	0	0		0	0	0		0
1 bed Flat	1,173	12,630	293		3,157	1,467	15,787		
2 bed Flat	2,240	24,111	560		6,028	2,800	30,139		
	3,413	36,741	853		9,185	4,267	45,926		
AH % by floor area:			20.00% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	138,000	2,509	233	2,760,000					
2 bed Flat	161,000	2,300	214	4,830,000					
				7,590,000					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	69,000	1,255	50%	82,800	1,505	60%	103,500	1,882	75%
2 bed Flat	80,500	1,150	50%	96,600	1,380	60%	120,750	1,725	75%

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	16.0	@	138,000	2,208,000
2 bed Flat	24.0	@	161,000	3,864,000
	40.0			6,072,000
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	69,000	138,000
2 bed Flat	3.0	@	80,500	241,500
	5.0			379,500
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	82,800	82,800
2 bed Flat	1.5	@	96,600	144,900
	2.5			227,700
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	103,500	103,500
2 bed Flat	1.5	@	120,750	181,125
	2.5			284,625
Sub-total GDV Residential	50.0			6,963,825
<i>AH on-site cost analysis:</i>		<i>EMV less EGDV</i>		
	147 £ psm (total GIA sqm)		12,524 £ per unit (total units)	626,175
Grant	50	@	0	-
Total GDV				6,963,825

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at Lower value - sheltered housing
Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	3,413 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	0 per dwelling				-
Year 1					-
Year 2					-
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	50 units @	0 per unit			-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)			
AH Commuted Sum	4,267 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.24 acres @	110,000 £ per acre (if brownfield)			(135,905)
Infrastructure costs -					
Future Homes Standard (flats)	2,256 per unit				(112,800)
Biodiversity net gain	243 per unit				(12,150)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.24 acres @	per acre			(124,950)
Infra. Costs analysis:	1.79% % of GDV	2,499 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,467 sqm @	1,306 psm			(1,915,467)
2 bed Flat	4,267 2,800 sqm @	1,306 psm			(3,656,800)
External works	5,572,267 @	15.0% 16,717 £ per unit			(835,840)
M4(2) Category 2 Housing	0% of All units	50 units @ 1,400 £ per dwelling			-
RAMS contribution	0% of All units	50 units @ 321 £ per dwelling			-
Water efficiency		50 units @ 9 £ per dwelling			(450)
Contingency	6,669,412 @	5.0%			(333,471)
Professional Fees	6,669,412 @	10.0%			(666,941)
Disposal Costs -					
Marketing and Promotion	6,072,000 OMS @	5.00%			(303,600)
Residential Sales Agent Costs	6,072,000 OMS @	1.50%			(91,080)
Residential Sales Legal Costs	6,072,000 OMS @	0.50%			(30,360)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(734,310)
Developers Profit -					
Margin on AH	891,825	6.00% on AH values			(53,510)
Profit on GDV	6,072,000	20.00%			(1,214,400)
	8,908,423	13.63% on costs		(1,214,400)	
	6,963,825	18.21% blended		(1,267,910)	
TOTAL COSTS					(10,176,333)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at Lower value - sheltered housing
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(3,212,508)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(3,202,008)
RLV analysis: (64,040) £ per plot (6,404,015) £ per ha (2,591,669) £ per acre				

THRESHOLD LAND VALUE				
Residential Density		100.0	dph	
Site Area (Resi)		0.50	ha	1.24 acres
Density analysis: 8,533 sqm/ha 37,172 sqft/ac				
Threshold Land Value	2,334	£ per plot	233,371	£ per ha 94,444 £ per acre
Gross to net land area	90%			116,686

BALANCE				
Surplus/(Deficit)	(6,637,386)	£ per ha	(2,686,113)	£ per acre (3,318,693)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at Lower value - sheltered housing
Notes: Brownfield

SENSITIVITY ANALYSIS								
		AH - % on site 20%						
Balance (RLV - BLV)	(3,318,693)	5%	10%	15%	20%	25%	30%	35%
CIL Epsm 0.00	10	(3,221,163)	(3,266,852)	(3,312,540)	(3,358,229)	(3,403,918)	(3,449,607)	(3,495,296)
	20	(3,268,112)	(3,311,330)	(3,354,548)	(3,397,766)	(3,440,983)	(3,484,201)	(3,527,419)
	30	(3,315,061)	(3,355,808)	(3,396,555)	(3,437,302)	(3,478,049)	(3,518,796)	(3,559,542)
	40	(3,362,010)	(3,400,286)	(3,438,562)	(3,476,838)	(3,515,114)	(3,553,390)	(3,591,666)
	50	(3,408,959)	(3,444,764)	(3,480,569)	(3,516,374)	(3,552,179)	(3,587,984)	(3,623,789)
	60	(3,455,909)	(3,489,242)	(3,522,576)	(3,555,910)	(3,589,244)	(3,622,578)	(3,655,912)
	70	(3,502,858)	(3,533,721)	(3,564,583)	(3,595,446)	(3,626,309)	(3,657,172)	(3,688,035)
	80	(3,549,807)	(3,578,199)	(3,606,591)	(3,634,982)	(3,663,374)	(3,691,766)	(3,720,158)
	90	(3,596,756)	(3,622,677)	(3,648,598)	(3,674,519)	(3,700,439)	(3,726,360)	(3,752,281)
	100	(3,643,705)	(3,667,155)	(3,690,605)	(3,714,055)	(3,737,505)	(3,760,954)	(3,784,404)
	110	(3,690,654)	(3,711,633)	(3,732,612)	(3,753,591)	(3,774,570)	(3,795,549)	(3,816,527)
	120	(3,737,604)	(3,756,111)	(3,774,619)	(3,793,127)	(3,811,635)	(3,830,143)	(3,848,651)
	130	(3,784,553)	(3,800,590)	(3,816,626)	(3,832,663)	(3,848,700)	(3,864,737)	(3,880,774)
	140	(3,831,502)	(3,845,068)	(3,858,634)	(3,872,199)	(3,885,765)	(3,899,331)	(3,912,897)
	150	(3,878,451)	(3,889,546)	(3,900,641)	(3,911,736)	(3,922,830)	(3,933,925)	(3,945,020)
	160	(3,925,400)	(3,934,024)	(3,942,648)	(3,951,272)	(3,959,896)	(3,968,519)	(3,977,143)
	170	(3,972,350)	(3,978,502)	(3,984,655)	(3,990,808)	(3,996,961)	(4,003,113)	(4,009,266)
	180	(4,019,299)	(4,022,981)	(4,026,662)	(4,030,344)	(4,034,026)	(4,037,708)	(4,041,389)
	190	(4,066,248)	(4,067,459)	(4,068,669)	(4,069,880)	(4,071,091)	(4,072,302)	(4,073,512)
	200	(4,113,197)	(4,111,937)	(4,110,677)	(4,109,416)	(4,108,156)	(4,106,896)	(4,105,636)
	210	(4,160,146)	(4,156,415)	(4,152,684)	(4,148,953)	(4,145,221)	(4,141,490)	(4,137,759)
		AH - % on site 20%						
Balance (RLV - BLV)	(3,318,693)	5%	10%	15%	20%	25%	30%	35%
Site Specific S106 0	-	(3,174,213)	(3,222,373)	(3,270,533)	(3,318,693)	(3,366,853)	(3,415,013)	(3,463,173)
	500	(3,203,630)	(3,251,790)	(3,299,950)	(3,348,110)	(3,396,270)	(3,444,430)	(3,492,590)
	1,000	(3,233,047)	(3,281,207)	(3,329,367)	(3,377,527)	(3,425,686)	(3,473,846)	(3,522,006)
	1,500	(3,262,463)	(3,310,623)	(3,358,783)	(3,406,943)	(3,455,103)	(3,503,263)	(3,551,423)
	2,000	(3,291,880)	(3,340,040)	(3,388,200)	(3,436,360)	(3,484,520)	(3,532,680)	(3,580,840)
	2,500	(3,321,297)	(3,369,457)	(3,417,617)	(3,465,776)	(3,513,936)	(3,562,096)	(3,610,256)
	3,000	(3,350,713)	(3,398,873)	(3,447,033)	(3,495,193)	(3,543,353)	(3,591,513)	(3,639,673)
	3,500	(3,380,130)	(3,428,290)	(3,476,450)	(3,524,610)	(3,572,770)	(3,620,930)	(3,669,090)
	4,000	(3,409,547)	(3,457,707)	(3,505,866)	(3,554,026)	(3,602,186)	(3,650,346)	(3,698,506)
	4,500	(3,438,963)	(3,487,123)	(3,535,283)	(3,583,443)	(3,631,603)	(3,679,763)	(3,727,923)
	5,000	(3,468,380)	(3,516,540)	(3,564,700)	(3,612,860)	(3,661,020)	(3,709,180)	(3,757,340)
	5,500	(3,497,797)	(3,545,956)	(3,594,116)	(3,642,276)	(3,690,436)	(3,738,596)	(3,786,756)
	6,000	(3,527,213)	(3,575,373)	(3,623,533)	(3,671,693)	(3,719,853)	(3,768,013)	(3,816,173)
	6,500	(3,556,630)	(3,604,790)	(3,652,950)	(3,701,110)	(3,749,270)	(3,797,430)	(3,845,589)
	7,000	(3,586,046)	(3,634,206)	(3,682,366)	(3,730,526)	(3,778,686)	(3,826,846)	(3,875,006)
	7,500	(3,615,463)	(3,663,623)	(3,711,783)	(3,759,943)	(3,808,103)	(3,856,263)	(3,904,423)
	8,000	(3,644,880)	(3,693,040)	(3,741,200)	(3,789,360)	(3,837,520)	(3,885,679)	(3,933,839)
	8,500	(3,674,296)	(3,722,456)	(3,770,616)	(3,818,776)	(3,866,936)	(3,915,096)	(3,963,256)
	9,000	(3,703,713)	(3,751,873)	(3,800,033)	(3,848,193)	(3,896,353)	(3,944,513)	(3,992,673)
	9,500	(3,733,130)	(3,781,290)	(3,829,450)	(3,877,610)	(3,925,769)	(3,973,929)	(4,022,089)
	10,000	(3,762,546)	(3,810,706)	(3,858,866)	(3,907,026)	(3,955,186)	(4,003,346)	(4,051,506)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid lower value - sheltered housing
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			20%						
AH tenure split %			Affordable rent:		50%		5.0% % of total (>10% for HWP (Feb 2017))		
			Discounted home ownership:		25%				
			Shared ownership:		25%				
Open Market Sale (OMS) housing			80%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units		Overall mix%		Total # units
1 bed House		0.0			0.0		0%		0.0
2 bed House		0.0			0.0		0%		0.0
3 bed House		0.0			0.0		0%		0.0
4 bed House		0.0			0.0		0%		0.0
5 bed House		0.0			0.0		0%		0.0
1 bed Flat	40.0%	16.0	40.0%		4.0		40%		20.0
2 bed Flat	60.0%	24.0	60.0%		6.0		60%		30.0
Total number of units	100.0%	40.0	100.0%		10.0		100%		50.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		(sqft)		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House	0.0	0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		(sqft)		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House		0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA		Total GIA (all units)				
1 bed House	0	0	0		0		(sqft)		
2 bed House	0	0	0		0		0		
3 bed House	0	0	0		0		0		
4 bed House	0	0	0		0		0		
5 bed House	0	0	0		0		0		
1 bed Flat	1,173	12,630	293		3,157		1,467		15,787
2 bed Flat	2,240	24,111	560		6,028		2,800		30,139
	3,413	36,741	853		9,185		4,267		45,926
AH % by floor area:			20.00% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	172,500	3,136	291						3,450,000
2 bed Flat	189,750	2,711	252						5,692,500
									9,142,500
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	86,250	1,568	50%	103,500	1,882	60%	129,375	2,352	75%
2 bed Flat	94,875	1,355	50%	113,850	1,626	60%	142,313	2,033	75%

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at mid lower value - sheltered housing
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	16.0	@	172,500	2,760,000
2 bed Flat	24.0	@	189,750	4,554,000
	40.0			7,314,000
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	86,250	172,500
2 bed Flat	3.0	@	94,875	284,625
	5.0			457,125
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	103,500	103,500
2 bed Flat	1.5	@	113,850	170,775
	2.5			274,275
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	129,375	129,375
2 bed Flat	1.5	@	142,313	213,469
	2.5			342,844
Sub-total GDV Residential				
	50.0			8,388,244
<i>AH on-site cost analysis:</i>				
	177	£ psm (total GIA sqm)	EMV less EGDV	754,256
			15,085	£ per unit (total units)
Grant	50	@	0	-
Total GDV				
				8,388,244

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid lower value - sheltered housing
Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	3,413 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	0 per dwelling				-
Year 1					-
Year 2					-
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	50 units @	0 per unit			-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)			
AH Commuted Sum	4,267 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.54 acres @	0 £ per acre (if brownfield)			-
Infrastructure costs -					
Future Homes Standard (flats)	2,256 per unit				(112,800)
Biodiversity net gain	1,018 per unit				(50,900)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.54 acres @	per acre			(163,700)
Infra. Costs analysis:	1.95% % of GDV	3,274 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,467 sqm @	1,306 psm			(1,915,467)
2 bed Flat	4,267 2,800 sqm @	1,306 psm			(3,656,800)
External works	5,572,267 @	15.0% 16,717 £ per unit			(835,840)
M4(2) Category 2 Housing	0% of All units	50 units @ 1,400 £ per dwelling			-
RAMS contribution	100% of All units	50 units @ 321 £ per dwelling			(16,061)
Water efficiency		50 units @ 9 £ per dwelling			(450)
Contingency	6,588,318 @	5.0%			(329,416)
Professional Fees	6,588,318 @	10.0%			(658,832)
Disposal Costs -					
Marketing and Promotion	7,314,000 OMS @	5.00%			(365,700)
Residential Sales Agent Costs	7,314,000 OMS @	1.50%			(109,710)
Residential Sales Legal Costs	7,314,000 OMS @	0.50%			(36,570)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(666,239)
Developers Profit -					
Margin on AH	1,074,244	6.00% on AH values			(64,455)
Profit on GDV	7,314,000	20.00%			(1,462,800)
	8,834,034	16.56% on costs		(1,462,800)	
	8,388,244	18.21% blended		(1,527,255)	
TOTAL COSTS					(10,361,289)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at mid lower value - sheltered housing
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(1,973,045)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(1,962,545)
RLV analysis:	(39,251) £ per plot	(3,140,072) £ per ha	(1,270,770) £ per acre	

THRESHOLD LAND VALUE				
Residential Density	80.0	dph		
Site Area (Resi)	0.63	ha	1.54	acres
Density analysis:	6,827	sqm/ha	29,738	sqft/ac
Threshold Land Value	3,432	£ per plot	111,111	£ per acre
Gross to net land area	90%	274,555	£ per ha	171,597

BALANCE				
Surplus/(Deficit)	(3,414,627)	£ per ha	(1,381,881)	£ per acre
				(2,134,142)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid lower value - sheltered housing
Notes: Greenfield

SENSITIVITY ANALYSIS								
		AH - % on site 20%						
Balance (RLV - BLV)	(2,134,142)	5%	10%	15%	20%	25%	30%	35%
CIL Epsm 0.00	10	(2,007,059)	(2,062,598)	(2,118,138)	(2,173,678)	(2,229,218)	(2,284,758)	(2,340,298)
	20	(2,054,008)	(2,107,077)	(2,160,145)	(2,213,214)	(2,266,283)	(2,319,352)	(2,372,421)
	30	(2,100,957)	(2,151,555)	(2,202,153)	(2,252,750)	(2,303,348)	(2,353,946)	(2,404,544)
	40	(2,147,906)	(2,196,033)	(2,244,160)	(2,292,286)	(2,340,413)	(2,388,540)	(2,436,667)
	50	(2,194,855)	(2,240,511)	(2,286,167)	(2,331,823)	(2,377,478)	(2,423,134)	(2,468,790)
	60	(2,241,804)	(2,284,989)	(2,328,174)	(2,371,359)	(2,414,544)	(2,457,728)	(2,500,913)
	70	(2,288,754)	(2,329,467)	(2,370,181)	(2,410,895)	(2,451,609)	(2,492,323)	(2,533,036)
	80	(2,335,703)	(2,373,946)	(2,412,188)	(2,450,431)	(2,488,674)	(2,526,917)	(2,565,159)
	90	(2,382,652)	(2,418,424)	(2,454,196)	(2,489,967)	(2,525,739)	(2,561,511)	(2,597,283)
	100	(2,429,601)	(2,462,902)	(2,496,203)	(2,529,503)	(2,562,804)	(2,596,105)	(2,629,406)
	110	(2,476,550)	(2,507,380)	(2,538,210)	(2,569,040)	(2,599,869)	(2,630,699)	(2,661,529)
	120	(2,523,500)	(2,551,858)	(2,580,217)	(2,608,576)	(2,636,934)	(2,665,293)	(2,693,652)
	130	(2,570,449)	(2,596,336)	(2,622,224)	(2,648,112)	(2,674,000)	(2,699,887)	(2,725,775)
	140	(2,617,398)	(2,640,815)	(2,664,231)	(2,687,648)	(2,711,065)	(2,734,481)	(2,757,898)
	150	(2,664,347)	(2,685,293)	(2,706,239)	(2,727,184)	(2,748,130)	(2,769,076)	(2,790,021)
	160	(2,711,296)	(2,729,771)	(2,748,246)	(2,766,720)	(2,785,195)	(2,803,670)	(2,822,144)
	170	(2,758,246)	(2,774,249)	(2,790,253)	(2,806,257)	(2,822,260)	(2,838,264)	(2,854,268)
	180	(2,805,195)	(2,818,727)	(2,832,260)	(2,845,793)	(2,859,325)	(2,872,858)	(2,886,391)
	190	(2,852,144)	(2,863,206)	(2,874,267)	(2,885,329)	(2,896,391)	(2,907,452)	(2,918,514)
	200	(2,899,093)	(2,907,684)	(2,916,274)	(2,924,865)	(2,933,456)	(2,942,046)	(2,950,637)
	210	(2,946,042)	(2,952,162)	(2,958,282)	(2,964,401)	(2,970,521)	(2,976,640)	(2,982,760)
		AH - % on site 20%						
Balance (RLV - BLV)	(2,134,142)	5%	10%	15%	20%	25%	30%	35%
Site Specific S106 0	-	(1,960,109)	(2,018,120)	(2,076,131)	(2,134,142)	(2,192,153)	(2,250,164)	(2,308,174)
	500	(1,989,526)	(2,047,537)	(2,105,548)	(2,163,559)	(2,221,569)	(2,279,580)	(2,337,591)
	1,000	(2,018,943)	(2,076,953)	(2,134,964)	(2,192,975)	(2,250,986)	(2,308,997)	(2,367,008)
	1,500	(2,048,359)	(2,106,370)	(2,164,381)	(2,222,392)	(2,280,403)	(2,338,413)	(2,396,424)
	2,000	(2,077,776)	(2,135,787)	(2,193,798)	(2,251,808)	(2,309,819)	(2,367,830)	(2,425,841)
	2,500	(2,107,193)	(2,165,203)	(2,223,214)	(2,281,225)	(2,339,236)	(2,397,247)	(2,455,258)
	3,000	(2,136,609)	(2,194,620)	(2,252,631)	(2,310,642)	(2,368,653)	(2,426,663)	(2,484,674)
	3,500	(2,166,026)	(2,224,037)	(2,282,048)	(2,340,058)	(2,398,069)	(2,456,080)	(2,514,091)
	4,000	(2,195,443)	(2,253,453)	(2,311,464)	(2,369,475)	(2,427,486)	(2,485,497)	(2,543,508)
	4,500	(2,224,859)	(2,282,870)	(2,340,881)	(2,398,892)	(2,456,903)	(2,514,913)	(2,572,924)
	5,000	(2,254,276)	(2,312,287)	(2,370,297)	(2,428,308)	(2,486,319)	(2,544,330)	(2,602,341)
	5,500	(2,283,692)	(2,341,703)	(2,399,714)	(2,457,725)	(2,515,736)	(2,573,747)	(2,631,757)
	6,000	(2,313,109)	(2,371,120)	(2,429,131)	(2,487,142)	(2,545,152)	(2,603,163)	(2,661,174)
	6,500	(2,342,526)	(2,400,537)	(2,458,547)	(2,516,558)	(2,574,569)	(2,632,580)	(2,690,591)
	7,000	(2,371,942)	(2,429,953)	(2,487,964)	(2,545,975)	(2,603,986)	(2,661,997)	(2,720,007)
	7,500	(2,401,359)	(2,459,370)	(2,517,381)	(2,575,392)	(2,633,402)	(2,691,413)	(2,749,424)
	8,000	(2,430,776)	(2,488,787)	(2,546,797)	(2,604,808)	(2,662,819)	(2,720,830)	(2,778,841)
	8,500	(2,460,192)	(2,518,203)	(2,576,214)	(2,634,225)	(2,692,236)	(2,750,247)	(2,808,257)
	9,000	(2,489,609)	(2,547,620)	(2,605,631)	(2,663,642)	(2,721,652)	(2,779,663)	(2,837,674)
	9,500	(2,519,026)	(2,577,036)	(2,635,047)	(2,693,058)	(2,751,069)	(2,809,080)	(2,867,091)
	10,000	(2,548,442)	(2,606,453)	(2,664,464)	(2,722,475)	(2,780,486)	(2,838,496)	(2,896,507)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid lower value - sheltered housing
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			20%						
AH tenure split %			Affordable rent:		50%		5.0% % of total (>10% for HWP (Feb 2017))		
			Discounted home ownership:		25%				
			Shared ownership:		25%				
Open Market Sale (OMS) housing			80%						
			100%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units		Overall mix%		Total # units
1 bed House		0.0			0.0		0%		0.0
2 bed House		0.0			0.0		0%		0.0
3 bed House		0.0			0.0		0%		0.0
4 bed House		0.0			0.0		0%		0.0
5 bed House		0.0			0.0		0%		0.0
1 bed Flat	40.0%	16.0	40.0%		4.0		40%		20.0
2 bed Flat	60.0%	24.0	60.0%		6.0		60%		30.0
Total number of units	100.0%	40.0	100.0%		10.0		100%		50.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House	0.0	0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House		0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA		Total GIA (all units)				
1 bed House	0	0	0		0		0		
2 bed House	0	0	0		0		0		
3 bed House	0	0	0		0		0		
4 bed House	0	0	0		0		0		
5 bed House	0	0	0		0		0		
1 bed Flat	1,173	12,630	293		3,157		1,467		15,787
2 bed Flat	2,240	24,111	560		6,028		2,800		30,139
	3,413	36,741	853		9,185		4,267		45,926
AH % by floor area:			20.00% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	172,500	3,136	291						3,450,000
2 bed Flat	189,750	2,711	252						5,692,500
									9,142,500
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	86,250	1,568	50%	103,500	1,882	60%	129,375	2,352	75%
2 bed Flat	94,875	1,355	50%	113,850	1,626	60%	142,313	2,033	75%

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Scheme Ref: Flats
 Title: 50 No. Units at mid lower value - sheltered housing
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	16.0	@	172,500	2,760,000
2 bed Flat	24.0	@	189,750	4,554,000
	40.0			7,314,000
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	2.0	@	86,250	172,500
2 bed Flat	3.0	@	94,875	284,625
	5.0			457,125
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	103,500	103,500
2 bed Flat	1.5	@	113,850	170,775
	2.5			274,275
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	129,375	129,375
2 bed Flat	1.5	@	142,313	213,469
	2.5			342,844
Sub-total GDV Residential				
	50.0			8,388,244
<i>AH on-site cost analysis:</i>				
	177	£ psm (total GIA sqm)	EMV less EGDV	754,256
			15,085	£ per unit (total units)
Grant	50	@	0	-
Total GDV				
				8,388,244

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid lower value - sheltered housing
Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	3,413 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	0 per dwelling				-
Year 1					-
Year 2					-
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	50 units @	0 per unit			-
S106 analysis:	0.00% % of GDV	0 £ per unit (total units)			
AH Commuted Sum	4,267 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.24 acres @	110,000 £ per acre (if brownfield)			(135,905)
Infrastructure costs -					
Future Homes Standard (flats)	2,256 per unit				(112,800)
Biodiversity net gain	243 per unit				(12,150)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.24 acres @	per acre			(124,950)
Infra. Costs analysis:	1.49% % of GDV	2,499 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,467 sqm @	1,306 psm			(1,915,467)
2 bed Flat	4,267 2,800 sqm @	1,306 psm			(3,656,800)
External works	5,572,267 @	15.0% 16,717 £ per unit			(835,840)
M4(2) Category 2 Housing	0% of All units	50 units @ 1,400 £ per dwelling			-
RAMS contribution	0% of All units	50 units @ 321 £ per dwelling			-
Water efficiency		50 units @ 9 £ per dwelling			(450)
Contingency	6,669,412 @	5.0%			(333,471)
Professional Fees	6,669,412 @	10.0%			(666,941)
Disposal Costs -					
Marketing and Promotion	7,314,000 OMS @	5.00%			(365,700)
Residential Sales Agent Costs	7,314,000 OMS @	1.50%			(109,710)
Residential Sales Legal Costs	7,314,000 OMS @	0.50%			(36,570)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(682,766)
Developers Profit -					
Margin on AH	1,074,244	6.00% on AH values			(64,455)
Profit on GDV	7,314,000	20.00%			(1,462,800)
	8,943,820	16.36% on costs		(1,462,800)	
	8,388,244	18.21% blended		(1,527,255)	
TOTAL COSTS					(10,471,074)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(2,082,831)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(2,072,331)
RLV analysis: (41,447) £ per plot (4,144,661) £ per ha (1,677,321) £ per acre				

THRESHOLD LAND VALUE				
Residential Density		100.0	dph	
Site Area (Resi)		0.50	ha	1.24 acres
Density analysis:				
		8,533	sqm/ha	37,172 sqft/ac
Threshold Land Value	2,334	£ per plot	233,371	£ per ha
			94,444	£ per acre
Gross to net land area	90%			116,686

BALANCE				
Surplus/(Deficit)		(4,378,032)	£ per ha	(1,771,765) £ per acre
				(2,189,016)

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Scheme Ref: Flats
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Notes: Brownfield

SENSITIVITY ANALYSIS								
		AH - % on site 20%						
Balance (RLV - BLV)	(2,189,016)	5%	10%	15%	20%	25%	30%	35%
CIL Epsm 0.00	10	(2,061,933)	(2,117,473)	(2,173,012)	(2,228,552)	(2,284,092)	(2,339,632)	(2,395,172)
	20	(2,108,882)	(2,161,951)	(2,215,020)	(2,268,088)	(2,321,157)	(2,374,226)	(2,427,295)
	30	(2,155,831)	(2,208,429)	(2,257,027)	(2,307,625)	(2,358,222)	(2,408,820)	(2,459,418)
	40	(2,202,780)	(2,250,907)	(2,299,034)	(2,347,161)	(2,395,288)	(2,443,414)	(2,491,541)
	50	(2,249,730)	(2,295,385)	(2,341,041)	(2,386,697)	(2,432,353)	(2,478,008)	(2,523,664)
	60	(2,296,679)	(2,339,863)	(2,383,048)	(2,426,233)	(2,469,418)	(2,512,603)	(2,555,787)
	70	(2,343,628)	(2,384,342)	(2,425,055)	(2,465,769)	(2,506,483)	(2,547,197)	(2,587,911)
	80	(2,390,577)	(2,428,820)	(2,467,063)	(2,505,305)	(2,543,548)	(2,581,791)	(2,620,034)
	90	(2,437,526)	(2,473,298)	(2,509,070)	(2,544,842)	(2,580,613)	(2,616,385)	(2,652,157)
	100	(2,484,475)	(2,517,776)	(2,551,077)	(2,584,378)	(2,617,678)	(2,650,979)	(2,684,280)
	110	(2,531,425)	(2,562,254)	(2,593,084)	(2,623,914)	(2,654,744)	(2,685,573)	(2,716,403)
	120	(2,578,374)	(2,606,733)	(2,635,091)	(2,663,450)	(2,691,809)	(2,720,167)	(2,748,526)
	130	(2,625,323)	(2,651,211)	(2,677,098)	(2,702,986)	(2,728,874)	(2,754,762)	(2,780,649)
	140	(2,672,272)	(2,695,689)	(2,719,106)	(2,742,522)	(2,765,939)	(2,789,356)	(2,812,772)
	150	(2,719,221)	(2,740,167)	(2,761,113)	(2,782,058)	(2,803,004)	(2,823,950)	(2,844,896)
	160	(2,766,171)	(2,784,645)	(2,803,120)	(2,821,595)	(2,840,069)	(2,858,544)	(2,877,019)
	170	(2,813,120)	(2,829,123)	(2,845,127)	(2,861,131)	(2,877,134)	(2,893,138)	(2,909,142)
	180	(2,860,069)	(2,873,602)	(2,887,134)	(2,900,667)	(2,914,200)	(2,927,732)	(2,941,265)
	190	(2,907,018)	(2,918,080)	(2,929,141)	(2,940,203)	(2,951,265)	(2,962,326)	(2,973,388)
	200	(2,953,967)	(2,962,558)	(2,971,149)	(2,979,739)	(2,988,330)	(2,996,921)	(3,005,511)
	210	(3,000,916)	(3,007,036)	(3,013,156)	(3,019,275)	(3,025,395)	(3,031,515)	(3,037,634)
		AH - % on site 20%						
Balance (RLV - BLV)	(2,189,016)	5%	10%	15%	20%	25%	30%	35%
Site Specific S106 0	-	(2,014,984)	(2,072,994)	(2,131,005)	(2,189,016)	(2,247,027)	(2,305,038)	(2,363,049)
	500	(2,044,400)	(2,102,411)	(2,160,422)	(2,218,433)	(2,276,444)	(2,334,454)	(2,392,465)
	1,000	(2,073,817)	(2,131,828)	(2,189,839)	(2,247,849)	(2,305,860)	(2,363,871)	(2,421,882)
	1,500	(2,103,234)	(2,161,244)	(2,219,255)	(2,277,266)	(2,335,277)	(2,393,288)	(2,451,299)
	2,000	(2,132,650)	(2,190,661)	(2,248,672)	(2,306,683)	(2,364,694)	(2,422,704)	(2,480,715)
	2,500	(2,162,067)	(2,220,078)	(2,278,088)	(2,336,099)	(2,394,110)	(2,452,121)	(2,510,132)
	3,000	(2,191,483)	(2,249,494)	(2,307,505)	(2,365,516)	(2,423,527)	(2,481,538)	(2,539,548)
	3,500	(2,220,900)	(2,278,911)	(2,336,922)	(2,394,933)	(2,452,943)	(2,510,954)	(2,568,965)
	4,000	(2,250,317)	(2,308,328)	(2,366,338)	(2,424,349)	(2,482,360)	(2,540,371)	(2,598,382)
	4,500	(2,279,733)	(2,337,744)	(2,395,755)	(2,453,766)	(2,511,777)	(2,569,788)	(2,627,798)
	5,000	(2,309,150)	(2,367,161)	(2,425,172)	(2,483,183)	(2,541,193)	(2,599,204)	(2,657,215)
	5,500	(2,338,567)	(2,396,578)	(2,454,588)	(2,512,599)	(2,570,610)	(2,628,621)	(2,686,632)
	6,000	(2,367,983)	(2,425,994)	(2,484,005)	(2,542,016)	(2,600,027)	(2,658,038)	(2,716,048)
	6,500	(2,397,400)	(2,455,411)	(2,513,422)	(2,571,432)	(2,629,443)	(2,687,454)	(2,745,465)
	7,000	(2,426,817)	(2,484,827)	(2,542,838)	(2,600,849)	(2,658,860)	(2,716,871)	(2,774,882)
	7,500	(2,456,233)	(2,514,244)	(2,572,255)	(2,630,266)	(2,688,277)	(2,746,287)	(2,804,298)
	8,000	(2,485,650)	(2,543,661)	(2,601,672)	(2,659,682)	(2,717,693)	(2,775,704)	(2,833,715)
	8,500	(2,515,067)	(2,573,077)	(2,631,088)	(2,689,099)	(2,747,110)	(2,805,121)	(2,863,132)
	9,000	(2,544,483)	(2,602,494)	(2,660,505)	(2,718,516)	(2,776,527)	(2,834,537)	(2,892,548)
	9,500	(2,573,900)	(2,631,911)	(2,689,922)	(2,747,932)	(2,805,943)	(2,863,954)	(2,921,965)
	10,000	(2,603,316)	(2,661,327)	(2,719,338)	(2,777,349)	(2,835,360)	(2,893,371)	(2,951,382)

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Scheme Ref: Flats
Title: 50 No. Units at mid value - sheltered housing
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			33%						
AH tenure split %			Affordable rent:		50%				
			Discounted home ownership:		25%				
			Shared ownership:		25%		8.3% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing			67%						
CIL Rate (£ psm)			100%						
			0.00 £ psm						
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units	Overall mix%		Total # units	
1 bed House		0.0			0.0	0%		0.0	
2 bed House		0.0			0.0	0%		0.0	
3 bed House		0.0			0.0	0%		0.0	
4 bed House		0.0			0.0	0%		0.0	
5 bed House		0.0			0.0	0%		0.0	
1 bed Flat	40.0%	13.4	40.0%		6.6	40%		20.0	
2 bed Flat	60.0%	20.1	60.0%		9.9	60%		30.0	
Total number of units	100.0%	33.5	100.0%		16.5	100%		50.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House	0.0	0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House		0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA		Total GIA (all units)				
1 bed House	0	0	0		0		0		
2 bed House	0	0	0		0		0		
3 bed House	0	0	0		0		0		
4 bed House	0	0	0		0		0		
5 bed House	0	0	0		0		0		
1 bed Flat	983	10,577	484		5,210		1,467		15,787
2 bed Flat	1,876	20,193	924		9,946		2,800		30,139
	2,859	30,770	1,408		15,156		4,267		45,926
AH % by floor area: 33.00% AH % by floor area due to mix									
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	184,000	3,345	311	3,680,000					
2 bed Flat	201,250	2,875	267	6,037,500					
				9,717,500					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	92,000	1,673	50%	110,400	2,007	60%	138,000	2,509	75%
2 bed Flat	100,625	1,438	50%	120,750	1,725	60%	150,938	2,156	75%

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Scheme Ref: Flats
 Title: 50 No. Units at mid value - sheltered housing
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	13.4	@	184,000	2,465,600
2 bed Flat	20.1	@	201,250	4,045,125
	33.5			6,510,725
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.3	@	92,000	303,600
2 bed Flat	5.0	@	100,625	498,094
	8.3			801,694
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	110,400	182,160
2 bed Flat	2.5	@	120,750	298,856
	4.1			481,016
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	138,000	227,700
2 bed Flat	2.5	@	150,938	373,570
	4.1			601,270
Sub-total GDV Residential				
	50.0			8,394,705
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	
	310 £ psm (total GIA sqm)		26,456 £ per unit (total units)	1,322,795
Grant	50	@	0	-
Total GDV				8,394,705

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid value - sheltered housing
Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	2,859 sqm	0.00 £ psm			-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)		
Site Specific S106 Contributions	Sustainable transport	943 per dwelling			(47,150)
	Year 2				-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	50 units @	0 per unit	(47,150)	-
	S106 analysis:	0.56% % of GDV	943 £ per unit (total units)		
AH Commuted Sum	4,267 sqm (total)		£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	1.54 acres @		0 £ per acre (if brownfield)		-
Infrastructure costs -					
	Future Homes Standard (flats)	2,256 per unit			(112,800)
	Biodiversity net gain	1,018 per unit			(50,900)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	1.54 acres @			(163,700)
	Infra. Costs analysis:	1.95% % of GDV	3,274 £ per unit (total units)		
1 bed House	- sqm @		psm		-
2 bed House	- sqm @		psm		-
3 bed House	- sqm @		psm		-
4 bed House	- sqm @		0 psm		-
5 bed House	- sqm @		0 psm		-
1 bed Flat	1,467 sqm @		1,306 psm		(1,915,467)
2 bed Flat	4,267 2,800 sqm @		1,306 psm		(3,656,800)
External works	5,572,267 @		15.0% 16,717 £ per unit		(835,840)
M4(2) Category 2 Housing	0% of All units	50 units @	1,400 £ per dwelling		-
RAMS contribution	100% of All units	50 units @	321 £ per dwelling		(16,061)
Water efficiency		50 units @	9 £ per dwelling		(450)
Contingency	6,588,318 @		5.0%		(329,416)
Professional Fees	6,588,318 @		10.0%		(658,832)
Disposal Costs -					
Marketing and Promotion	6,510,725 OMS @		5.00%		(325,536)
Residential Sales Agent Costs	6,510,725 OMS @		1.50%		(97,661)
Residential Sales Legal Costs	6,510,725 OMS @		0.50%		(32,554)
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(588,834)
Developers Profit -					
Margin on AH	1,883,980		6.00% on AH values		(113,039)
Profit on GDV	6,510,725		20.00%		(1,302,145)
	8,747,550		14.89% on costs	(1,302,145)	
	8,394,705		16.86% blended	(1,415,184)	
TOTAL COSTS					(10,162,734)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at mid value - sheltered housing
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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(1,768,028)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(1,757,528)
RLV analysis:	(35,151) £ per plot	(2,812,045) £ per ha	(1,138,019) £ per acre	

THRESHOLD LAND VALUE				
Residential Density	80.0	dph		
Site Area (Resi)	0.63	ha	1.54	acres
Density analysis:	6,827	sqm/ha	29,738	sqft/ac
Threshold Land Value	3,432	£ per plot	111,111	£ per acre
Gross to net land area	90%	274,555	£ per ha	171,597

BALANCE				
Surplus/(Deficit)	(3,086,600)	£ per ha	(1,249,130)	£ per acre
				(1,929,125)

211004_East Suffolk Specialist residential appraisals

Scheme Ref:

Flats

Title:

50 No. Units at mid value - sheltered housing

Notes:

Greenfield

SENSITIVITY ANALYSIS								
		AH - % on site 33%						
Balance (RLV - BLV)	(1,929,125)	0%	10%	20%	33%	40%	45%	50%
CIL Epsm 0.00	10	(1,571,594)	(1,689,971)	(1,808,347)	(1,962,237)	(2,045,100)	(2,104,289)	(2,163,477)
	20	(1,621,014)	(1,734,449)	(1,847,883)	(1,995,348)	(2,074,753)	(2,131,470)	(2,188,187)
	30	(1,670,434)	(1,778,927)	(1,887,419)	(2,028,460)	(2,104,405)	(2,158,651)	(2,212,897)
	40	(1,719,855)	(1,823,405)	(1,926,956)	(2,061,571)	(2,134,057)	(2,185,832)	(2,237,607)
	50	(1,769,275)	(1,867,883)	(1,966,492)	(2,094,683)	(2,163,709)	(2,213,013)	(2,262,317)
	60	(1,818,695)	(1,912,361)	(2,006,028)	(2,127,794)	(2,193,361)	(2,240,194)	(2,287,028)
	70	(1,868,115)	(1,956,840)	(2,045,564)	(2,160,906)	(2,223,013)	(2,267,375)	(2,311,738)
	80	(1,917,535)	(2,001,318)	(2,085,100)	(2,194,018)	(2,252,665)	(2,294,556)	(2,336,448)
	90	(1,966,956)	(2,045,796)	(2,124,636)	(2,227,129)	(2,282,317)	(2,321,738)	(2,361,158)
	100	(2,016,376)	(2,090,274)	(2,164,173)	(2,260,241)	(2,311,969)	(2,348,919)	(2,385,868)
	110	(2,065,796)	(2,134,752)	(2,203,709)	(2,293,352)	(2,341,622)	(2,376,100)	(2,410,578)
	120	(2,115,216)	(2,179,230)	(2,243,245)	(2,326,464)	(2,371,274)	(2,403,281)	(2,435,288)
	130	(2,164,636)	(2,223,709)	(2,282,781)	(2,359,575)	(2,400,926)	(2,430,462)	(2,459,998)
	140	(2,214,056)	(2,268,187)	(2,322,317)	(2,392,687)	(2,430,578)	(2,457,643)	(2,484,708)
	150	(2,263,477)	(2,312,665)	(2,361,853)	(2,425,798)	(2,460,230)	(2,484,824)	(2,509,418)
	160	(2,312,897)	(2,357,143)	(2,401,390)	(2,458,910)	(2,489,882)	(2,512,005)	(2,534,129)
	170	(2,362,317)	(2,401,621)	(2,440,926)	(2,492,021)	(2,519,534)	(2,539,186)	(2,558,839)
	180	(2,411,737)	(2,446,100)	(2,480,462)	(2,525,133)	(2,549,186)	(2,566,368)	(2,583,549)
	190	(2,461,157)	(2,490,578)	(2,519,998)	(2,558,244)	(2,578,839)	(2,593,549)	(2,608,259)
	200	(2,510,578)	(2,535,056)	(2,559,534)	(2,591,356)	(2,608,491)	(2,620,730)	(2,632,969)
	210	(2,559,998)	(2,579,534)	(2,599,070)	(2,624,467)	(2,638,143)	(2,647,911)	(2,657,679)
		AH - % on site 33%						
Balance (RLV - BLV)	(1,929,125)	0%	10%	20%	33%	40%	45%	50%
Site Specific S106 0	-	(1,522,174)	(1,645,492)	(1,768,811)	(1,929,125)	(2,015,448)	(2,077,108)	(2,138,767)
	500	(1,551,590)	(1,674,909)	(1,798,228)	(1,958,542)	(2,044,865)	(2,106,524)	(2,168,184)
	1,000	(1,581,007)	(1,704,326)	(1,827,644)	(1,987,959)	(2,074,282)	(2,135,941)	(2,197,600)
	1,500	(1,610,424)	(1,733,742)	(1,857,061)	(2,017,375)	(2,103,698)	(2,165,358)	(2,227,017)
	2,000	(1,639,840)	(1,763,159)	(1,886,478)	(2,046,792)	(2,133,115)	(2,194,774)	(2,256,434)
	2,500	(1,669,257)	(1,792,576)	(1,915,894)	(2,076,208)	(2,162,532)	(2,224,191)	(2,285,850)
	3,000	(1,698,674)	(1,821,992)	(1,945,311)	(2,105,625)	(2,191,948)	(2,253,608)	(2,315,267)
	3,500	(1,728,090)	(1,851,409)	(1,974,728)	(2,135,042)	(2,221,365)	(2,283,024)	(2,344,683)
	4,000	(1,757,507)	(1,880,826)	(2,004,144)	(2,164,458)	(2,250,781)	(2,312,441)	(2,374,100)
	4,500	(1,786,924)	(1,910,242)	(2,033,561)	(2,193,875)	(2,280,198)	(2,341,857)	(2,403,517)
	5,000	(1,816,340)	(1,939,659)	(2,062,977)	(2,223,292)	(2,309,615)	(2,371,274)	(2,432,933)
	5,500	(1,845,757)	(1,969,075)	(2,092,394)	(2,252,708)	(2,339,031)	(2,400,691)	(2,462,350)
	6,000	(1,875,173)	(1,998,492)	(2,121,811)	(2,282,125)	(2,368,448)	(2,430,107)	(2,491,767)
	6,500	(1,904,590)	(2,027,909)	(2,151,227)	(2,311,542)	(2,397,865)	(2,459,524)	(2,521,183)
	7,000	(1,934,007)	(2,057,325)	(2,180,644)	(2,340,958)	(2,427,281)	(2,488,941)	(2,550,600)
	7,500	(1,963,423)	(2,086,742)	(2,210,061)	(2,370,375)	(2,456,698)	(2,518,357)	(2,580,017)
	8,000	(1,992,840)	(2,116,159)	(2,239,477)	(2,399,792)	(2,486,115)	(2,547,774)	(2,609,433)
	8,500	(2,022,257)	(2,145,575)	(2,268,894)	(2,429,208)	(2,515,531)	(2,577,191)	(2,638,850)
	9,000	(2,051,673)	(2,174,992)	(2,298,311)	(2,458,625)	(2,544,948)	(2,606,607)	(2,668,267)
	9,500	(2,081,090)	(2,204,409)	(2,327,727)	(2,488,042)	(2,574,365)	(2,636,024)	(2,697,683)
	10,000	(2,110,507)	(2,233,825)	(2,357,144)	(2,517,458)	(2,603,781)	(2,665,441)	(2,727,100)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid value - sheltered housing
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			33%						
AH tenure split %			Affordable rent:		50%				
			Discounted home ownership:		25%				
			Shared ownership:		25%		8.3% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing			67%						
			100%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units	Overall mix%		Total # units	
1 bed House		0.0			0.0	0%		0.0	
2 bed House		0.0			0.0	0%		0.0	
3 bed House		0.0			0.0	0%		0.0	
4 bed House		0.0			0.0	0%		0.0	
5 bed House		0.0			0.0	0%		0.0	
1 bed Flat	40.0%	13.4	40.0%		6.6	40%		20.0	
2 bed Flat	60.0%	20.1	60.0%		9.9	60%		30.0	
Total number of units	100.0%	33.5	100.0%		16.5	100%		50.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House	0.0	0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit				
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House		0			0.0		0		
1 bed Flat	55.0	592	75.0%		73.3		789		
2 bed Flat	70.0	753	75.0%		93.3		1,005		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA		Total GIA (all units)				
1 bed House	0	0	0		0		0		
2 bed House	0	0	0		0		0		
3 bed House	0	0	0		0		0		
4 bed House	0	0	0		0		0		
5 bed House	0	0	0		0		0		
1 bed Flat	983	10,577	484		5,210		1,467		15,787
2 bed Flat	1,876	20,193	924		9,946		2,800		30,139
	2,859	30,770	1,408		15,156		4,267		45,926
AH % by floor area:			33.00% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	184,000	3,345	311	3,680,000					
2 bed Flat	201,250	2,875	267	6,037,500					
				9,717,500					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	92,000	1,673	50%	110,400	2,007	60%	138,000	2,509	75%
2 bed Flat	100,625	1,438	50%	120,750	1,725	60%	150,938	2,156	75%

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	13.4	@	184,000	2,465,600
2 bed Flat	20.1	@	201,250	4,045,125
	33.5			6,510,725
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.3	@	92,000	303,600
2 bed Flat	5.0	@	100,625	498,094
	8.3			801,694
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	110,400	182,160
2 bed Flat	2.5	@	120,750	298,856
	4.1			481,016
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	138,000	227,700
2 bed Flat	2.5	@	150,938	373,570
	4.1			601,270
Sub-total GDV Residential				
	50.0			8,394,705
<i>AH on-site cost analysis:</i>		<i>EMV less EGDV</i>		
	310 £ psm (total GIA sqm)		26,456 £ per unit (total units)	1,322,795
Grant	50	@	0	-
Total GDV				8,394,705

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid value - sheltered housing
Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	2,859 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	Sustainable transport	943 per dwelling			(47,150)
	Year 2				-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	50 units @	0 per unit	(47,150)	-
S106 analysis:	0.56% % of GDV	943 £ per unit (total units)			
AH Commuted Sum	4,267 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.24 acres @	110,000 £ per acre (if brownfield)			(135,905)
Infrastructure costs -					
Future Homes Standard (flats)	2,256 per unit				(112,800)
Biodiversity net gain	243 per unit				(12,150)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	1.24 acres @	per acre	(124,950)	-
Infra. Costs analysis:	1.49% % of GDV	2,499 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,467 sqm @	1,306 psm			(1,915,467)
2 bed Flat	4,267 2,800 sqm @	1,306 psm			(3,656,800)
External works	5,572,267 @	15.0% 16,717 £ per unit			(835,840)
M4(2) Category 2 Housing	0% of All units	50 units @ 1,400 £ per dwelling			-
RAMS contribution	0% of All units	50 units @ 321 £ per dwelling			-
Water efficiency		50 units @ 9 £ per dwelling			(450)
Contingency	6,669,412 @	5.0%			(333,471)
Professional Fees	6,669,412 @	10.0%			(666,941)
Disposal Costs -					
Marketing and Promotion	6,510,725 OMS @	5.00%			(325,536)
Residential Sales Agent Costs	6,510,725 OMS @	1.50%			(97,661)
Residential Sales Legal Costs	6,510,725 OMS @	0.50%			(32,554)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(605,361)
Developers Profit -					
Margin on AH	1,883,980	6.00% on AH values			(113,039)
Profit on GDV	6,510,725	20.00%			(1,302,145)
	8,857,335	14.70% on costs		(1,302,145)	
	8,394,705	16.86% blended		(1,415,184)	
TOTAL COSTS					(10,272,519)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at mid value - sheltered housing
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(1,877,814)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(1,867,314)
RLV analysis:	(37,346) £ per plot	(3,734,628) £ per ha	(1,511,383) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		100.0 dph		
Site Area (Resi)		0.50 ha	1.24 acres	
Density analysis:		8,533 sqm/ha	37,172 sqft/ac	
Threshold Land Value	2,334 £ per plot	233,371 £ per ha	94,444 £ per acre	116,686
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)	(3,967,999) £ per ha	(1,605,827) £ per acre	(1,983,999)	

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid value - sheltered housing
Notes: Brownfield

SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)	(1,983,999)	0%	10%	20%	33%	40%	45%	50%
CIL Epsm 0.00	10	(1,626,468)	(1,744,845)	(1,863,221)	(2,017,111)	(2,099,975)	(2,159,163)	(2,218,351)
	20	(1,675,888)	(1,789,323)	(1,902,758)	(2,050,223)	(2,129,627)	(2,186,344)	(2,243,061)
	30	(1,725,309)	(1,833,801)	(1,942,294)	(2,083,334)	(2,159,279)	(2,213,525)	(2,267,771)
	40	(1,774,729)	(1,878,279)	(1,981,830)	(2,116,446)	(2,188,931)	(2,240,706)	(2,292,482)
	50	(1,824,149)	(1,922,757)	(2,021,366)	(2,149,557)	(2,218,583)	(2,267,887)	(2,317,192)
	60	(1,873,569)	(1,967,236)	(2,060,902)	(2,182,669)	(2,248,235)	(2,295,068)	(2,341,902)
	70	(1,922,989)	(2,011,714)	(2,100,438)	(2,215,780)	(2,277,887)	(2,322,250)	(2,366,612)
	80	(1,972,410)	(2,056,192)	(2,139,974)	(2,248,892)	(2,307,539)	(2,349,431)	(2,391,322)
	90	(2,021,830)	(2,100,670)	(2,179,511)	(2,282,003)	(2,337,192)	(2,376,612)	(2,416,032)
	100	(2,071,250)	(2,145,148)	(2,219,047)	(2,315,115)	(2,366,844)	(2,403,793)	(2,440,742)
	110	(2,120,670)	(2,189,627)	(2,258,583)	(2,348,226)	(2,396,496)	(2,430,974)	(2,465,452)
	120	(2,170,090)	(2,234,105)	(2,298,119)	(2,381,338)	(2,426,148)	(2,458,155)	(2,490,162)
	130	(2,219,511)	(2,278,583)	(2,337,655)	(2,414,449)	(2,455,800)	(2,485,336)	(2,514,872)
	140	(2,268,931)	(2,323,061)	(2,377,191)	(2,447,561)	(2,485,452)	(2,512,517)	(2,539,583)
	150	(2,318,351)	(2,367,539)	(2,416,728)	(2,480,672)	(2,515,104)	(2,539,698)	(2,564,293)
	160	(2,367,771)	(2,412,017)	(2,456,264)	(2,513,784)	(2,544,756)	(2,566,880)	(2,589,003)
	170	(2,417,191)	(2,456,496)	(2,495,800)	(2,546,896)	(2,574,409)	(2,594,061)	(2,613,713)
	180	(2,466,611)	(2,500,974)	(2,535,336)	(2,580,007)	(2,604,061)	(2,621,242)	(2,638,423)
	190	(2,516,032)	(2,545,452)	(2,574,872)	(2,613,119)	(2,633,713)	(2,648,423)	(2,663,133)
	200	(2,565,452)	(2,589,930)	(2,614,408)	(2,646,230)	(2,663,365)	(2,675,604)	(2,687,843)
	210	(2,614,872)	(2,634,408)	(2,653,945)	(2,679,342)	(2,693,017)	(2,702,785)	(2,712,553)

		AH - % on site 33%						
Balance (RLV - BLV)	(1,983,999)	0%	10%	20%	33%	40%	45%	50%
Site Specific S106 0	-	(1,577,048)	(1,700,367)	(1,823,685)	(1,983,999)	(2,070,323)	(2,131,982)	(2,193,641)
	500	(1,606,465)	(1,729,783)	(1,853,102)	(2,013,416)	(2,099,739)	(2,161,398)	(2,223,058)
	1,000	(1,635,881)	(1,759,200)	(1,882,519)	(2,042,833)	(2,129,156)	(2,190,815)	(2,252,474)
	1,500	(1,665,298)	(1,788,617)	(1,911,935)	(2,072,249)	(2,158,572)	(2,220,232)	(2,281,891)
	2,000	(1,694,715)	(1,818,033)	(1,941,352)	(2,101,666)	(2,187,989)	(2,249,648)	(2,311,308)
	2,500	(1,724,131)	(1,847,450)	(1,970,768)	(2,131,083)	(2,217,406)	(2,279,065)	(2,340,724)
	3,000	(1,753,548)	(1,876,866)	(2,000,185)	(2,160,499)	(2,246,822)	(2,308,482)	(2,370,141)
	3,500	(1,782,964)	(1,906,283)	(2,029,602)	(2,189,916)	(2,276,239)	(2,337,898)	(2,399,558)
	4,000	(1,812,381)	(1,935,700)	(2,059,018)	(2,219,333)	(2,305,656)	(2,367,315)	(2,428,974)
	4,500	(1,841,798)	(1,965,116)	(2,088,435)	(2,248,749)	(2,335,072)	(2,396,732)	(2,458,391)
	5,000	(1,871,214)	(1,994,533)	(2,117,852)	(2,278,166)	(2,364,489)	(2,426,148)	(2,487,808)
	5,500	(1,900,631)	(2,023,950)	(2,147,268)	(2,307,583)	(2,393,906)	(2,455,565)	(2,517,224)
	6,000	(1,930,048)	(2,053,366)	(2,176,685)	(2,336,999)	(2,423,322)	(2,484,982)	(2,546,641)
	6,500	(1,959,464)	(2,082,783)	(2,206,102)	(2,366,416)	(2,452,739)	(2,514,398)	(2,576,058)
	7,000	(1,988,881)	(2,112,200)	(2,235,518)	(2,395,833)	(2,482,156)	(2,543,815)	(2,605,474)
	7,500	(2,018,298)	(2,141,616)	(2,264,935)	(2,425,249)	(2,511,572)	(2,573,232)	(2,634,891)
	8,000	(2,047,714)	(2,171,033)	(2,294,352)	(2,454,666)	(2,540,989)	(2,602,648)	(2,664,308)
	8,500	(2,077,131)	(2,200,450)	(2,323,768)	(2,484,082)	(2,570,406)	(2,632,065)	(2,693,724)
	9,000	(2,106,548)	(2,229,866)	(2,353,185)	(2,513,499)	(2,599,822)	(2,661,481)	(2,723,141)
	9,500	(2,135,964)	(2,259,283)	(2,382,602)	(2,542,916)	(2,629,239)	(2,690,898)	(2,752,557)
	10,000	(2,165,381)	(2,288,700)	(2,412,018)	(2,572,332)	(2,658,655)	(2,720,315)	(2,781,974)

211004 East Suffolk Specialist residential appraisals

Scheme Ref:	Flats
Title:	50 No. Units at mid higher value - sheltered housing
Notes:	Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50		Units				
AH Policy requirement (% Target)			33%						
AH tenure split %			Affordable rent:		50%				
			Discounted home ownership:		25%				
			Shared ownership:		25%		8.3% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing			67%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House		0.0			0.0		0%	0.0	
2 bed House		0.0			0.0		0%	0.0	
3 bed House		0.0			0.0		0%	0.0	
4 bed House		0.0			0.0		0%	0.0	
5 bed House		0.0			0.0		0%	0.0	
1 bed Flat	40.0%	13.4		40.0%	6.6		40%	20.0	
2 bed Flat	60.0%	20.1		60.0%	9.9		60%	30.0	
Total number of units	100.0%	33.5		100.0%	16.5		100%	50.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
1 bed House		0					0.0	0	
2 bed House		0					0.0	0	
3 bed House		0					0.0	0	
4 bed House		0					0.0	0	
5 bed House	0.0	0					0.0	0	
1 bed Flat	55.0	592		75.0%			73.3	789	
2 bed Flat	70.0	753		75.0%			93.3	1,005	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
1 bed House		0					0.0	0	
2 bed House		0					0.0	0	
3 bed House		0					0.0	0	
4 bed House		0					0.0	0	
5 bed House		0					0.0	0	
1 bed Flat	55.0	592		75.0%			73.3	789	
2 bed Flat	70.0	753		75.0%			93.3	1,005	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0		0	0	
2 bed House	0	0		0	0		0	0	
3 bed House	0	0		0	0		0	0	
4 bed House	0	0		0	0		0	0	
5 bed House	0	0		0	0		0	0	
1 bed Flat	983	10,577		484	5,210		1,467	15,787	
2 bed Flat	1,876	20,193		924	9,946		2,800	30,139	
	2,859	30,770		1,408	15,156		4,267	45,926	
AH % by floor area:		33.00% AH % by floor area due to mix							
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf				total MV £ (no AH)		
1 bed House		0	0				0		
2 bed House		0	0				0		
3 bed House		0	0				0		
4 bed House		0	0				0		
5 bed House		0	0				0		
1 bed Flat	207,000	3,764	350				4,140,000		
2 bed Flat	230,000	3,286	305				6,900,000		
							11,040,000		
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	103,500	1,882	50%	124,200	2,258	60%	155,250	2,823	75%
2 bed Flat	115,000	1,643	50%	138,000	1,971	60%	172,500	2,464	75%

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at mid higher value - sheltered housing
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	13.4	@	207,000	2,773,800
2 bed Flat	20.1	@	230,000	4,623,000
	33.5			7,396,800
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.3	@	103,500	341,550
2 bed Flat	5.0	@	115,000	569,250
	8.3			910,800
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	124,200	204,930
2 bed Flat	2.5	@	138,000	341,550
	4.1			546,480
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	155,250	256,163
2 bed Flat	2.5	@	172,500	426,938
	4.1			683,100
Sub-total GDV Residential				
	50.0			9,537,180
<i>AH on-site cost analysis:</i>				
	352	<i>£ psm (total GIA sqm)</i>		<i>EMV less EGDV</i> 1,502,820
				<i>30,056 £ per unit (total units)</i>
Grant	50	@	0	-
Total GDV				
				9,537,180

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid higher value - sheltered housing
Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	2,859 sqm	0.00 £ psm			-
	0.00% % of GDV	0 £ per unit (total units)			
CIL analysis:					
Site Specific S106 Contributions	Sustainable transport	943 per dwelling			(47,150)
	Year 2				-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	50 units @	0 per unit	(47,150)	-
		0.49% % of GDV	943 £ per unit (total units)		
AH Commuted Sum	4,267 sqm (total)				-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.54 acres @		0 £ per acre (if brownfield)		-
Infrastructure costs -					
Future Homes Standard (flats)	2,256 per unit				(112,800)
Biodiversity net gain	1,018 per unit				(50,900)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	1.54 acres @			(163,700)
Infra. Costs analysis:	1.72% % of GDV	3,274 £ per unit (total units)			
1 bed House	- sqm @				-
2 bed House	- sqm @				-
3 bed House	- sqm @				-
4 bed House	- sqm @				-
5 bed House	- sqm @				-
1 bed Flat	1,467 sqm @	1,306 psm			(1,915,467)
2 bed Flat	4,267 2,800 sqm @	1,306 psm			(3,656,800)
External works	5,572,267 @	15.0% 16,717 £ per unit			(835,840)
M4(2) Category 2 Housing	0% of All units	50 units @	1,400 £ per dwelling		-
RAMS contribution	100% of All units	50 units @	321 £ per dwelling		(16,061)
Water efficiency		50 units @	9 £ per dwelling		(450)
Contingency	6,588,318 @	5.0%			(329,416)
Professional Fees	6,588,318 @	10.0%			(658,832)
Disposal Costs -					
Marketing and Promotion	7,396,800 OMS @	5.00%			(369,840)
Residential Sales Agent Costs	7,396,800 OMS @	1.50%			(110,952)
Residential Sales Legal Costs	7,396,800 OMS @	0.50%			(36,984)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(536,184)
Developers Profit -					
Margin on AH	2,140,380	6.00% on AH values			(128,423)
Profit on GDV	7,396,800	20.00%			(1,479,360)
	8,756,926	16.89% on costs		(1,479,360)	
	9,537,180	16.86% blended		(1,607,783)	
TOTAL COSTS					(10,364,709)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at mid higher value - sheltered housing
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(827,529)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(817,029)
RLV analysis:	(16,341) £ per plot	(1,307,246) £ per ha	(529,035) £ per acre	

THRESHOLD LAND VALUE				
Residential Density	80.0	dph		
Site Area (Resi)	0.63	ha	1.54	acres
Density analysis:	6,827	sqm/ha	29,738	sqft/ac
Threshold Land Value	3,432	£ per plot	111,111	£ per acre
Gross to net land area	90%	274,555	£ per ha	171,597

BALANCE			
Surplus/(Deficit)	(1,581,801) £ per ha	(640,146) £ per acre	(988,626)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at mid higher value - sheltered housing
Notes: Greenfield

SENSITIVITY ANALYSIS								
		AH - % on site 33%						
Balance (RLV - BLV)	(988,626)	0%	10%	20%	33%	40%	45%	50%
CIL Epsm 0.00	10	(577,393)	(711,663)	(846,030)	(1,021,737)	(1,116,349)	(1,183,929)	(1,251,509)
	20	(626,554)	(755,909)	(885,566)	(1,054,849)	(1,146,001)	(1,211,110)	(1,276,219)
	30	(675,716)	(800,154)	(925,102)	(1,087,960)	(1,175,653)	(1,238,291)	(1,300,929)
	40	(724,877)	(844,399)	(964,638)	(1,121,072)	(1,205,305)	(1,265,472)	(1,325,639)
	50	(774,039)	(888,783)	(1,004,174)	(1,154,183)	(1,234,957)	(1,292,653)	(1,350,349)
	60	(823,200)	(933,261)	(1,043,710)	(1,187,295)	(1,264,609)	(1,319,834)	(1,375,059)
	70	(872,362)	(977,739)	(1,083,247)	(1,220,406)	(1,294,262)	(1,347,015)	(1,399,769)
	80	(921,524)	(1,022,217)	(1,122,783)	(1,253,518)	(1,323,914)	(1,374,196)	(1,424,479)
	90	(971,072)	(1,066,695)	(1,162,319)	(1,286,629)	(1,353,566)	(1,401,378)	(1,449,189)
	100	(1,020,492)	(1,111,174)	(1,201,855)	(1,319,741)	(1,383,218)	(1,428,559)	(1,473,899)
	110	(1,069,912)	(1,155,652)	(1,241,391)	(1,352,852)	(1,412,870)	(1,455,740)	(1,498,609)
	120	(1,119,333)	(1,200,130)	(1,280,927)	(1,385,964)	(1,442,522)	(1,482,921)	(1,523,320)
	130	(1,168,753)	(1,244,608)	(1,320,464)	(1,419,076)	(1,472,174)	(1,510,102)	(1,548,030)
	140	(1,218,173)	(1,289,086)	(1,360,000)	(1,452,187)	(1,501,826)	(1,537,283)	(1,572,740)
	150	(1,267,593)	(1,333,564)	(1,399,536)	(1,485,299)	(1,531,479)	(1,564,464)	(1,597,450)
	160	(1,317,013)	(1,378,043)	(1,439,072)	(1,518,410)	(1,561,131)	(1,591,645)	(1,622,160)
	170	(1,366,433)	(1,422,521)	(1,478,608)	(1,551,522)	(1,590,783)	(1,618,826)	(1,646,870)
	180	(1,415,854)	(1,466,999)	(1,518,144)	(1,584,633)	(1,620,435)	(1,646,008)	(1,671,580)
	190	(1,465,274)	(1,511,477)	(1,557,680)	(1,617,745)	(1,650,087)	(1,673,189)	(1,696,290)
	200	(1,514,694)	(1,555,955)	(1,597,217)	(1,650,856)	(1,679,739)	(1,700,370)	(1,721,000)
	210	(1,564,114)	(1,600,434)	(1,636,753)	(1,683,968)	(1,709,391)	(1,727,551)	(1,745,710)
		AH - % on site 33%						
Balance (RLV - BLV)	(988,626)	0%	10%	20%	33%	40%	45%	50%
Site Specific S106 0	-	(528,231)	(667,418)	(806,605)	(988,626)	(1,086,697)	(1,156,748)	(1,226,798)
	500	(557,494)	(696,680)	(835,910)	(1,018,042)	(1,116,113)	(1,186,164)	(1,256,215)
	1,000	(586,756)	(725,943)	(865,327)	(1,047,459)	(1,145,530)	(1,215,581)	(1,285,632)
	1,500	(616,019)	(755,206)	(894,743)	(1,076,876)	(1,174,947)	(1,244,998)	(1,315,048)
	2,000	(645,282)	(784,469)	(924,160)	(1,106,292)	(1,204,363)	(1,274,414)	(1,344,465)
	2,500	(674,544)	(813,731)	(953,577)	(1,135,709)	(1,233,780)	(1,303,831)	(1,373,882)
	3,000	(703,807)	(842,994)	(982,993)	(1,165,125)	(1,263,197)	(1,333,247)	(1,403,298)
	3,500	(733,070)	(872,308)	(1,012,410)	(1,194,542)	(1,292,613)	(1,362,664)	(1,432,715)
	4,000	(762,332)	(901,725)	(1,041,827)	(1,223,959)	(1,322,030)	(1,392,081)	(1,462,132)
	4,500	(791,595)	(931,142)	(1,071,243)	(1,253,375)	(1,351,447)	(1,421,497)	(1,491,548)
	5,000	(820,858)	(960,558)	(1,100,660)	(1,282,792)	(1,380,863)	(1,450,914)	(1,520,965)
	5,500	(850,120)	(989,975)	(1,130,077)	(1,312,209)	(1,410,280)	(1,480,331)	(1,550,382)
	6,000	(879,383)	(1,019,392)	(1,159,493)	(1,341,625)	(1,439,697)	(1,509,747)	(1,579,798)
	6,500	(908,707)	(1,048,808)	(1,188,910)	(1,371,042)	(1,469,113)	(1,539,164)	(1,609,215)
	7,000	(938,123)	(1,078,225)	(1,218,327)	(1,400,459)	(1,498,530)	(1,568,581)	(1,638,631)
	7,500	(967,540)	(1,107,642)	(1,247,743)	(1,429,875)	(1,527,946)	(1,597,997)	(1,668,048)
	8,000	(996,957)	(1,137,058)	(1,277,160)	(1,459,292)	(1,557,363)	(1,627,414)	(1,697,465)
	8,500	(1,026,373)	(1,166,475)	(1,306,576)	(1,488,709)	(1,586,780)	(1,656,831)	(1,726,881)
	9,000	(1,055,790)	(1,195,891)	(1,335,993)	(1,518,125)	(1,616,196)	(1,686,247)	(1,756,298)
	9,500	(1,085,206)	(1,225,308)	(1,365,410)	(1,547,542)	(1,645,613)	(1,715,664)	(1,785,715)
	10,000	(1,114,623)	(1,254,725)	(1,394,826)	(1,576,959)	(1,675,030)	(1,745,081)	(1,815,131)

211004 East Suffolk Specialist residential appraisals

Scheme Ref:	Flats
Title:	50 No. Units at mid higher value - sheltered housing
Notes:	Brownfield

ASSUMPTIONS - RESIDENTIAL USES										
Total number of units in scheme			50		Units					
AH Policy requirement (% Target)			33%							
AH tenure split %			50%							
Affordable rent:			25%							
Discounted home ownership:			25%							
Shared ownership:			25%		8.3% % of total (>10% for HWP (Feb 2017))					
Open Market Sale (OMS) housing			67%							
			100%							
CIL Rate (£ psm)			0.00		£ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House			0.0		0.0	0%	0.0			
2 bed House			0.0		0.0	0%	0.0			
3 bed House			0.0		0.0	0%	0.0			
4 bed House			0.0		0.0	0%	0.0			
5 bed House			0.0		0.0	0%	0.0			
1 bed Flat		40.0%	13.4	40.0%	6.6	40%	20.0			
2 bed Flat		60.0%	20.1	60.0%	9.9	60%	30.0			
Total number of units		100.0%	33.5	100.0%	16.5	100%	50.0			
OMS Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)				
1 bed House			0			0.0	0			
2 bed House			0			0.0	0			
3 bed House			0			0.0	0			
4 bed House			0			0.0	0			
5 bed House		0.0	0			0.0	0			
1 bed Flat		55.0	592	75.0%		73.3	789			
2 bed Flat		70.0	753	75.0%		93.3	1,005			
AH Unit Floor areas -		Net area per unit (sqm)		Net to Gross %		Gross (GIA) per unit (sqm)				
1 bed House			0			0.0	0			
2 bed House			0			0.0	0			
3 bed House			0			0.0	0			
4 bed House			0			0.0	0			
5 bed House			0			0.0	0			
1 bed Flat		55.0	592	75.0%		73.3	789			
2 bed Flat		70.0	753	75.0%		93.3	1,005			
Total Gross Floor areas -		Mkt Units GIA (sqm)		AH units GIA (sqm)		Total GIA (all units) (sqm)				
1 bed House		0	0	0	0	0	0			
2 bed House		0	0	0	0	0	0			
3 bed House		0	0	0	0	0	0			
4 bed House		0	0	0	0	0	0			
5 bed House		0	0	0	0	0	0			
1 bed Flat		983	10,577	484	5,210	1,467	15,787			
2 bed Flat		1,876	20,193	924	9,946	2,800	30,139			
		2,859	30,770	1,408	15,156	4,267	45,926			
AH % by floor area: 33.00% AH % by floor area due to mix										
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf		total MV £ (no AH)				
1 bed House			0	0		0				
2 bed House			0	0		0				
3 bed House			0	0		0				
4 bed House			0	0		0				
5 bed House			0	0		0				
1 bed Flat		207,000	3,764	350		4,140,000				
2 bed Flat		230,000	3,286	305		6,900,000				
						11,040,000				
Affordable Housing values (£) -		Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House										
2 bed House										
3 bed House										
4 bed House										
5 bed House										
1 bed Flat		103,500	1,882	50%	124,200	2,258	60%	155,250	2,823	75%
2 bed Flat		115,000	1,643	50%	138,000	1,971	60%	172,500	2,464	75%

211004_East Suffolk Specialist residential appraisals

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 Title: 50 No. Units at mid higher value - sheltered housing
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	13.4	@	207,000	2,773,800
2 bed Flat	20.1	@	230,000	4,623,000
	33.5			7,396,800
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.3	@	103,500	341,550
2 bed Flat	5.0	@	115,000	569,250
	8.3			910,800
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	124,200	204,930
2 bed Flat	2.5	@	138,000	341,550
	4.1			546,480
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	155,250	256,163
2 bed Flat	2.5	@	172,500	426,938
	4.1			683,100
Sub-total GDV Residential				
	50.0			9,537,180
<i>AH on-site cost analysis:</i>				
	352	<i>£ psm (total GIA sqm)</i>		<i>EMV less EGDV</i> 1,502,820
				30,056 <i>£ per unit (total units)</i>
Grant	50	@	0	-
Total GDV				
				9,537,180

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Scheme Ref: Flats
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Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	2,859 sqm	0.00 £ psm			-
	0.00% % of GDV	0 £ per unit (total units)			
CIL analysis:					
Site Specific S106 Contributions	Sustainable transport	943 per dwelling			(47,150)
	Year 2				-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	50 units @	0 per unit	(47,150)	-
		0.49% % of GDV	943 £ per unit (total units)		
AH Commuted Sum	4,267 sqm (total)		£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	1.24 acres @	110,000 £ per acre (if brownfield)			(135,905)
Infrastructure costs -					
Future Homes Standard (flats)	2,256 per unit				(112,800)
Biodiversity net gain	243 per unit				(12,150)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	1.24 acres @		per acre	(124,950)
		1.31% % of GDV	2,499 £ per unit (total units)		
Infra. Costs analysis:					
1 bed House	- sqm @		psm		-
2 bed House	- sqm @		psm		-
3 bed House	- sqm @		psm		-
4 bed House	- sqm @		0 psm		-
5 bed House	- sqm @		0 psm		-
1 bed Flat	1,467 sqm @		1,306 psm		(1,915,467)
2 bed Flat	4,267 2,800 sqm @		1,306 psm		(3,656,800)
External works	5,572,267 @	15.0%	16,717 £ per unit		(835,840)
M4(2) Category 2 Housing	0% of All units	50 units @	1,400 £ per dwelling		-
RAMS contribution	0% of All units	50 units @	321 £ per dwelling		-
Water efficiency		50 units @	9 £ per dwelling		(450)
Contingency	6,669,412 @	5.0%			(333,471)
Professional Fees	6,669,412 @	10.0%			(666,941)
Disposal Costs -					
Marketing and Promotion	7,396,800 OMS @	5.00%			(369,840)
Residential Sales Agent Costs	7,396,800 OMS @	1.50%			(110,952)
Residential Sales Legal Costs	7,396,800 OMS @	0.50%			(36,984)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(552,712)
Developers Profit -					
Margin on AH	2,140,380	6.00% on AH values			(128,423)
Profit on GDV	7,396,800	20.00%			(1,479,360)
	8,866,711	16.68% on costs		(1,479,360)	
	9,537,180	16.86% blended		(1,607,783)	
TOTAL COSTS					(10,474,494)

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(937,314)
SDLT	- @	5.0%	(slabbed)	10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	6.50%		-
Residual Land Value				(926,814)
RLV analysis:	(18,536) £ per plot	(1,853,629) £ per ha	(750,153) £ per acre	

THRESHOLD LAND VALUE				
Residential Density	100.0	dph		
Site Area (Resi)	0.50	ha	1.24	acres
Density analysis:	8,533	sqm/ha	37,172	sqft/ac
Threshold Land Value	2,334	£ per plot	233,371	£ per ha
Gross to net land area	90%		94,444	£ per acre
				116,686

BALANCE				
Surplus/(Deficit)	(2,087,000)	£ per ha	(844,597)	£ per acre
				(1,043,500)

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Notes: Brownfield

SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)	(1,043,500)	0%	10%	20%	33%	40%	45%	50%
CIL Epsm 0.00	10	(631,692)	(798,642)	(966,626)	(1,185,054)	(1,302,668)	(1,386,679)	(1,470,689)
	20	(680,854)	(843,084)	(1,006,163)	(1,218,165)	(1,332,320)	(1,413,860)	(1,495,399)
	30	(730,015)	(887,562)	(1,045,699)	(1,251,277)	(1,361,973)	(1,441,041)	(1,520,109)
	40	(779,177)	(932,040)	(1,085,235)	(1,284,388)	(1,391,625)	(1,468,222)	(1,544,820)
	50	(828,338)	(976,518)	(1,124,771)	(1,317,500)	(1,421,277)	(1,495,403)	(1,569,530)
	60	(877,686)	(1,020,996)	(1,164,307)	(1,350,611)	(1,450,929)	(1,522,584)	(1,594,240)
	70	(927,106)	(1,065,475)	(1,203,843)	(1,383,723)	(1,480,581)	(1,549,765)	(1,618,950)
	80	(976,526)	(1,109,953)	(1,243,380)	(1,416,834)	(1,510,233)	(1,576,947)	(1,643,660)
	90	(1,025,946)	(1,154,431)	(1,282,916)	(1,449,946)	(1,539,885)	(1,604,128)	(1,668,370)
	100	(1,075,366)	(1,198,909)	(1,322,452)	(1,483,057)	(1,569,537)	(1,631,309)	(1,693,080)
	110	(1,124,787)	(1,243,387)	(1,361,988)	(1,516,169)	(1,599,189)	(1,658,490)	(1,717,790)
	120	(1,174,207)	(1,287,865)	(1,401,524)	(1,549,280)	(1,628,842)	(1,685,671)	(1,742,500)
	130	(1,223,627)	(1,332,344)	(1,441,060)	(1,582,392)	(1,658,494)	(1,712,852)	(1,767,210)
	140	(1,273,047)	(1,376,822)	(1,480,596)	(1,615,504)	(1,688,146)	(1,740,033)	(1,791,921)
	150	(1,322,467)	(1,421,300)	(1,520,133)	(1,648,615)	(1,717,798)	(1,767,214)	(1,816,631)
	160	(1,371,888)	(1,465,778)	(1,559,669)	(1,681,727)	(1,747,450)	(1,794,395)	(1,841,341)
	170	(1,421,308)	(1,510,256)	(1,599,205)	(1,714,838)	(1,777,102)	(1,821,576)	(1,866,051)
	180	(1,470,728)	(1,554,735)	(1,638,741)	(1,747,950)	(1,806,754)	(1,848,758)	(1,890,761)
	190	(1,520,148)	(1,599,213)	(1,678,277)	(1,781,061)	(1,836,406)	(1,875,939)	(1,915,471)
	200	(1,569,568)	(1,643,691)	(1,717,813)	(1,814,173)	(1,866,059)	(1,903,120)	(1,940,181)
	210	(1,618,989)	(1,688,169)	(1,757,350)	(1,847,284)	(1,895,711)	(1,930,301)	(1,964,891)

		AH - % on site 33%						
Balance (RLV - BLV)	(1,043,500)	0%	10%	20%	33%	40%	45%	50%
Site Specific S106 0	-	(582,531)	(754,397)	(927,090)	(1,151,942)	(1,273,016)	(1,359,498)	(1,445,979)
	500	(611,793)	(783,660)	(956,507)	(1,181,359)	(1,302,433)	(1,388,914)	(1,475,396)
	1,000	(641,056)	(812,961)	(985,924)	(1,210,775)	(1,331,849)	(1,418,331)	(1,504,812)
	1,500	(670,319)	(842,377)	(1,015,340)	(1,240,192)	(1,361,266)	(1,447,748)	(1,534,229)
	2,000	(699,581)	(871,794)	(1,044,757)	(1,269,609)	(1,390,683)	(1,477,164)	(1,563,646)
	2,500	(728,844)	(901,211)	(1,074,174)	(1,299,025)	(1,420,099)	(1,506,581)	(1,593,062)
	3,000	(758,107)	(930,627)	(1,103,590)	(1,328,442)	(1,449,516)	(1,535,998)	(1,622,479)
	3,500	(787,369)	(960,044)	(1,133,007)	(1,357,859)	(1,478,933)	(1,565,414)	(1,651,896)
	4,000	(816,632)	(989,461)	(1,162,423)	(1,387,275)	(1,508,349)	(1,594,831)	(1,681,312)
	4,500	(845,914)	(1,018,877)	(1,191,840)	(1,416,692)	(1,537,766)	(1,624,247)	(1,710,729)
	5,000	(875,331)	(1,048,294)	(1,221,257)	(1,446,109)	(1,567,183)	(1,653,664)	(1,740,146)
	5,500	(904,747)	(1,077,710)	(1,250,673)	(1,475,525)	(1,596,599)	(1,683,081)	(1,769,562)
	6,000	(934,164)	(1,107,127)	(1,280,090)	(1,504,942)	(1,626,016)	(1,712,497)	(1,798,979)
	6,500	(963,581)	(1,136,544)	(1,309,507)	(1,534,359)	(1,655,433)	(1,741,914)	(1,828,396)
	7,000	(992,997)	(1,165,960)	(1,338,923)	(1,563,775)	(1,684,849)	(1,771,331)	(1,857,812)
	7,500	(1,022,414)	(1,195,377)	(1,368,340)	(1,593,192)	(1,714,266)	(1,800,747)	(1,887,229)
	8,000	(1,051,831)	(1,224,794)	(1,397,757)	(1,622,608)	(1,743,683)	(1,830,164)	(1,916,645)
	8,500	(1,081,247)	(1,254,210)	(1,427,173)	(1,652,025)	(1,773,099)	(1,859,581)	(1,946,062)
	9,000	(1,110,664)	(1,283,627)	(1,456,590)	(1,681,442)	(1,802,516)	(1,888,997)	(1,975,479)
	9,500	(1,140,081)	(1,313,044)	(1,486,007)	(1,710,858)	(1,831,932)	(1,918,414)	(2,004,895)
	10,000	(1,169,497)	(1,342,460)	(1,515,423)	(1,740,275)	(1,861,349)	(1,947,831)	(2,034,312)

211004 East Suffolk Specialist residential appraisals

Scheme Ref:	Flats
Title:	50 No. Units at higher value - sheltered housing
Notes:	Greenfield

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				50	Units			
AH Policy requirement (% Target)				35%				
AH tenure split %		Affordable rent:			50%			
		Discounted home ownership:			25%			
		Shared ownership:			25%			
						8.8% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing				65%				
				100%				
CIL Rate (£ psm)				0.00	£ psm			
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units	
1 bed House		0.0			0.0	0%	0.0	
2 bed House		0.0			0.0	0%	0.0	
3 bed House		0.0			0.0	0%	0.0	
4 bed House		0.0			0.0	0%	0.0	
5 bed House		0.0			0.0	0%	0.0	
1 bed Flat	60.0%	19.5		40.0%	7.0	53%	26.5	
2 bed Flat	40.0%	13.0		60.0%	10.5	47%	23.5	
Total number of units	100.0%	32.5		100.0%	17.5	100%	50.0	
OMS Unit Floor areas -	Net area per unit (sqm)			Net to Gross % %		Gross (GIA) per unit (sqm)		
1 bed House		(sqft)				(sqft)		
2 bed House		0				0.0	0	
3 bed House		0				0.0	0	
4 bed House		0				0.0	0	
5 bed House	0.0	0				0.0	0	
1 bed Flat	55.0	592		75.0%		73.3	789	
2 bed Flat	70.0	753		75.0%		93.3	1,005	
AH Unit Floor areas -	Net area per unit (sqm)			Net to Gross % %		Gross (GIA) per unit (sqm)		
1 bed House		(sqft)				(sqft)		
2 bed House		0				0.0	0	
3 bed House		0				0.0	0	
4 bed House		0				0.0	0	
5 bed House		0				0.0	0	
1 bed Flat	55.0	592		75.0%		73.3	789	
2 bed Flat	70.0	753		75.0%		93.3	1,005	
Total Gross Floor areas -	Mkt Units GIA (sqm)			AH units GIA (sqm)		Total GIA (all units) (sqm)		
1 bed House		(sqft)				(sqft)		
2 bed House	0	0		0	0	0	0	
3 bed House	0	0		0	0	0	0	
4 bed House	0	0		0	0	0	0	
5 bed House	0	0		0	0	0	0	
1 bed Flat	1,430	15,392		513	5,525	1,943	20,918	
2 bed Flat	1,213	13,060		980	10,549	2,193	23,609	
	2,643	28,453		1,493	16,074	4,137	44,527	
AH % by floor area:				36.10%	AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	Epsm	Epsf				total MV £ (no AH)	
1 bed House		0	0				0	
2 bed House		0	0				0	
3 bed House		0	0				0	
4 bed House		0	0				0	
5 bed House		0	0				0	
1 bed Flat	230,000	4,182	389				6,095,000	
2 bed Flat	281,750	4,025	374				6,621,125	
							12,716,125	
Affordable Housing values (£) -	Aff. Rent £	Epsm	% of MV	Discounted home ow	Epsm	% of MV	Shared home ow	Epsm
1 bed House								% of MV
2 bed House								
3 bed House								
4 bed House								
5 bed House								
1 bed Flat	115,000	2,091	50%	138,000	2,509	60%	172,500	3,136
2 bed Flat	140,875	2,013	50%	169,050	2,415	60%	211,313	3,019

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at higher value - sheltered housing
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	19.5	@	230,000	4,485,000
2 bed Flat	13.0	@	281,750	3,662,750
	32.5			8,147,750
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.5	@	115,000	402,500
2 bed Flat	5.3	@	140,875	739,594
	8.8			1,142,094
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.8	@	138,000	241,500
2 bed Flat	2.6	@	169,050	443,756
	4.4			685,256
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.8	@	172,500	301,875
2 bed Flat	2.6	@	211,313	554,695
	4.4			856,570
Sub-total GDV Residential				
	50.0			10,831,670
<i>AH on-site cost analysis:</i>				
	456 £ psm (total GIA sqm)		EMV less EGDV	1,884,455
			37,689 £ per unit (total units)	
Grant	50	@	0	-
Total GDV				
				10,831,670

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
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Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	2,643 sqm	0.00 £ psm			-
	0.00% % of GDV	0 £ per unit (total units)			
CIL analysis:					
Site Specific S106 Contributions	Sustainable transport	943 per dwelling			(47,150)
	Year 2				-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	50 units @	0 per unit	(47,150)	-
	S106 analysis:	0.44% % of GDV	943 £ per unit (total units)		
AH Commuted Sum	4,137 sqm (total)		£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	1.54 acres @		0 £ per acre (if brownfield)		-
Infrastructure costs -					
	Future Homes Standard (flats)	2,256 per unit			(112,800)
	Biodiversity net gain	1,018 per unit			(50,900)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	1.54 acres @		per acre	(163,700)
	Infra. Costs analysis:	1.51% % of GDV	3,274 £ per unit (total units)		
1 bed House	- sqm @		0 psm		-
2 bed House	- sqm @		0 psm		-
3 bed House	- sqm @		0 psm		-
4 bed House	- sqm @		0 psm		-
5 bed House	- sqm @		0 psm		-
1 bed Flat	1,943 sqm @		1,306 psm		(2,537,993)
2 bed Flat	4,137 2,193 sqm @		1,306 psm		(2,864,493)
External works	5,402,487 @		15.0% 16,207 £ per unit		(810,373)
M4(2) Category 2 Housing	0% of All units	50 units @	1,400 £ per dwelling		-
RAMS contribution	100% of All units	50 units @	321 £ per dwelling		(16,061)
Water efficiency		50 units @	9 £ per dwelling		(450)
Contingency	6,393,071 @		5.0%		(319,654)
Professional Fees	6,393,071 @		10.0%		(639,307)
Disposal Costs -					
Marketing and Promotion	8,147,750 OMS @		5.00%		(407,388)
Residential Sales Agent Costs	8,147,750 OMS @		1.50%		(122,216)
Residential Sales Legal Costs	8,147,750 OMS @		0.50%		(40,739)
Interest (on Development Costs) -	6.50% APR		0.526% pcm		(433,694)
Developers Profit -					
Margin on AH	2,683,920		6.00% on AH values		(161,035)
Profit on GDV	8,147,750		20.00%		(1,629,550)
	8,482,468		19.21% on costs	(1,629,550)	
	10,831,670		16.53% blended	(1,790,585)	
TOTAL COSTS					(10,273,053)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at higher value - sheltered housing
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				558,617
SDLT	558,617	@	5.0% (slabbed)	(17,431)
Acquisition Agent fees	558,617	@	1.0%	(5,586)
Acquisition Legal fees	558,617	@	0.5%	(2,793)
Interest on Land	558,617	@	6.50%	(36,310)
Residual Land Value				496,497
RLV analysis: 9,930 £ per plot 794,395 £ per ha 321,487 £ per acre				

THRESHOLD LAND VALUE				
Residential Density	80.0	dph		
Site Area (Resi)	0.63	ha	1.54	acres
Density analysis: 6,619 sqm/ha 28,832 sqft/ac				
Threshold Land Value	3,432	£ per plot	274,555	£ per ha
Gross to net land area	90%		111,111	£ per acre
				171,597

BALANCE				
Surplus/(Deficit)	519,840	£ per ha	210,376	£ per acre
				324,900

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at higher value - sheltered housing
Notes: Greenfield

SENSITIVITY ANALYSIS								
		AH - % on site 35%						
Balance (RLV - BLV)	324,900	20%	25%	30%	35%	40%	45%	50%
CIL £psm 0.00	0	538,523	467,316	396,108	324,900	253,692	182,484	111,276
	10	506,251	437,061	367,870	298,679	229,488	160,297	91,106
	20	473,979	406,805	339,632	272,458	205,284	138,110	70,936
	30	441,707	376,550	311,394	246,237	181,080	115,923	50,766
	40	409,435	346,295	283,156	220,016	156,876	93,736	30,596
	50	377,163	316,040	254,918	193,795	132,672	71,549	10,426
	60	344,891	285,785	226,674	167,554	108,433	49,313	(9,807)
	70	312,473	255,380	198,287	141,195	84,102	27,009	(30,083)
	80	280,031	224,966	169,901	114,836	59,771	4,705	(50,360)
	90	247,589	194,552	141,514	88,477	35,439	(17,598)	(70,636)
	100	215,147	164,137	113,128	62,118	11,108	(39,902)	(90,912)
	110	182,705	133,723	84,741	35,759	(13,224)	(62,206)	(111,188)
	120	150,264	103,309	56,354	9,400	(37,555)	(84,510)	(131,464)
	130	117,822	72,895	27,968	(16,959)	(61,886)	(106,813)	(151,740)
	140	85,380	42,481	(419)	(43,318)	(86,218)	(129,117)	(173,648)
	150	52,938	12,066	(28,805)	(69,677)	(110,549)	(151,421)	(196,954)
	160	20,496	(18,348)	(57,192)	(96,036)	(134,880)	(175,611)	(220,260)
	170	(11,946)	(48,762)	(85,579)	(122,395)	(159,212)	(201,248)	(243,566)
	180	(44,387)	(79,176)	(113,965)	(148,754)	(186,897)	(226,884)	(260,872)
	190	(76,829)	(109,591)	(142,352)	(177,208)	(214,864)	(252,521)	(290,178)
	200	(109,271)	(140,005)	(172,179)	(207,505)	(242,831)	(278,157)	(313,484)
		AH - % on site 35%						
Balance (RLV - BLV)	324,900	20%	25%	30%	35%	40%	45%	50%
Site Specific S106 0	-	538,523	467,316	396,108	324,900	253,692	182,484	111,276
	500	513,331	442,123	370,915	299,707	228,499	157,291	86,083
	1,000	488,138	416,930	345,722	274,514	203,306	132,098	60,891
	1,500	462,945	391,737	320,529	249,322	178,114	106,906	35,698
	2,000	437,753	366,545	295,337	224,129	152,921	81,713	10,505
	2,500	412,560	341,352	270,144	198,936	127,728	56,509	(14,777)
	3,000	387,367	316,159	244,951	173,743	102,470	31,184	(40,102)
	3,500	362,174	290,967	219,717	148,431	77,145	5,859	(65,427)
	4,000	336,963	265,777	194,391	123,105	51,819	(19,467)	(90,753)
	4,500	311,638	240,352	169,066	97,780	26,494	(44,792)	(116,078)
	5,000	286,313	215,027	143,741	72,455	1,169	(70,117)	(141,403)
	5,500	260,988	189,702	118,416	47,130	(24,156)	(95,442)	(167,570)
	6,000	235,662	164,376	93,090	21,804	(49,482)	(120,768)	(196,679)
	6,500	210,337	139,051	67,765	(3,521)	(74,807)	(146,093)	(225,789)
	7,000	185,012	113,726	42,440	(28,846)	(100,132)	(172,961)	(254,899)
	7,500	159,686	88,400	17,114	(54,172)	(125,458)	(202,070)	(284,008)
	8,000	134,361	63,075	(8,211)	(79,497)	(150,783)	(231,180)	(313,118)
	8,500	109,036	37,750	(33,536)	(104,822)	(178,351)	(260,289)	(342,227)
	9,000	83,711	12,425	(58,861)	(130,147)	(207,461)	(289,399)	(371,337)
	9,500	58,385	(12,901)	(84,187)	(155,473)	(236,570)	(318,508)	(400,495)
	10,000	33,060	(38,226)	(109,512)	(183,742)	(265,680)	(347,618)	(429,758)
		GDV						
Balance	324,900	92.5%	95.0%	97.5%	100.0%	102.5%	105.0%	107.5%
CIL £psm / Section 106	-	(70,270)	61,723	193,536	324,900	456,263	587,627	718,968
	10	(96,629)	35,364	167,315	298,679	430,042	561,406	692,769
	20	(122,988)	9,005	140,997	272,458	403,821	535,185	666,548
	30	(149,347)	(17,354)	114,638	246,237	377,600	508,964	640,327
	40	(177,889)	(43,713)	88,279	220,016	351,379	482,743	614,106
	50	(208,187)	(70,072)	61,920	193,795	325,158	456,522	587,885
	60	(238,484)	(96,431)	35,561	167,554	298,937	430,301	561,664
	70	(268,782)	(122,790)	9,202	141,195	272,716	404,080	535,443
	80	(299,080)	(149,149)	(17,157)	114,836	246,495	377,858	509,222
	90	(329,415)	(177,662)	(43,516)	88,477	220,274	351,637	483,001
	100	(359,872)	(207,959)	(69,875)	62,118	194,053	325,416	456,780
	110	(390,330)	(238,257)	(96,234)	35,759	167,751	299,195	430,559
	120	(420,787)	(268,555)	(122,593)	9,400	141,392	272,974	404,338
		Build rate						
Balance	324,900	92.5%	95.0%	97.5%	100.0%	102.5%	105.0%	107.5%
CIL £psm / Section 106	-	840,489	669,182	497,107	324,900	152,594	(20,520)	(198,496)
	10	814,405	643,094	470,886	298,679	126,235	(46,879)	(228,794)
	20	788,321	616,873	444,665	272,458	99,876	(73,238)	(259,091)
	30	762,237	590,652	418,444	246,237	73,517	(99,597)	(289,389)
	40	736,154	564,431	392,223	220,016	47,158	(125,956)	(319,687)
	50	710,070	538,210	366,002	193,795	20,799	(152,315)	(350,131)
	60	683,986	511,989	339,781	167,554	(5,560)	(181,301)	(380,588)
	70	657,902	485,768	313,560	141,195	(31,919)	(211,598)	(411,045)
	80	631,755	459,547	287,339	114,836	(58,278)	(241,896)	(441,502)
	90	605,534	433,326	261,118	88,477	(84,637)	(272,194)	(471,959)
	100	579,313	407,105	234,897	62,118	(110,996)	(302,491)	(502,416)
	110	553,092	380,884	208,676	35,759	(137,355)	(332,845)	(532,873)
	120	526,871	354,663	182,455	9,400	(164,105)	(363,302)	(563,331)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at higher value - sheltered housing
Notes: Brownfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			35%						
AH tenure split %			Affordable rent:		50%				
			Discounted home ownership:		25%				
			Shared ownership:		25%		8.8% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing			65%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House		0.0		0.0	0%	0.0			
2 bed House		0.0		0.0	0%	0.0			
3 bed House		0.0		0.0	0%	0.0			
4 bed House		0.0		0.0	0%	0.0			
5 bed House		0.0		0.0	0%	0.0			
1 bed Flat	60.0%	19.5	40.0%	7.0	53%	26.5			
2 bed Flat	40.0%	13.0	60.0%	10.5	47%	23.5			
Total number of units	100.0%	32.5	100.0%	17.5	100%	50.0			
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House		0			0.0	0			
2 bed House		0			0.0	0			
3 bed House		0			0.0	0			
4 bed House		0			0.0	0			
5 bed House	0.0	0			0.0	0			
1 bed Flat	55.0	592	75.0%		73.3	789			
2 bed Flat	70.0	753	75.0%		93.3	1,005			
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House		0			0.0	0			
2 bed House		0			0.0	0			
3 bed House		0			0.0	0			
4 bed House		0			0.0	0			
5 bed House		0			0.0	0			
1 bed Flat	55.0	592	75.0%		73.3	789			
2 bed Flat	70.0	753	75.0%		93.3	1,005			
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)				
1 bed House	0	0	0	0	0				
2 bed House	0	0	0	0	0				
3 bed House	0	0	0	0	0				
4 bed House	0	0	0	0	0				
5 bed House	0	0	0	0	0				
1 bed Flat	1,430	15,392	513	5,525	1,943				
2 bed Flat	1,213	13,060	980	10,549	2,193				
	2,643	28,453	1,493	16,074	4,137				
AH % by floor area: 36.10% AH % by floor area due to mix									
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	230,000	4,182	389	6,095,000					
2 bed Flat	281,750	4,025	374	6,621,125					
				12,716,125					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	115,000	2,091	50%	138,000	2,509	60%	172,500	3,136	75%
2 bed Flat	140,875	2,013	50%	169,050	2,415	60%	211,313	3,019	75%

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	19.5	@	230,000	4,485,000
2 bed Flat	13.0	@	281,750	3,662,750
	32.5			8,147,750
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.5	@	115,000	402,500
2 bed Flat	5.3	@	140,875	739,594
	8.8			1,142,094
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.8	@	138,000	241,500
2 bed Flat	2.6	@	169,050	443,756
	4.4			685,256
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.8	@	172,500	301,875
2 bed Flat	2.6	@	211,313	554,695
	4.4			856,570
Sub-total GDV Residential				
	50.0			10,831,670
<i>AH on-site cost analysis:</i>				
	456 £ psm (total GIA sqm)		EMV less EGDV	1,884,455
			37,689 £ per unit (total units)	
Grant	50	@	0	-
Total GDV				
				10,831,670

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at higher value - sheltered housing
 Notes: Brownfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	2,643 sqm	0.00 £ psm			-
	0.00% % of GDV	0 £ per unit (total units)			
CIL analysis:					
Site Specific S106 Contributions	Sustainable transport	943 per dwelling			(47,150)
	Year 2				-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	50 units @	0 per unit	(47,150)	-
		0.44% % of GDV	943 £ per unit (total units)		
AH Commuted Sum	4,137 sqm (total)		£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition	1.24 acres @	110,000 £ per acre (if brownfield)			(135,905)
Infrastructure costs -					
	Future Homes Standard (flats)	2,256 per unit			(112,800)
	Biodiversity net gain	243 per unit			(12,150)
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	1.24 acres @			(124,950)
		1.15% % of GDV	2,499 £ per unit (total units)		
Infra. Costs analysis:					
1 bed House	- sqm @		psm		-
2 bed House	- sqm @		psm		-
3 bed House	- sqm @		psm		-
4 bed House	- sqm @		0 psm		-
5 bed House	- sqm @		0 psm		-
1 bed Flat	1,943 sqm @		1,306 psm		(2,537,993)
2 bed Flat	4,137 2,193 sqm @		1,306 psm		(2,864,493)
External works	5,402,487 @	15.0% 16,207 £ per unit			(810,373)
M4(2) Category 2 Housing	0% of All units	50 units @	1,400 £ per dwelling		-
RAMS contribution	0% of All units	50 units @	321 £ per dwelling		-
Water efficiency		50 units @	9 £ per dwelling		(450)
Contingency	6,474,165 @	5.0%			(323,708)
Professional Fees	6,474,165 @	10.0%			(647,416)
Disposal Costs -					
Marketing and Promotion	8,147,750 OMS @	5.00%			(407,388)
Residential Sales Agent Costs	8,147,750 OMS @	1.50%			(122,216)
Residential Sales Legal Costs	8,147,750 OMS @	0.50%			(40,739)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(448,507)
Developers Profit -					
Margin on AH	2,683,920	6.00% on AH values			(161,035)
Profit on GDV	8,147,750	20.00%			(1,629,550)
	8,590,539	18.97% on costs		(1,629,550)	
	10,831,670	16.53% blended		(1,790,585)	
TOTAL COSTS					(10,381,124)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at higher value - sheltered housing
 Notes: Brownfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				450,546
SDLT	450,546	@	5.0% (slabbed)	(12,027)
Acquisition Agent fees	450,546	@	1.0%	(4,505)
Acquisition Legal fees	450,546	@	0.5%	(2,253)
Interest on Land	450,546	@	6.50%	(29,285)
Residual Land Value				402,475
RLV analysis: 8,050 £ per plot 804,950 £ per ha 325,759 £ per acre				

THRESHOLD LAND VALUE				
Residential Density	100.0	dph		
Site Area (Resi)	0.50	ha	1.24	acres
Density analysis: 8,273 sqm/ha 36,039 sqft/ac				
Threshold Land Value	2,334	£ per plot	233,371	£ per ha
Gross to net land area	90%		94,444	£ per acre
				116,686

BALANCE			
Surplus/(Deficit)	571,579	£ per ha	231,315 £ per acre
			285,790

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SENSITIVITY ANALYSIS									
AH - % on site 35%									
Balance (RLV - BLV)	285,790	20%	25%	30%	35%	40%	45%	50%	
CIL £psm 0.00	0	499,413	428,205	356,997	285,790	214,582	143,374	72,166	
	10	467,141	397,950	328,759	259,569	190,378	121,187	51,969	
	20	434,869	367,695	300,521	233,348	166,154	98,923	31,692	
	30	402,597	337,432	272,229	207,026	141,823	76,619	11,416	
	40	370,193	307,018	243,842	180,667	117,491	54,316	(8,860)	
	50	337,752	276,604	215,456	154,308	93,160	32,012	(29,136)	
	60	305,310	246,189	187,069	127,949	68,828	9,708	(49,412)	
	70	272,868	215,775	158,683	101,590	44,497	(12,596)	(69,688)	
	80	240,426	185,361	130,296	75,231	20,166	(34,899)	(89,964)	
	90	207,984	154,947	101,909	48,872	(4,166)	(57,203)	(110,847)	
	100	175,542	124,533	73,523	22,513	(28,497)	(79,507)	(134,152)	
	110	143,101	94,118	45,136	(3,846)	(52,828)	(101,811)	(157,458)	
	120	110,659	63,704	16,750	(30,205)	(77,160)	(126,793)	(180,764)	
	130	78,217	33,290	(11,637)	(56,564)	(101,491)	(152,430)	(204,070)	
	140	45,775	2,876	(40,024)	(82,923)	(128,757)	(178,066)	(227,376)	
	150	13,333	(27,538)	(68,410)	(109,745)	(156,724)	(203,703)	(250,682)	
	160	(19,109)	(57,953)	(96,797)	(140,042)	(184,691)	(229,339)	(273,988)	
	170	(51,550)	(88,367)	(128,022)	(170,340)	(212,658)	(254,976)	(297,294)	
	180	(83,992)	(120,663)	(160,651)	(200,638)	(240,625)	(280,612)	(320,600)	
	190	(117,965)	(155,622)	(193,279)	(230,936)	(268,592)	(306,249)	(343,946)	
	200	(155,255)	(190,581)	(225,907)	(261,233)	(296,593)	(331,984)	(367,375)	
AH - % on site 35%									
Balance (RLV - BLV)	285,790	20%	25%	30%	35%	40%	45%	50%	
Site Specific S106 0	-	499,413	428,205	356,997	285,790	214,582	143,374	72,166	
	500	474,221	403,013	331,805	260,597	189,389	118,181	46,919	
	1,000	449,028	377,820	306,612	235,404	164,166	92,880	21,594	
	1,500	423,835	352,627	281,413	210,127	138,841	67,555	(3,731)	
	2,000	398,642	327,374	256,088	184,802	113,516	42,230	(29,056)	
	2,500	373,334	302,048	230,762	159,476	88,190	16,904	(54,382)	
	3,000	348,009	276,723	205,437	134,151	62,865	(8,421)	(79,707)	
	3,500	322,684	251,398	180,112	108,826	37,540	(33,746)	(105,032)	
	4,000	297,359	226,073	154,787	83,500	12,214	(59,072)	(133,969)	
	4,500	272,033	200,747	129,461	58,175	(13,111)	(84,397)	(163,079)	
	5,000	246,708	175,422	104,136	32,850	(38,436)	(110,250)	(192,188)	
	5,500	221,383	150,097	78,811	7,525	(63,761)	(139,360)	(221,298)	
	6,000	196,057	124,771	53,485	(17,801)	(89,087)	(168,470)	(250,407)	
	6,500	170,732	99,446	28,160	(43,126)	(115,641)	(197,579)	(279,517)	
	7,000	145,407	74,121	2,835	(68,451)	(144,751)	(226,689)	(308,626)	
	7,500	120,082	48,796	(22,490)	(93,776)	(173,860)	(255,798)	(337,744)	
	8,000	94,756	23,470	(47,816)	(121,032)	(202,970)	(284,908)	(367,007)	
	8,500	69,431	(1,855)	(73,141)	(150,141)	(232,079)	(314,021)	(396,269)	
	9,000	44,106	(27,180)	(98,466)	(179,251)	(261,189)	(343,284)	(425,532)	
	9,500	18,781	(52,506)	(126,422)	(208,360)	(290,299)	(372,547)	(454,795)	
	10,000	(6,545)	(77,831)	(155,532)	(237,470)	(319,561)	(401,809)	(484,057)	
GDV									
Balance	285,790	85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	-	(567,142)	(262,142)	22,118	285,790	548,517	811,150	1,072,749	
	10	(597,600)	(292,572)	(4,241)	259,569	522,295	785,022	1,046,665	
	20	(628,057)	(323,029)	(30,600)	233,348	496,074	758,801	1,020,581	
	30	(658,514)	(353,486)	(56,959)	207,026	469,853	732,580	994,498	
	40	(688,971)	(383,943)	(83,318)	180,667	443,632	706,359	968,414	
	50	(719,428)	(414,400)	(110,199)	154,308	417,411	680,138	942,330	
	60	(749,995)	(444,857)	(140,497)	127,949	391,190	653,917	916,246	
	70	(780,613)	(475,315)	(170,794)	101,590	364,969	627,696	890,163	
	80	(811,230)	(505,772)	(201,092)	75,231	338,748	601,475	864,079	
	90	(841,847)	(536,229)	(231,390)	48,872	312,527	575,254	837,981	
	100	(872,465)	(566,686)	(261,687)	22,513	286,306	549,033	811,760	
	110	(903,082)	(597,143)	(292,115)	(3,846)	260,085	522,812	785,539	
	120	(933,699)	(627,600)	(322,572)	(30,205)	233,780	496,591	759,318	
Build rate									
Balance	285,790	85%	90%	95%	100%	105%	110%	115%	
CIL £psm / Section 106	-	1,315,034	973,177	630,205	285,790	(60,125)	(452,173)	(852,450)	
	10	1,289,087	947,093	603,984	259,569	(86,484)	(482,631)	(883,068)	
	20	1,263,140	921,010	577,763	233,348	(113,838)	(513,088)	(913,685)	
	30	1,237,193	894,926	551,542	207,026	(144,135)	(543,545)	(944,302)	
	40	1,211,245	868,842	525,321	180,667	(174,433)	(574,002)	(974,920)	
	50	1,185,298	842,758	499,100	154,308	(204,731)	(604,459)	(1,005,537)	
	60	1,159,287	816,675	472,879	127,949	(235,029)	(634,916)	(1,036,154)	
	70	1,133,204	790,591	446,658	101,590	(265,326)	(665,373)	(1,066,772)	
	80	1,107,120	764,507	420,437	75,231	(295,773)	(695,830)	(1,097,389)	
	90	1,081,036	738,423	394,216	48,872	(326,230)	(726,287)	(1,128,007)	
	100	1,054,952	712,339	367,995	22,513	(356,688)	(756,744)	(1,158,624)	
	110	1,028,869	686,189	341,774	(3,846)	(387,145)	(787,202)	(1,189,241)	
	120	1,002,785	659,968	315,553	(30,205)	(417,602)	(817,697)	(1,219,859)	

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Title: 50 No. Units at - extra care
Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			33%						
AH tenure split %			Affordable rent:		50%				
			Discounted home ownership:		25%				
			Shared ownership:		25%		8.3% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing			67%						
			100%						
CIL Rate (£ psm)			0.00		£ psm				
Unit mix -	Mkt Units mix%	MV # units	AH mix%		AH # units	Overall mix%		Total # units	
1 bed House		0.0			0.0	0%		0.0	
2 bed House		0.0			0.0	0%		0.0	
3 bed House		0.0			0.0	0%		0.0	
4 bed House		0.0			0.0	0%		0.0	
5 bed House		0.0			0.0	0%		0.0	
1 bed Flat	40.0%	13.4	40.0%		6.6	40%		20.0	
2 bed Flat	60.0%	20.1	60.0%		9.9	60%		30.0	
Total number of units	100.0%	33.5	100.0%		16.5	100%		50.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)		(sqft)		
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House	0.0	0			0.0		0		
1 bed Flat	60.0	646	70.0%		85.7		923		
2 bed Flat	75.0	807	70.0%		107.1		1,153		
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)		(sqft)		
1 bed House		0			0.0		0		
2 bed House		0			0.0		0		
3 bed House		0			0.0		0		
4 bed House		0			0.0		0		
5 bed House		0			0.0		0		
1 bed Flat	60.0	646	70.0%		85.7		923		
2 bed Flat	75.0	807	70.0%		107.1		1,153		
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)		(sqft)	Total GIA (all units) (sqm)		(sqft)	
1 bed House	0	0	0		0	0		0	
2 bed House	0	0	0		0	0		0	
3 bed House	0	0	0		0	0		0	
4 bed House	0	0	0		0	0		0	
5 bed House	0	0	0		0	0		0	
1 bed Flat	1,149	12,363	566		6,089	1,714		18,452	
2 bed Flat	2,154	23,181	1,061		11,417	3,214		34,598	
	3,302	35,544	1,626		17,507	4,929		53,051	
AH % by floor area:			33.00% AH % by floor area due to mix						
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	225,000	3,750	348	4,500,000					
2 bed Flat	250,000	3,333	310	7,500,000					
				12,000,000					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	112,500	1,875	50%	135,000	2,250	60%	168,750	2,813	75%
2 bed Flat	125,000	1,667	50%	150,000	2,000	60%	187,500	2,500	75%

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	13.4	@	225,000	3,015,000
2 bed Flat	20.1	@	250,000	5,025,000
	33.5			8,040,000
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.3	@	112,500	371,250
2 bed Flat	5.0	@	125,000	618,750
	8.3			990,000
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	135,000	222,750
2 bed Flat	2.5	@	150,000	371,250
	4.1			594,000
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	168,750	278,438
2 bed Flat	2.5	@	187,500	464,063
	4.1			742,500
Sub-total GDV Residential	50.0			10,366,500
<i>AH on-site cost analysis:</i>		<i>EMV less EGDV</i>		
	331 £ psm (total GIA sqm)		32,670 £ per unit (total units)	1,633,500
Grant	50	@	0	-
Total GDV				10,366,500

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Title: 50 No. Units at - extra care
Notes: Greenfield

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	3,302 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	Sustainable transport	943 per dwelling			(47,150)
Year 2					-
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	50 units @	0 per unit		(47,150)	-
S106 analysis:	0.45% % of GDV	943 £ per unit (total units)			
AH Commuted Sum	4,929 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.24 acres @	0 £ per acre (if brownfield)			-
Infrastructure costs -	Future Homes Standard (flats)	2,256 per unit			(112,800)
Biodiversity net gain	1,018 per unit				(50,900)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.24 acres @	per acre		(163,700)	-
Infra. Costs analysis:	1.58% % of GDV	3,274 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,714 sqm @	1,358 psm			(2,328,411)
2 bed Flat	4,929 3,214 sqm @	1,358 psm			(4,365,771)
External works	6,694,183 @	15.0% 20,083 £ per unit			(1,004,127)
M4(2) Category 2 Housing	0% of All units	50 units @ 1,400 £ per dwelling			-
RAMS contribution	100% of All units	50 units @ 321 £ per dwelling			(16,061)
Water efficiency		50 units @ 9 £ per dwelling			(450)
Contingency	7,878,521 @	5.0%			(393,926)
Professional Fees	7,878,521 @	10.0%			(787,852)
Disposal Costs -					
Marketing and Promotion	8,040,000 OMS @	5.00%			(402,000)
Residential Sales Agent Costs	8,040,000 OMS @	1.50%			(120,600)
Residential Sales Legal Costs	8,040,000 OMS @	0.50%			(40,200)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(684,544)
Developers Profit -					
Margin on AH	2,326,500	6.00% on AH values			(139,590)
Profit on GDV	8,040,000	20.00%			(1,608,000)
	10,434,044	15.41% on costs		(1,608,000)	
	10,366,500	16.86% blended		(1,747,590)	
TOTAL COSTS					(12,181,634)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at - extra care
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(1,815,134)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(1,804,634)
RLV analysis:	(36,093) £ per plot	(3,609,267) £ per ha	(1,460,651) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		100.0 dph		
Site Area (Resi)		0.50 ha	1.24 acres	
Density analysis:		9,857 sqm/ha	42,939 sqft/ac	
Threshold Land Value	2,746 £ per plot	274,555 £ per ha	111,111 £ per acre	137,278
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)	(3,883,823) £ per ha	(1,571,762) £ per acre	(1,941,911)	

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
Title: 50 No. Units at - extra care
Notes: Greenfield

SENSITIVITY ANALYSIS								
		AH - % on site 33%						
Balance (RLV - BLV)	(1,941,911)	0%	10%	20%	33%	40%	45%	50%
CIL Epsm 0.00	20	(1,553,547)	(1,694,414)	(1,835,281)	(2,018,408)	(2,117,015)	(2,187,448)	(2,257,882)
	40	(1,667,721)	(1,797,170)	(1,926,620)	(2,094,904)	(2,185,519)	(2,250,244)	(2,314,969)
	60	(1,781,894)	(1,899,927)	(2,017,959)	(2,171,401)	(2,254,023)	(2,313,040)	(2,372,056)
	80	(1,896,068)	(2,002,683)	(2,109,298)	(2,247,897)	(2,322,528)	(2,375,835)	(2,429,143)
	100	(2,010,242)	(2,105,440)	(2,200,637)	(2,324,394)	(2,391,032)	(2,438,631)	(2,486,230)
	120	(2,124,416)	(2,208,196)	(2,291,976)	(2,400,890)	(2,459,536)	(2,501,426)	(2,543,317)
	140	(2,238,590)	(2,310,953)	(2,383,315)	(2,477,387)	(2,528,041)	(2,564,222)	(2,600,403)
	160	(2,352,764)	(2,413,709)	(2,474,655)	(2,553,883)	(2,596,545)	(2,627,018)	(2,657,490)
	180	(2,466,938)	(2,516,466)	(2,565,994)	(2,630,380)	(2,665,049)	(2,689,813)	(2,714,577)
	200	(2,581,112)	(2,619,222)	(2,657,333)	(2,706,876)	(2,733,554)	(2,752,609)	(2,771,664)
	220	(2,695,286)	(2,721,979)	(2,748,672)	(2,783,373)	(2,802,058)	(2,815,405)	(2,828,751)
	240	(2,809,460)	(2,824,735)	(2,840,011)	(2,859,869)	(2,870,562)	(2,878,200)	(2,885,838)
	260	(2,923,633)	(2,927,492)	(2,931,350)	(2,936,366)	(2,939,067)	(2,940,996)	(2,942,925)
	280	(3,037,807)	(3,030,248)	(3,022,689)	(3,012,862)	(3,007,571)	(3,003,792)	(3,000,012)
	300	(3,151,981)	(3,133,005)	(3,114,028)	(3,089,359)	(3,076,075)	(3,066,587)	(3,057,099)
	320	(3,266,155)	(3,235,761)	(3,205,367)	(3,165,855)	(3,144,580)	(3,121,383)	(3,114,186)
	340	(3,380,329)	(3,338,518)	(3,296,707)	(3,242,352)	(3,213,084)	(3,192,179)	(3,171,273)
Site Specific S106 0	360	(3,494,503)	(3,441,274)	(3,388,046)	(3,318,848)	(3,281,588)	(3,254,974)	(3,228,360)
	380	(3,608,677)	(3,544,031)	(3,479,385)	(3,395,345)	(3,350,093)	(3,317,770)	(3,285,447)
	400	(3,722,851)	(3,646,787)	(3,570,724)	(3,471,841)	(3,418,597)	(3,380,565)	(3,342,534)
	420	(3,837,025)	(3,749,544)	(3,662,063)	(3,548,338)	(3,487,101)	(3,443,361)	(3,399,621)
		AH - % on site 33%						
Balance (RLV - BLV)	(1,941,911)	0%	10%	20%	33%	40%	45%	50%
-		(1,439,373)	(1,591,657)	(1,743,942)	(1,941,911)	(2,048,510)	(2,124,653)	(2,200,795)
500		(1,468,789)	(1,621,074)	(1,773,358)	(1,971,328)	(2,077,927)	(2,154,069)	(2,230,211)
1,000		(1,498,206)	(1,650,491)	(1,802,775)	(2,000,745)	(2,107,344)	(2,183,486)	(2,259,628)
1,500		(1,527,623)	(1,679,907)	(1,832,192)	(2,030,161)	(2,136,760)	(2,212,903)	(2,289,045)
2,000		(1,557,039)	(1,709,324)	(1,861,608)	(2,059,578)	(2,166,177)	(2,242,319)	(2,318,461)
2,500		(1,586,456)	(1,738,740)	(1,891,025)	(2,088,995)	(2,195,594)	(2,271,736)	(2,347,878)
3,000		(1,615,873)	(1,768,157)	(1,920,441)	(2,118,411)	(2,225,010)	(2,301,153)	(2,377,295)
3,500		(1,645,289)	(1,797,574)	(1,949,858)	(2,147,828)	(2,254,427)	(2,330,569)	(2,406,711)
4,000		(1,674,706)	(1,826,990)	(1,979,275)	(2,177,245)	(2,283,844)	(2,359,986)	(2,436,128)
4,500		(1,704,123)	(1,856,407)	(2,008,691)	(2,206,661)	(2,313,260)	(2,389,402)	(2,465,545)
5,000		(1,733,539)	(1,885,824)	(2,038,108)	(2,236,078)	(2,342,677)	(2,418,819)	(2,494,961)
5,500		(1,762,956)	(1,915,240)	(2,067,525)	(2,265,494)	(2,372,094)	(2,448,236)	(2,524,378)
6,000		(1,792,373)	(1,944,657)	(2,096,941)	(2,294,911)	(2,401,510)	(2,477,652)	(2,553,795)
6,500		(1,821,789)	(1,974,074)	(2,126,358)	(2,324,328)	(2,430,927)	(2,507,069)	(2,583,211)
7,000		(1,851,206)	(2,003,490)	(2,155,775)	(2,353,744)	(2,460,343)	(2,536,486)	(2,612,628)
7,500		(1,880,623)	(2,032,907)	(2,185,191)	(2,383,161)	(2,489,760)	(2,565,902)	(2,642,045)
8,000		(1,910,039)	(2,062,324)	(2,214,608)	(2,412,578)	(2,519,177)	(2,595,319)	(2,671,461)
8,500		(1,939,456)	(2,091,740)	(2,244,025)	(2,441,994)	(2,548,593)	(2,624,736)	(2,700,878)
9,000		(1,968,872)	(2,121,157)	(2,273,441)	(2,471,411)	(2,578,010)	(2,654,152)	(2,730,294)
9,500		(1,998,289)	(2,150,573)	(2,302,858)	(2,500,828)	(2,607,427)	(2,683,569)	(2,759,711)
10,000		(2,027,706)	(2,179,990)	(2,332,275)	(2,530,244)	(2,636,843)	(2,712,986)	(2,789,128)
		GDV						
Balance	(1,941,911)	85%	90%	95%	100%	105%	110%	115%
-		(2,850,067)	(2,547,348)	(2,244,630)	(1,941,911)	(1,639,193)	(1,336,474)	(1,033,756)
50		(3,041,308)	(2,738,590)	(2,435,871)	(2,133,153)	(1,830,434)	(1,527,716)	(1,224,997)
100		(3,232,549)	(2,929,831)	(2,627,112)	(2,324,394)	(2,021,675)	(1,718,957)	(1,416,238)
150		(3,423,791)	(3,121,072)	(2,818,354)	(2,515,635)	(2,212,917)	(1,910,198)	(1,607,480)
200		(3,615,032)	(3,312,313)	(3,009,595)	(2,706,876)	(2,404,158)	(2,101,439)	(1,798,721)
250		(3,806,273)	(3,503,555)	(3,200,836)	(2,898,118)	(2,595,399)	(2,292,681)	(1,989,962)
300		(3,997,514)	(3,694,796)	(3,392,077)	(3,089,359)	(2,786,640)	(2,483,922)	(2,181,203)
350		(4,188,756)	(3,886,037)	(3,583,319)	(3,280,600)	(2,977,882)	(2,675,163)	(2,372,445)
400		(4,379,997)	(4,077,278)	(3,774,560)	(3,471,841)	(3,169,123)	(2,866,405)	(2,563,686)
450		(4,571,238)	(4,268,520)	(3,965,801)	(3,663,083)	(3,360,364)	(3,057,646)	(2,754,927)
500		(4,762,479)	(4,459,761)	(4,157,043)	(3,854,324)	(3,551,606)	(3,248,887)	(2,946,169)
550		(4,953,721)	(4,651,002)	(4,348,284)	(4,045,565)	(3,742,847)	(3,440,128)	(3,137,410)
600		(5,144,962)	(4,842,244)	(4,539,525)	(4,236,807)	(3,934,088)	(3,631,370)	(3,328,651)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
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Notes: Greenfield

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			50 Units						
AH Policy requirement (% Target)			33%						
AH tenure split %			Affordable rent:		50%				
			Discounted home ownership:		25%				
			Shared ownership:		25%		8.3% % of total (>10% for HWP (Feb 2017))		
Open Market Sale (OMS) housing			67%						
			100%						
CIL Rate (£ psm)			0.00 £ psm						
Unit mix -	Mkt Units mix%	MV # units		AH mix%	AH # units		Overall mix%	Total # units	
1 bed House		0.0			0.0		0%	0.0	
2 bed House		0.0			0.0		0%	0.0	
3 bed House		0.0			0.0		0%	0.0	
4 bed House		0.0			0.0		0%	0.0	
5 bed House		0.0			0.0		0%	0.0	
1 bed Flat	40.0%	13.4		40.0%	6.6		40%	20.0	
2 bed Flat	60.0%	20.1		60.0%	9.9		60%	30.0	
Total number of units	100.0%	33.5		100.0%	16.5		100%	50.0	
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
1 bed House		0					0.0	0	
2 bed House		0					0.0	0	
3 bed House		0					0.0	0	
4 bed House		0					0.0	0	
5 bed House	0.0	0					0.0	0	
1 bed Flat	60.0	646		70.0%			85.7	923	
2 bed Flat	75.0	807		70.0%			107.1	1,153	
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)		Net to Gross %			Gross (GIA) per unit (sqm)	(sqft)	
1 bed House		0					0.0	0	
2 bed House		0					0.0	0	
3 bed House		0					0.0	0	
4 bed House		0					0.0	0	
5 bed House		0					0.0	0	
1 bed Flat	60.0	646		70.0%			85.7	923	
2 bed Flat	75.0	807		70.0%			107.1	1,153	
Total Gross Floor areas -	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)		Total GIA (all units) (sqm)	(sqft)	
1 bed House	0	0		0	0		0	0	
2 bed House	0	0		0	0		0	0	
3 bed House	0	0		0	0		0	0	
4 bed House	0	0		0	0		0	0	
5 bed House	0	0		0	0		0	0	
1 bed Flat	1,149	12,363		566	6,089		1,714	18,452	
2 bed Flat	2,154	23,181		1,061	11,417		3,214	34,598	
	3,302	35,544		1,626	17,507		4,929	53,051	
AH % by floor area:		33.00% AH % by floor area due to mix							
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf	total MV £ (no AH)					
1 bed House		0	0	0					
2 bed House		0	0	0					
3 bed House		0	0	0					
4 bed House		0	0	0					
5 bed House		0	0	0					
1 bed Flat	225,000	3,750	348	4,500,000					
2 bed Flat	250,000	3,333	310	7,500,000					
				12,000,000					
Affordable Housing values (£) -	Aff. Rent £	£psm	% of MV	Discounted home ow	£psm	% of MV	Shared home ow	£psm	% of MV
1 bed House									
2 bed House									
3 bed House									
4 bed House									
5 bed House									
1 bed Flat	112,500	1,875	50%	135,000	2,250	60%	168,750	2,813	75%
2 bed Flat	125,000	1,667	50%	150,000	2,000	60%	187,500	2,500	75%

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 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	13.4	@	225,000	3,015,000
2 bed Flat	20.1	@	250,000	5,025,000
	33.5			8,040,000
Affordable rent GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	3.3	@	112,500	371,250
2 bed Flat	5.0	@	125,000	618,750
	8.3			990,000
Discounted home ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	135,000	222,750
2 bed Flat	2.5	@	150,000	371,250
	4.1			594,000
Shared ownership GDV -				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	1.7	@	168,750	278,438
2 bed Flat	2.5	@	187,500	464,063
	4.1			742,500
Sub-total GDV Residential				
	50.0			10,366,500
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	
	331 £ psm (total GIA sqm)		32,670 £ per unit (total units)	1,633,500
Grant				
	50	@	0	-
Total GDV				10,366,500

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DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	3,302 sqm	0.00 £ psm			-
CIL analysis:	0.00% % of GDV	0 £ per unit (total units)			
Site Specific S106 Contributions	Sustainable transport	943 per dwelling			(47,150)
Year 2					-
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	50 units @	0 per unit		(47,150)	-
S106 analysis:	0.45% % of GDV	943 £ per unit (total units)			
AH Commuted Sum	4,929 sqm (total)	£ psm			-
Comm. Sum analysis:	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	1.03 acres @	110,000 £ per acre (if brownfield)			(113,254)
Infrastructure costs -	Future Homes Standard (flats)	2,256 per unit			(112,800)
Biodiversity net gain	243 per unit				(12,150)
Year 3					-
Year 4					-
Year 5					-
Year 6					-
Year 7					-
Year 8					-
Year 9					-
Year 10					-
total	1.03 acres @	per acre		(124,950)	-
Infra. Costs analysis:	1.21% % of GDV	2,499 £ per unit (total units)			
1 bed House	- sqm @	psm			-
2 bed House	- sqm @	psm			-
3 bed House	- sqm @	psm			-
4 bed House	- sqm @	0 psm			-
5 bed House	- sqm @	0 psm			-
1 bed Flat	1,714 sqm @	1,358 psm			(2,328,411)
2 bed Flat	4,929 3,214 sqm @	1,358 psm			(4,365,771)
External works	6,694,183 @	15.0% 20,083 £ per unit			(1,004,127)
M4(2) Category 2 Housing	0% of All units	50 units @ 1,400 £ per dwelling			-
RAMS contribution	0% of All units	50 units @ 321 £ per dwelling			-
Water efficiency		50 units @ 9 £ per dwelling			(450)
Contingency	7,936,964 @	5.0%			(396,848)
Professional Fees	7,936,964 @	10.0%			(793,696)
Disposal Costs -					
Marketing and Promotion	8,040,000 OMS @	5.00%			(402,000)
Residential Sales Agent Costs	8,040,000 OMS @	1.50%			(120,600)
Residential Sales Legal Costs	8,040,000 OMS @	0.50%			(40,200)
Interest (on Development Costs) -	6.50% APR	0.526% pcm			(696,921)
Developers Profit -					
Margin on AH	2,326,500	6.00% on AH values			(139,590)
Profit on GDV	8,040,000	20.00%			(1,608,000)
	10,513,630	15.29% on costs		(1,608,000)	
	10,366,500	16.86% blended		(1,747,590)	
TOTAL COSTS					(12,261,220)

211004_East Suffolk Specialist residential appraisals

Scheme Ref: Flats
 Title: 50 No. Units at - extra care
 Notes: Greenfield

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(1,894,720)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.50%	-
Residual Land Value				(1,884,220)
RLV analysis: (37,684) £ per plot (4,522,128) £ per ha (1,830,080) £ per acre				

THRESHOLD LAND VALUE				
Residential Density		120.0	dph	
Site Area (Resi)		0.42	ha	1.03 acres
Density analysis: 11,829 sqm/ha 51,526 sqft/ac				
Threshold Land Value	1,945 £ per plot	233,371	£ per ha	94,444 £ per acre
Gross to net land area	90%			97,238

BALANCE				
Surplus/(Deficit)		(4,755,499) £ per ha	(1,924,524) £ per acre	(1,981,458)

211004_East Suffolk Specialist residential appraisals

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Title: 50 No. Units at - extra care
Notes: Greenfield

SENSITIVITY ANALYSIS									
AH - % on site 33%									
Balance (RLV - BLV)	(1,981,458)	0%	10%	20%	33%	40%	45%	50%	
CIL Epsm 0.00	20	(1,593,093)	(1,733,960)	(1,874,827)	(2,057,955)	(2,156,561)	(2,226,995)	(2,297,429)	
	40	(1,707,267)	(1,836,717)	(1,966,167)	(2,134,451)	(2,225,066)	(2,289,791)	(2,354,515)	
	60	(1,821,441)	(1,939,473)	(2,057,506)	(2,210,948)	(2,293,570)	(2,352,586)	(2,411,602)	
	80	(1,935,615)	(2,042,230)	(2,148,845)	(2,287,444)	(2,362,075)	(2,415,382)	(2,468,689)	
	100	(2,049,789)	(2,144,986)	(2,240,184)	(2,363,941)	(2,430,579)	(2,478,178)	(2,525,776)	
	120	(2,163,963)	(2,247,743)	(2,331,523)	(2,440,437)	(2,499,083)	(2,540,973)	(2,582,863)	
	140	(2,278,137)	(2,350,499)	(2,422,862)	(2,516,934)	(2,567,588)	(2,603,769)	(2,639,950)	
	160	(2,392,311)	(2,453,256)	(2,514,201)	(2,593,430)	(2,636,092)	(2,666,564)	(2,697,037)	
	180	(2,506,485)	(2,556,012)	(2,605,540)	(2,669,927)	(2,704,596)	(2,729,360)	(2,754,124)	
	200	(2,620,658)	(2,658,769)	(2,696,879)	(2,746,423)	(2,773,101)	(2,792,156)	(2,811,211)	
	220	(2,734,832)	(2,761,525)	(2,788,219)	(2,822,920)	(2,841,605)	(2,854,951)	(2,868,298)	
	240	(2,849,006)	(2,864,282)	(2,879,558)	(2,899,416)	(2,910,109)	(2,917,747)	(2,925,385)	
	260	(2,963,180)	(2,967,038)	(2,970,897)	(2,975,913)	(2,978,614)	(2,980,543)	(2,982,472)	
	280	(3,077,354)	(3,069,795)	(3,062,236)	(3,052,409)	(3,047,118)	(3,043,338)	(3,039,559)	
	300	(3,191,528)	(3,172,551)	(3,153,575)	(3,128,906)	(3,115,622)	(3,106,134)	(3,096,646)	
	320	(3,305,702)	(3,275,308)	(3,244,914)	(3,205,402)	(3,184,127)	(3,168,930)	(3,153,733)	
	340	(3,419,876)	(3,378,064)	(3,336,253)	(3,281,899)	(3,252,631)	(3,231,725)	(3,210,820)	
	360	(3,534,050)	(3,480,821)	(3,427,592)	(3,358,395)	(3,321,135)	(3,294,521)	(3,267,907)	
	380	(3,648,223)	(3,583,577)	(3,518,932)	(3,434,892)	(3,389,640)	(3,357,317)	(3,324,994)	
	400	(3,762,397)	(3,686,334)	(3,610,271)	(3,511,388)	(3,458,144)	(3,420,112)	(3,382,080)	
	420	(3,876,571)	(3,789,090)	(3,701,610)	(3,587,885)	(3,526,648)	(3,482,908)	(3,439,167)	
AH - % on site 33%									
Balance (RLV - BLV)	(1,981,458)	0%	10%	20%	33%	40%	45%	50%	
Site Specific S106 0	-	(1,478,920)	(1,631,204)	(1,783,488)	(1,981,458)	(2,088,057)	(2,164,199)	(2,240,342)	
	500	(1,508,336)	(1,660,621)	(1,812,905)	(2,010,875)	(2,117,474)	(2,193,616)	(2,269,758)	
	1,000	(1,537,753)	(1,690,037)	(1,842,322)	(2,040,291)	(2,146,890)	(2,223,033)	(2,299,175)	
	1,500	(1,567,169)	(1,719,454)	(1,871,738)	(2,069,708)	(2,176,307)	(2,252,449)	(2,328,592)	
	2,000	(1,596,586)	(1,748,871)	(1,901,155)	(2,099,125)	(2,205,724)	(2,281,866)	(2,358,008)	
	2,500	(1,626,003)	(1,778,287)	(1,930,572)	(2,128,541)	(2,235,140)	(2,311,283)	(2,387,425)	
	3,000	(1,655,419)	(1,807,704)	(1,959,988)	(2,157,958)	(2,264,557)	(2,340,699)	(2,416,841)	
	3,500	(1,684,836)	(1,837,120)	(1,989,405)	(2,187,375)	(2,293,974)	(2,370,116)	(2,446,258)	
	4,000	(1,714,253)	(1,866,537)	(2,018,822)	(2,216,791)	(2,323,390)	(2,399,533)	(2,475,675)	
	4,500	(1,743,669)	(1,895,954)	(2,048,238)	(2,246,208)	(2,352,807)	(2,428,949)	(2,505,091)	
	5,000	(1,773,086)	(1,925,370)	(2,077,655)	(2,275,625)	(2,382,224)	(2,458,366)	(2,534,508)	
	5,500	(1,802,503)	(1,954,787)	(2,107,071)	(2,305,041)	(2,411,640)	(2,487,782)	(2,563,925)	
	6,000	(1,831,919)	(1,984,204)	(2,136,488)	(2,334,458)	(2,441,057)	(2,517,199)	(2,593,341)	
	6,500	(1,861,336)	(2,013,620)	(2,165,905)	(2,363,874)	(2,470,474)	(2,546,616)	(2,622,758)	
	7,000	(1,890,753)	(2,043,037)	(2,195,321)	(2,393,291)	(2,499,890)	(2,576,032)	(2,652,175)	
	7,500	(1,920,169)	(2,072,454)	(2,224,738)	(2,422,708)	(2,529,307)	(2,605,449)	(2,681,591)	
	8,000	(1,949,586)	(2,101,870)	(2,254,155)	(2,452,124)	(2,558,724)	(2,634,866)	(2,711,008)	
	8,500	(1,979,003)	(2,131,287)	(2,283,571)	(2,481,541)	(2,588,140)	(2,664,282)	(2,740,425)	
	9,000	(2,008,419)	(2,160,704)	(2,312,988)	(2,510,958)	(2,617,557)	(2,693,699)	(2,769,841)	
	9,500	(2,037,836)	(2,190,120)	(2,342,405)	(2,540,374)	(2,646,973)	(2,723,116)	(2,799,258)	
	10,000	(2,067,252)	(2,219,537)	(2,371,821)	(2,569,791)	(2,676,390)	(2,752,532)	(2,828,674)	
GDV									
Balance	(1,981,458)	85%	90%	95%	100%	105%	110%	115%	
CIL Epsm / Section 106	-	(2,889,614)	(2,586,895)	(2,284,177)	(1,981,458)	(1,678,740)	(1,376,021)	(1,073,303)	
	10	(2,927,862)	(2,625,143)	(2,322,425)	(2,019,706)	(1,716,988)	(1,414,269)	(1,111,551)	
	20	(2,966,110)	(2,663,392)	(2,360,673)	(2,057,955)	(1,755,236)	(1,452,518)	(1,149,799)	
	30	(3,004,358)	(2,701,640)	(2,398,921)	(2,096,203)	(1,793,484)	(1,490,766)	(1,188,047)	
	40	(3,042,607)	(2,739,888)	(2,437,170)	(2,134,451)	(1,831,733)	(1,529,014)	(1,226,296)	
	50	(3,080,855)	(2,778,136)	(2,475,418)	(2,172,699)	(1,869,981)	(1,567,262)	(1,264,544)	
	60	(3,119,103)	(2,816,385)	(2,513,666)	(2,210,948)	(1,908,229)	(1,605,511)	(1,302,792)	
	70	(3,157,351)	(2,854,633)	(2,551,914)	(2,249,196)	(1,946,477)	(1,643,759)	(1,341,040)	
	80	(3,195,600)	(2,892,881)	(2,590,163)	(2,287,444)	(1,984,726)	(1,682,007)	(1,379,289)	
	90	(3,233,848)	(2,931,129)	(2,628,411)	(2,325,692)	(2,022,974)	(1,720,255)	(1,417,537)	
	100	(3,272,096)	(2,969,378)	(2,666,659)	(2,363,941)	(2,061,222)	(1,758,504)	(1,455,785)	
	110	(3,310,344)	(3,007,626)	(2,704,907)	(2,402,189)	(2,099,470)	(1,796,752)	(1,494,033)	
	120	(3,348,593)	(3,045,874)	(2,743,156)	(2,440,437)	(2,137,719)	(1,835,000)	(1,532,282)	

Appendix 9 – Retail appraisals

210614_Employment appraisals

Conv_retail_Bud Gr

SCHEME DETAILS - ASSUMPTIONS					
Greenfield convenience retail - budget format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	2,000	21,528	85.0%	2,352.9	25,327
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	2,000	21,528	85.0%	2,353	25,327

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	21,528	@ 15	15.00	322,917	
area 2	0	@	15.00	-	
area 3	0	@	15.00	-	
area 4	0	@	15.00	-	
area 5	0	0	15.00	-	
area 6	0	@	15.00	-	
Estimated Gross Rental Value per annum				322,917	
Yield		@	4.75%		
capitalised rent				6,798,259	
less					
Rent Free / Void allowance	6 months rent			(161,459)	
Purchasers costs		@	5.76%	(361,460)	6,275,341
GDV					6,275,341

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(12,078)
Combined CIL	2,353 sqm @		0 £ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	1.41 acres @		0 per acre		-
area 1	2,352.94 sqm @		1,368.00 psm		(3,218,824)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	3,218,824 @		15%		(482,824)
Contingency	3,701,647 @		5%		(185,082)
Professional Fees	3,886,729 @		8%		(310,938)
Disposal Costs -					
Letting Agents Costs	322,917 ERV @		10.00%		(32,292)
Letting Legal Costs	322,917 ERV @		5.00%		(16,146)
Investment Sale Agents Costs	6,275,341 GDV @		1.00%		(62,753)
Investment Sale Legal Costs	6,275,341 GDV @		0.50%		(31,377)
Marketing and Promotion	6,275,341 GDV @		1.00%		(62,753)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(136,583)
Developers Profit	5,229,241 @		20.00%	on costs	
	6,275,341 @		16.67%	on GDV	(1,046,099)
TOTAL COSTS					(5,597,749)

210614_Employment appraisals

Conv_retail_Bud Gr

RESIDUAL LAND VALUE				
Residual Land Value (gross)				677,591
SDLT (HMRC % rates)	677,591	@		(27,104)
Acquisition Agent fees	677,591	@	1%	(6,776)
Acquisition Legal fees	677,591	@	0.5%	(3,388)
Interest on Land	677,591	@	6.5%	(44,043)
Residual Land Value (net)				596,280

THRESHOLD LAND VALUE				
Site density	4,120	sqm per hectare		
Site Area	0.571	ha	1.41	acres
	4,120	sqm/ha	17,947	sqft/ac
Threshold Land Value	247,110	£ per ha	100,000	£ per acre
	5,711.02		35.02%	141,119

BALANCE	
Surplus/(Deficit)	455,161

SENSITIVITY ANALYSIS								
		GDV						
Balance	455,161	85%	90%	95%	100%	105%	110%	115%
CIL £psm	150	(578,903)	(325,378)	(78,086)	146,166	366,041	589,144	812,246
	160	(602,556)	(349,031)	(99,610)	125,115	345,226	568,329	791,431
	170	(626,210)	(372,684)	(121,135)	104,064	324,411	547,514	770,617
	180	(649,863)	(396,337)	(142,812)	83,012	303,597	526,699	749,802
	190	(673,516)	(419,990)	(166,465)	66,525	287,599	505,884	728,987
	200	(697,169)	(443,644)	(190,118)	45,000	266,547	485,069	708,172
	210	(720,823)	(467,297)	(213,771)	23,476	245,496	464,255	687,357
	220	(744,476)	(490,950)	(237,424)	1,951	224,445	443,440	666,542
	230	(768,129)	(514,603)	(261,078)	(19,573)	203,393	422,625	645,728
	240	(791,782)	(538,257)	(284,731)	(41,098)	182,342	401,810	624,913
CIL £psm	250	(815,435)	(561,910)	(308,384)	(62,622)	161,291	380,995	604,098
	260	(839,089)	(585,563)	(332,037)	(84,146)	140,239	360,180	583,283
	270	(862,742)	(609,216)	(355,691)	(105,671)	119,188	339,366	562,468
		Build Costs						
Balance	455,161	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	1,027,030	836,407	645,784	455,161	269,148	81,246	(115,876)
	5	1,016,623	826,000	635,377	444,754	258,622	70,483	(126,638)
	10	1,006,215	815,592	624,969	434,346	248,096	59,721	(137,400)
	15	995,808	805,185	614,562	423,939	237,571	48,959	(148,859)
	20	985,400	794,777	604,154	413,531	227,045	38,197	(160,686)
	25	974,993	784,370	593,747	403,124	216,519	27,434	(172,512)
	30	964,586	773,963	583,340	392,716	205,994	16,672	(184,339)
	35	954,178	763,555	572,932	382,309	195,468	5,910	(196,166)
	40	943,771	753,148	562,525	371,902	184,942	(4,852)	(207,992)
	45	933,363	742,740	552,117	361,494	174,417	(15,614)	(219,819)
	50	922,956	732,333	541,710	351,087	163,891	(26,377)	(231,645)
	55	912,549	721,925	531,302	340,679	153,365	(37,139)	(243,472)
	60	902,141	711,518	520,895	330,272	142,839	(47,901)	(255,299)

210614_Employment appraisals

Conv_retail_Exp Gr

SCHEME DETAILS - ASSUMPTIONS					
Greenfield convenience retail - express format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	350	3,767	90.0%	388.9	4,186
area 2	0	0	90.0%	0.0	0
area 3	0	0	90.0%	0.0	0
area 4	0	0	90.0%	0.0	0
area 5	0	0	90.0%	0.0	0
area 6	0	0	90.0%	0.0	0
total floor area	350	3,767	90.0%	389	4,186

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	3,767	@	17	15.50	58,394
area 2	0	@		15.50	-
area 3	0	@		15.50	-
area 4	0	@		15.50	-
area 5	0	0		15.50	-
area 6	0	@		15.50	-
Estimated Gross Rental Value per annum				58,394	
Yield		@		5.00%	
capitalised rent					1,167,884
less					
Rent Free / Void allowance	6 months rent				(29,197)
Purchasers costs		@		5.76%	(62,016)
GDV					1,076,671

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(1,996)
Combined CIL	389 sqm @		0 £ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.43 acres @		0 per acre		-
area 1	388.89 sqm @		1,368.00 psm		(532,000)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	532,000 @		15%		(79,800)
Contingency	611,800 @		5%		(30,590)
Professional Fees	642,390 @		8%		(51,391)
Disposal Costs -					
Letting Agents Costs	58,394 ERV @		10.00%		(5,839)
Letting Legal Costs	58,394 ERV @		5.00%		(2,920)
Investment Sale Agents Costs	1,076,671 GDV @		1.00%		(10,767)
Investment Sale Legal Costs	1,076,671 GDV @		0.50%		(5,383)
Marketing and Promotion	1,076,671 GDV @		1.00%		(10,767)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(22,586)
Developers Profit	897,190 @		20.00%	on costs	
	1,076,671 @		16.67%	on GDV	(179,481)
TOTAL COSTS					(933,520)

210614_Employment appraisals

Conv_retail_Exp Gr

RESIDUAL LAND VALUE				
Residual Land Value (gross)				143,151
SDLT (HMRC % rates)	143,151	@		(1,432)
Acquisition Agent fees	143,151	@	1%	(1,432)
Acquisition Legal fees	143,151	@	0.5%	(716)
Interest on Land	143,151	@	6.5%	(9,305)
Residual Land Value (net)				130,267

THRESHOLD LAND VALUE				
Site density	2,225	sqm per hectare		
Site Area	0.175	ha	0.43	acres
	2,225	sqm/ha	9,692	sqft/ac
Threshold Land Value	247,110	£ per ha	100,000	£ per acre
	1,747.82	20.03%		43,189

BALANCE	
Surplus/(Deficit)	87,079

SENSITIVITY ANALYSIS								
		GDV						
	Balance	85%	90%	95%	100%	105%	110%	115%
CIL £psm	150	(89,172)	(45,674)	(5,867)	33,716	73,299	112,882	152,465
	160	(93,081)	(49,583)	(9,425)	30,159	69,742	109,325	148,908
	170	(96,990)	(53,492)	(12,982)	26,601	66,184	105,767	145,350
	180	(100,900)	(57,402)	(16,540)	23,043	62,627	102,210	141,793
	190	(104,809)	(61,311)	(20,097)	19,486	59,069	98,652	138,235
	200	(108,718)	(65,220)	(23,655)	15,928	55,511	95,095	134,678
	210	(112,628)	(69,130)	(27,212)	12,371	51,954	91,537	131,120
	220	(116,537)	(73,039)	(30,770)	8,813	48,396	87,979	127,563
	230	(120,446)	(76,949)	(34,327)	5,256	44,839	84,422	124,005
	240	(124,356)	(80,858)	(37,885)	1,698	41,281	80,864	120,447
CIL £psm	250	(128,265)	(84,767)	(41,442)	(1,859)	37,724	77,307	116,890
	260	(132,174)	(88,677)	(45,179)	(5,417)	34,166	73,749	113,332
	270	(136,084)	(92,586)	(49,088)	(8,974)	30,609	70,192	109,775
		Build Costs						
	Balance	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	179,807	152,238	119,658	87,079	54,499	21,919	(10,661)
	20	177,703	145,123	112,543	79,964	47,384	14,804	(17,776)
	40	170,588	138,008	105,428	72,849	40,269	7,689	(24,891)
	60	163,473	130,893	98,313	65,734	33,154	574	(32,006)
	80	156,358	123,778	91,198	58,619	26,039	(6,541)	(39,121)
	100	149,243	116,663	84,083	51,504	18,924	(13,656)	(46,537)
	120	142,128	109,548	76,968	44,389	11,809	(20,771)	(54,356)
	140	135,013	102,433	69,853	37,274	4,694	(27,886)	(62,175)
	160	127,898	95,318	62,738	30,159	(2,421)	(35,001)	(69,993)
	180	120,783	88,203	55,623	23,043	(9,536)	(42,116)	(77,812)
CIL £psm	200	113,668	81,088	48,508	15,928	(16,651)	(49,829)	(85,631)
	220	106,553	73,973	41,393	8,813	(23,766)	(57,647)	(93,449)
	240	99,438	66,858	34,278	1,698	(30,881)	(65,466)	(101,268)

210614_Employment appraisals

Conv_retail_Bud

SCHEME DETAILS - ASSUMPTIONS					
Brownfield convenience retail - budget format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	2,000	21,528	85.0%	2,352.9	25,327
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	2,000	21,528	85.0%	2,353	25,327

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	21,528	@	15	15.00	322,917
area 2	0	@		15.00	-
area 3	0	@		15.00	-
area 4	0	@		15.00	-
area 5	0	0		15.00	-
area 6	0	@		15.00	-
Estimated Gross Rental Value per annum					322,917
Yield		@		4.75%	
capitalised rent					6,798,259
less					
Rent Free / Void allowance	6 months rent				(161,459)
Purchasers costs		@	5.76%		(361,460)
GDV					6,275,341

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(12,078)
Combined CIL	2,353 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	1.66 acres @		110,000 per acre		(182,729)
area 1	2,352.94 sqm @		1,368.00 psm		(3,218,824)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	3,218,824 @		15%		(482,824)
Contingency	3,884,376 @		5%		(194,219)
Professional Fees	4,078,595 @		8%		(326,288)
Disposal Costs -					
Letting Agents Costs	322,917 ERV @		10.00%		(32,292)
Letting Legal Costs	322,917 ERV @		5.00%		(16,146)
Investment Sale Agents Costs	6,275,341 GDV @		1.00%		(62,753)
Investment Sale Legal Costs	6,275,341 GDV @		0.50%		(31,377)
Marketing and Promotion	6,275,341 GDV @		1.00%		(62,753)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(150,691)
Developers Profit	5,229,241 @		20.00%	on costs	
	6,275,341 @		16.67%	on GDV	(1,046,099)
TOTAL COSTS					(5,819,072)

210614_Employment appraisals

Conv_retail_Bud

RESIDUAL LAND VALUE				
Residual Land Value (gross)				456,268
SDLT (HMRC % rates)	456,268	@		(13,688)
Acquisition Agent fees	456,268	@	1%	(4,563)
Acquisition Legal fees	456,268	@	0.5%	(2,281)
Interest on Land	456,268	@	6.5%	(29,657)
Residual Land Value (net)				406,079

THRESHOLD LAND VALUE				
Site density	3,500	sqm per hectare		
Site Area	0.672	ha	1.66	acres
	3,500	sqm/ha	15,246	sqft/ac
Threshold Land Value	210,044	£ per ha	85,000	£ per acre
	6,722.69		29.75%	
				141,200

BALANCE	
Surplus/(Deficit)	264,879

SENSITIVITY ANALYSIS								
		GDV						
Balance	264,879	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	(445,509)	(191,983)	43,296	264,879	483,419	706,521	929,624
	10	(470,965)	(217,439)	20,130	242,223	461,017	684,120	907,222
	20	(496,422)	(242,896)	(3,035)	219,566	438,615	661,718	884,820
	30	(521,878)	(268,352)	(26,200)	196,910	416,214	639,316	862,419
	40	(547,334)	(293,809)	(49,366)	174,254	393,812	616,914	840,017
	50	(572,791)	(319,265)	(72,531)	151,598	371,410	594,513	817,615
	60	(598,247)	(344,722)	(95,696)	128,941	349,009	572,111	795,214
	70	(623,704)	(370,178)	(118,862)	106,285	326,607	549,709	772,812
	80	(649,160)	(395,635)	(142,109)	83,629	304,205	527,308	750,410
	90	(674,617)	(421,091)	(167,566)	65,516	286,610	504,906	728,009
	100	(700,073)	(446,548)	(193,022)	42,350	263,954	482,504	705,607
	110	(725,530)	(472,004)	(218,478)	19,185	241,298	460,103	683,205
	120	(750,986)	(497,461)	(243,935)	(3,980)	218,642	437,701	660,804
		Build Costs						
Balance	264,879	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	832,185	641,562	450,939	264,879	76,883	(120,239)	(334,783)
	5	820,984	630,361	439,738	253,551	65,300	(131,822)	(347,511)
	10	809,784	619,161	428,537	242,223	53,717	(143,622)	(360,239)
	15	798,583	607,960	417,337	230,894	42,135	(156,351)	(372,968)
	20	787,382	596,759	406,136	219,566	30,552	(169,079)	(385,696)
	25	776,181	585,558	394,935	208,238	18,969	(181,807)	(398,424)
	30	764,980	574,357	383,734	196,910	7,386	(194,535)	(411,152)
	35	753,779	563,156	372,533	185,582	(4,196)	(207,264)	(423,881)
	40	742,579	551,955	361,332	174,254	(15,779)	(219,992)	(436,609)
	45	731,378	540,755	350,132	162,926	(27,362)	(232,720)	(449,337)
	50	720,177	529,554	338,931	151,598	(38,944)	(245,448)	(462,065)
	55	708,976	518,353	327,730	140,269	(50,527)	(258,176)	(474,794)
	60	697,775	507,152	316,529	128,941	(62,110)	(270,905)	(487,522)

210614_Employment appraisals

Conv_retail_Exp

SCHEME DETAILS - ASSUMPTIONS					
Brownfield convenience retail - express format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	350	3,767	90.0%	388.9	4,186
area 2	0	0	90.0%	0.0	0
area 3	0	0	90.0%	0.0	0
area 4	0	0	90.0%	0.0	0
area 5	0	0	90.0%	0.0	0
area 6	0	0	90.0%	0.0	0
total floor area	350	3,767	90.0%	389	4,186

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	3,767	@	17	15.50	58,394
area 2	0	@		15.50	-
area 3	0	@		15.50	-
area 4	0	@		15.50	-
area 5	0	0		15.50	-
area 6	0	@		15.50	-
Estimated Gross Rental Value per annum				58,394	
Yield		@	5.00%		
capitalised rent				1,167,884	
less					
Rent Free / Void allowance	6 months rent			(29,197)	
Purchasers costs		@	5.76%	(62,016)	1,076,671
GDV					1,076,671

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(1,996)
Combined CIL	389 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.43 acres @		110,000 per acre		(47,507)
area 1	388.89 sqm @		1,368.00 psm		(532,000)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	532,000 @		15%		(79,800)
Contingency	659,307 @		5%		(32,965)
Professional Fees	692,273 @		8%		(55,382)
Disposal Costs -					
Letting Agents Costs	58,394 ERV @		10.00%		(5,839)
Letting Legal Costs	58,394 ERV @		5.00%		(2,920)
Investment Sale Agents Costs	1,076,671 GDV @		1.00%		(10,767)
Investment Sale Legal Costs	1,076,671 GDV @		0.50%		(5,383)
Marketing and Promotion	1,076,671 GDV @		1.00%		(10,767)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(26,166)
Developers Profit	897,190 @		20.00%	on costs	
	1,076,671 @		16.67%	on GDV	(179,481)
TOTAL COSTS					(990,974)

210614_Employment appraisals

Conv_retail_Exp

RESIDUAL LAND VALUE				
Residual Land Value (gross)				85,697
SDLT (HMRC % rates)	85,697	@		(857)
Acquisition Agent fees	85,697	@	1%	(857)
Acquisition Legal fees	85,697	@	0.5%	(428)
Interest on Land	85,697	@	6.5%	(5,570)
Residual Land Value (net)				77,984

THRESHOLD LAND VALUE				
Site density	2,225	sqm per hectare		
Site Area	0.175	ha	0.43	acres
	2,225	sqm/ha	9,692	sqft/ac
Threshold Land Value	210,044	£ per ha	85,000	£ per acre
	1,747.82		20.03%	36,710

BALANCE	
Surplus/(Deficit)	41,274

SENSITIVITY ANALYSIS

		GDV						
Balance	41,274	85%	90%	95%	100%	105%	110%	115%
CIL £psm	20	(89,921)	(46,423)	(5,966)	33,617	73,200	112,783	152,366
	30	(94,129)	(50,631)	(9,795)	29,788	69,371	108,954	148,537
	40	(98,336)	(54,838)	(13,624)	25,959	65,542	105,125	144,708
	50	(102,543)	(59,046)	(17,452)	22,131	61,714	101,297	140,880
	60	(106,751)	(63,253)	(21,281)	18,302	57,885	97,468	137,051
	70	(110,958)	(67,460)	(25,110)	14,473	54,056	93,639	133,222
	80	(115,166)	(71,668)	(28,939)	10,644	50,227	89,810	129,393
	90	(119,373)	(75,875)	(32,767)	6,816	46,399	85,982	125,565
	100	(123,580)	(80,083)	(36,596)	2,987	42,570	82,153	121,736
	110	(127,788)	(84,290)	(40,792)	(842)	38,741	78,324	117,907
	120	(131,995)	(88,497)	(45,000)	(4,670)	34,913	74,496	114,079
	130	(136,203)	(92,705)	(49,207)	(8,499)	31,084	70,667	110,250
	140	(140,410)	(96,912)	(53,414)	(12,328)	27,255	66,838	106,421

		Build Costs						
Balance	41,274	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	139,014	106,434	73,854	41,274	8,694	(23,885)	(58,419)
	5	137,099	104,519	71,940	39,360	6,780	(25,800)	(60,523)
	10	135,185	102,605	70,025	37,445	4,866	(27,714)	(62,626)
	15	133,271	100,691	68,111	35,531	2,951	(29,628)	(64,730)
	20	131,356	98,776	66,197	33,617	1,037	(31,543)	(66,834)
	25	129,442	96,862	64,282	31,702	(877)	(33,457)	(68,937)
	30	127,527	94,948	62,368	29,788	(2,792)	(35,372)	(71,041)
	35	125,613	93,033	60,453	27,874	(4,706)	(37,343)	(73,145)
	40	123,699	91,119	58,539	25,959	(6,620)	(39,447)	(75,249)
	45	121,784	89,205	56,625	24,045	(8,535)	(41,550)	(77,352)
	50	119,870	87,290	54,710	22,131	(10,449)	(43,654)	(79,456)
	55	117,956	85,376	52,796	20,216	(12,364)	(45,758)	(81,560)
	60	116,041	83,462	50,882	18,302	(14,278)	(47,861)	(83,663)

210614_Employment appraisals

Comp sml

SCHEME DETAILS - ASSUMPTIONS					
Brownfield comparison retail: town centre smaller format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	500	5,382	90.0%	555.6	5,980
area 2	0	0	90.0%	0.0	0
area 3	0	0	90.0%	0.0	0
area 4	0	0	90.0%	0.0	0
area 5	0	0	90.0%	0.0	0
area 6	0	0	90.0%	0.0	0
total floor area	500	5,382	90.0%	556	5,980

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	5,382	@	20.00	107,639	
area 2	0	@	20.00	-	
area 3	0	@	20.00	-	
area 4	0	@	20.00	-	
area 5	0	0	20.00	-	
area 6	0	@	20.00	-	
Estimated Gross Rental Value per annum				107,639	
Yield		@	10.00%		
capitalised rent				1,076,391	
less					
Rent Free / Void allowance	12 months rent			(107,639)	
Purchasers costs		@	5.76%	(52,761)	915,991
GDV					915,991

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(2,852)
Combined CIL	556 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.34 acres @		110,000 per acre		(37,751)
area 1	555.56 sqm @		1,121.00 psm		(622,778)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	622,778 @		10%		(62,278)
Contingency	722,807 @		5%		(36,140)
Professional Fees	758,947 @		8%		(60,716)
Disposal Costs -					
Letting Agents Costs	107,639 ERV @		10.00%		(10,764)
Letting Legal Costs	107,639 ERV @		5.00%		(5,382)
Investment Sale Agents Costs	915,991 GDV @		1.00%		(9,160)
Investment Sale Legal Costs	915,991 GDV @		0.50%		(4,580)
Marketing and Promotion	915,991 GDV @		1.00%		(9,160)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(28,150)
Developers Profit	763,295 @		20.00%	on costs	
	915,991 @		16.67%	on GDV	(152,696)
TOTAL COSTS					(1,042,406)

210614_Employment appraisals

Comp sml

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(126,416)
SDLT (HMRC % rates)	-	@		-
Acquisition Agent fees	-	@	1%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.5%	-
Residual Land Value (net)				(126,416)

THRESHOLD LAND VALUE				
Site density	4,000	sqm per hectare		
Site Area	0.139	ha	0.34	acres
	4,000	sqm/ha	17,424	sqft/ac
Threshold Land Value	210,044	£ per ha	85,000	£ per acre
	1,388.89		36.00%	29,172

BALANCE		
Surplus/(Deficit)		(155,587)

SENSITIVITY ANALYSIS								
		GDV						
Balance	(155,587)	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	(266,606)	(229,600)	(192,593)	(155,587)	(118,581)	(81,574)	(44,568)
	5	(269,611)	(232,605)	(195,599)	(158,592)	(121,586)	(84,580)	(47,573)
	10	(272,617)	(235,610)	(198,604)	(161,598)	(124,591)	(87,585)	(50,579)
	15	(275,622)	(238,616)	(201,609)	(164,603)	(127,597)	(90,590)	(53,584)
	20	(278,627)	(241,621)	(204,614)	(167,608)	(130,602)	(93,596)	(56,589)
	25	(281,632)	(244,626)	(207,620)	(170,613)	(133,607)	(96,601)	(59,595)
	30	(284,638)	(247,631)	(210,625)	(173,619)	(136,612)	(99,606)	(62,600)
	35	(287,643)	(250,637)	(213,630)	(176,624)	(139,618)	(102,611)	(65,605)
	40	(290,648)	(253,642)	(216,636)	(179,629)	(142,623)	(105,617)	(68,610)
	45	(293,653)	(256,647)	(219,641)	(182,635)	(145,628)	(108,622)	(71,616)
	50	(296,659)	(259,652)	(222,646)	(185,640)	(148,634)	(111,627)	(74,621)
CIL £psm	55	(299,664)	(262,658)	(225,651)	(188,645)	(151,639)	(114,633)	(77,626)
	60	(302,669)	(265,663)	(228,657)	(191,650)	(154,644)	(117,638)	(80,631)
		Build Costs						
Balance	(155,587)	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	(35,321)	(75,409)	(115,498)	(155,587)	(195,676)	(235,765)	(275,854)
	5	(38,326)	(78,415)	(118,503)	(158,592)	(198,681)	(238,770)	(278,859)
	10	(41,331)	(81,420)	(121,509)	(161,598)	(201,686)	(241,775)	(281,864)
	15	(44,336)	(84,425)	(124,514)	(164,603)	(204,692)	(244,781)	(284,869)
	20	(47,342)	(87,430)	(127,519)	(167,608)	(207,697)	(247,786)	(287,875)
	25	(50,347)	(90,436)	(130,525)	(170,613)	(210,702)	(250,791)	(290,880)
	30	(53,352)	(93,441)	(133,530)	(173,619)	(213,708)	(253,796)	(293,885)
	35	(56,357)	(96,446)	(136,535)	(176,624)	(216,713)	(256,802)	(296,891)
	40	(59,363)	(99,452)	(139,540)	(179,629)	(219,718)	(259,807)	(299,896)
	45	(62,368)	(102,457)	(142,546)	(182,635)	(222,723)	(262,812)	(302,901)
	50	(65,373)	(105,462)	(145,551)	(185,640)	(225,729)	(265,818)	(305,906)
	55	(68,379)	(108,467)	(148,556)	(188,645)	(228,734)	(268,823)	(308,912)
	60	(71,384)	(111,473)	(151,562)	(191,650)	(231,739)	(271,828)	(311,917)

210614_Employment appraisals

Comp large

SCHEME DETAILS - ASSUMPTIONS					
Brownfield comparison retail: large					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,000	10,764	85.0%	1,176.5	12,663
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	1,000	10,764	85.0%	1,176	12,663

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	10,764	@	18.00	193,750	
area 2	0	@	18.00	-	
area 3	0	@	18.00	-	
area 4	0	@	18.00	-	
area 5	0	0	18.00	-	
area 6	0	@	18.00	-	
Estimated Gross Rental Value per annum				193,750	
Yield		@	10.00%		
capitalised rent				1,937,504	
less					
Rent Free / Void allowance	12 months rent			(193,750)	
Purchasers costs		@	5.76%	(94,970)	1,648,783
GDV					1,648,783

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(6,039)
Combined CIL	1,176 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.73 acres @		110,000 per acre		(79,944)
area 1	1,176.47 sqm @		1,121.00 psm		(1,318,824)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	1,318,824 @		15%		(197,824)
Contingency	1,596,591 @		5%		(79,830)
Professional Fees	1,676,421 @		8%		(134,114)
Disposal Costs -					
Letting Agents Costs	193,750 ERV @		10.00%		(19,375)
Letting Legal Costs	193,750 ERV @		5.00%		(9,688)
Investment Sale Agents Costs	1,648,783 GDV @		1.00%		(16,488)
Investment Sale Legal Costs	1,648,783 GDV @		0.50%		(8,244)
Marketing and Promotion	1,648,783 GDV @		1.00%		(16,488)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(61,926)
Developers Profit	1,373,931 @		20.00%	on costs	
	1,648,783 @		16.67%	on GDV	(274,852)
TOTAL COSTS					(2,223,634)

210614_Employment appraisals

Comp large

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(574,850)
SDLT (HMRC % rates)	-	@		-
Acquisition Agent fees	-	@	1%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.5%	-
Residual Land Value (net)				(574,850)

THRESHOLD LAND VALUE				
Site density	4,000	sqm per hectare		
Site Area	0.294	ha	0.73	acres
	4,000	sqm/ha	17,424	sqft/ac
Threshold Land Value	210,044	£ per ha	85,000	£ per acre
	2,941.18		34.00%	61,775

BALANCE	
Surplus/(Deficit)	(636,625)

SENSITIVITY ANALYSIS								
		GDV						
	Balance	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	(836,459)	(769,848)	(703,236)	(636,625)	(570,014)	(503,402)	(436,791)
	5	(842,823)	(776,212)	(709,601)	(642,989)	(576,378)	(509,766)	(443,155)
	10	(849,187)	(782,576)	(715,965)	(649,353)	(582,742)	(516,131)	(449,519)
	15	(855,551)	(788,940)	(722,329)	(655,717)	(589,106)	(522,495)	(455,883)
	20	(861,916)	(795,304)	(728,693)	(662,082)	(595,470)	(528,859)	(462,247)
	25	(868,280)	(801,668)	(735,057)	(668,446)	(601,834)	(535,223)	(468,612)
	30	(874,644)	(808,032)	(741,421)	(674,810)	(608,198)	(541,587)	(474,976)
	35	(881,008)	(814,397)	(747,785)	(681,174)	(614,563)	(547,951)	(481,340)
	40	(887,372)	(820,761)	(754,149)	(687,538)	(620,927)	(554,315)	(487,704)
	45	(893,736)	(827,125)	(760,513)	(693,902)	(627,291)	(560,679)	(494,068)
	50	(900,100)	(833,489)	(766,878)	(700,266)	(633,655)	(567,044)	(500,432)
CIL £psm	55	(906,464)	(839,853)	(773,242)	(706,630)	(640,019)	(573,408)	(506,796)
	60	(912,828)	(846,217)	(779,606)	(712,994)	(646,383)	(579,772)	(513,160)
		Build Costs						
	Balance	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	(370,367)	(459,119)	(547,872)	(636,625)	(725,378)	(814,131)	(902,884)
	5	(376,731)	(465,483)	(554,236)	(642,989)	(731,742)	(820,495)	(909,248)
	10	(383,095)	(471,848)	(560,600)	(649,353)	(738,106)	(826,859)	(915,612)
	15	(389,459)	(478,212)	(566,965)	(655,717)	(744,470)	(833,223)	(921,976)
	20	(395,823)	(484,576)	(573,329)	(662,082)	(750,834)	(839,587)	(928,340)
	25	(402,187)	(490,940)	(579,693)	(668,446)	(757,198)	(845,951)	(934,704)
	30	(408,551)	(497,304)	(586,057)	(674,810)	(763,563)	(852,315)	(941,068)
	35	(414,915)	(503,668)	(592,421)	(681,174)	(769,927)	(858,680)	(947,432)
	40	(421,279)	(510,032)	(598,785)	(687,538)	(776,291)	(865,044)	(953,797)
	45	(427,644)	(516,396)	(605,149)	(693,902)	(782,655)	(871,408)	(960,161)
	50	(434,008)	(522,761)	(611,513)	(700,266)	(789,019)	(877,772)	(966,525)
	55	(440,372)	(529,125)	(617,877)	(706,630)	(795,383)	(884,136)	(972,889)
	60	(446,736)	(535,489)	(624,242)	(712,994)	(801,747)	(890,500)	(979,253)

210614_Employment appraisals Office

SCHEME DETAILS - ASSUMPTIONS					
Office					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	500	5,382	85.0%	588.2	6,332
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	500	5,382	85.0%	588	6,332

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	5,382	@	14.00	75,347	
area 2	0	@	14.00	-	
area 3	0	@	14.00	-	
area 4	0	@	14.00	-	
area 5	0	0	14.00	-	
area 6	0	@	14.00	-	
Estimated Gross Rental Value per annum				75,347	
Yield		@	8.00%		
capitalised rent				941,842	
less					
Rent Free / Void allowance	12 months rent			(75,347)	
Purchasers costs		@	5.76%	(47,192)	819,303
GDV					819,303

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(3,020)
Combined CIL	588 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.30 acres @		0 per acre		-
area 1	588.24 sqm @		1,689.00 psm		(993,529)
area 2	- sqm @		1,689.00 psm		-
area 3	- sqm @		1,689.00 psm		-
area 4	- sqm @		1,689.00 psm		-
area 5	- sqm @		1,689.00 psm		-
area 6	- sqm @		1,689.00 psm		-
External works	993,529 @		15%		(149,029)
Contingency	1,142,559 @		5%		(57,126)
Professional Fees	1,199,687 @		8%		(95,975)
Disposal Costs -					
Letting Agents Costs	75,347 ERV @		10.00%		(7,535)
Letting Legal Costs	75,347 ERV @		5.00%		(3,767)
Investment Sale Agents Costs	819,303 GDV @		1.00%		(8,193)
Investment Sale Legal Costs	819,303 GDV @		0.50%		(4,097)
Marketing and Promotion	819,303 GDV @		1.00%		(8,193)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(45,481)
Developers Profit					
	682,725 @		20.00%	on costs	
	819,303 @		16.67%	on GDV	(136,578)
TOTAL COSTS					(1,512,525)

210614_Employment appraisals Office

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(693,222)
SDLT (HMRC % rates)	-	@		-
Acquisition Agent fees	-	@	1%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.5%	-
Residual Land Value (net)				(693,222)

THRESHOLD LAND VALUE				
Site density	4,800	sqm per hectare		
Site Area	0.123	ha	0.30	acres
	4,800	sqm/ha	20,909	sqft/ac
Threshold Land Value	247,110	£ per ha	100,000	£ per acre
	1,225.49	40.80%		30,282
	0.050	0.125		

BALANCE	
Surplus/(Deficit)	(723,504)

SENSITIVITY ANALYSIS									
			GDV						
Balance	(723,504)		85%	90%	95%	100%	105%	110%	115%
CIL £psm	0		(822,797)	(789,699)	(756,601)	(723,504)	(690,406)	(657,308)	(624,210)
	5		(825,754)	(792,656)	(759,558)	(726,460)	(693,362)	(660,265)	(627,167)
	10		(828,710)	(795,613)	(762,515)	(729,417)	(696,319)	(663,221)	(630,123)
	15		(831,667)	(798,569)	(765,471)	(732,373)	(699,276)	(666,178)	(633,080)
	20		(834,624)	(801,526)	(768,428)	(735,330)	(702,232)	(669,134)	(636,037)
	25		(837,580)	(804,482)	(771,385)	(738,287)	(705,189)	(672,091)	(638,993)
	30		(840,537)	(807,439)	(774,341)	(741,243)	(708,146)	(675,048)	(641,950)
	35		(843,494)	(810,396)	(777,298)	(744,200)	(711,102)	(678,004)	(644,907)
	40		(846,450)	(813,352)	(780,255)	(747,157)	(714,059)	(680,961)	(647,863)
	45		(849,407)	(816,309)	(783,211)	(750,113)	(717,016)	(683,918)	(650,820)
	50		(852,364)	(819,266)	(786,168)	(753,070)	(719,972)	(686,874)	(653,777)
	55		(855,320)	(822,222)	(789,125)	(756,027)	(722,929)	(689,831)	(656,733)
	60		(858,277)	(825,179)	(792,081)	(758,983)	(725,886)	(692,788)	(659,690)
			Build Costs						
Balance	(723,504)		85%	90%	95%	100%	105%	110%	115%
CIL £psm	0		(522,377)	(589,419)	(656,461)	(723,504)	(790,546)	(857,588)	(924,630)
	5		(525,334)	(592,376)	(659,418)	(726,460)	(793,502)	(860,544)	(927,586)
	10		(528,291)	(595,333)	(662,375)	(729,417)	(796,459)	(863,501)	(930,543)
	15		(531,247)	(598,289)	(665,331)	(732,373)	(799,416)	(866,458)	(933,500)
	20		(534,204)	(601,246)	(668,288)	(735,330)	(802,372)	(869,414)	(936,456)
	25		(537,161)	(604,203)	(671,245)	(738,287)	(805,329)	(872,371)	(939,413)
	30		(540,117)	(607,159)	(674,201)	(741,243)	(808,285)	(875,328)	(942,370)
	35		(543,074)	(610,116)	(677,158)	(744,200)	(811,242)	(878,284)	(945,326)
	40		(546,031)	(613,073)	(680,115)	(747,157)	(814,199)	(881,241)	(948,283)
	45		(548,987)	(616,029)	(683,071)	(750,113)	(817,155)	(884,197)	(951,240)
	50		(551,944)	(618,986)	(686,028)	(753,070)	(820,112)	(887,154)	(954,196)
	55		(554,901)	(621,943)	(688,985)	(756,027)	(823,069)	(890,111)	(957,153)
	60		(557,857)	(624,899)	(691,941)	(758,983)	(826,025)	(893,067)	(960,110)

210614_Employment appraisals

Industrial

SCHEME DETAILS - ASSUMPTIONS					
Industrial					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,000	10,764	100.0%	1,000.0	10,764
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	1,000	10,764	100.0%	1,000	10,764

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	10,764	@	8.00	86,111	
area 2	0	@	8.00	-	
area 3	0	@	8.00	-	
area 4	0	@	8.00	-	
area 5	0	0	8.00	-	
area 6	0	@	8.00	-	
Estimated Gross Rental Value per annum				86,111	
Yield		@	6.00%		
capitalised rent				1,435,188	
less					
Rent Free / Void allowance	12 months rent			(86,111)	
Purchasers costs		@	5.76%	(73,475)	1,275,602
GDV					1,275,602

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(5,133)
Combined CIL	1,000 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.62 acres @		0 per acre		-
area 1	1,000.00 sqm @		731.00 psm		(731,000)
area 2	- sqm @		731.00 psm		-
area 3	- sqm @		731.00 psm		-
area 4	- sqm @		731.00 psm		-
area 5	- sqm @		731.00 psm		-
area 6	- sqm @		731.00 psm		-
External works	731,000 @		15%		(109,650)
Contingency	840,650 @		5%		(42,033)
Professional Fees	882,683 @		8%		(70,615)
Disposal Costs -					
Letting Agents Costs	86,111 ERV @		10.00%		(8,611)
Letting Legal Costs	86,111 ERV @		5.00%		(4,306)
Investment Sale Agents Costs	1,275,602 GDV @		1.00%		(12,756)
Investment Sale Legal Costs	1,275,602 GDV @		0.50%		(6,378)
Marketing and Promotion	1,275,602 GDV @		1.00%		(12,756)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(33,713)
Developers Profit	1,062,959 @		20.00%	on costs	
	1,275,602 @		16.67%	on GDV	(212,643)
TOTAL COSTS					(1,249,593)

210614_Employment appraisals

Industrial

RESIDUAL LAND VALUE				
Residual Land Value (gross)				26,009
SDLT (HMRC % rates)	26,009	@		(260)
Acquisition Agent fees	26,009	@	1%	(260)
Acquisition Legal fees	26,009	@	0.5%	(130)
Interest on Land	26,009	@	6.5%	(1,691)
Residual Land Value (net)				23,668

THRESHOLD LAND VALUE				
Site density	4,000	sqm per hectare		
Site Area	0.250	ha	0.62	acres
	4,000	sqm/ha	17,424	sqft/ac
Threshold Land Value	247,110	£ per ha	100,000	£ per acre
	2,500.00		40.00%	61,775

BALANCE	
Surplus/(Deficit)	(38,107)

SENSITIVITY ANALYSIS								
		GDV						
		85%	90%	95%	100%	105%	110%	115%
Balance	(38,107)							
	0	(190,360)	(138,828)	(87,297)	(38,107)	8,787	55,680	102,574
	5	(195,386)	(143,855)	(92,323)	(42,681)	4,213	51,106	98,000
	10	(200,412)	(148,881)	(97,350)	(47,255)	(361)	46,532	93,426
	15	(205,438)	(153,907)	(102,376)	(51,829)	(4,935)	41,958	88,852
	20	(210,465)	(158,934)	(107,402)	(56,402)	(9,509)	37,384	84,278
	25	(215,491)	(163,960)	(112,429)	(60,976)	(14,083)	32,810	79,704
	30	(220,517)	(168,986)	(117,455)	(65,924)	(18,657)	28,236	75,130
	35	(225,544)	(174,012)	(122,481)	(70,950)	(23,231)	23,663	70,556
	40	(230,570)	(179,039)	(127,508)	(75,976)	(27,805)	19,089	65,982
	45	(235,596)	(184,065)	(132,534)	(81,003)	(32,379)	14,515	61,408
CIL £psm	50	(240,623)	(189,091)	(137,560)	(86,029)	(36,953)	9,941	56,834
	55	(245,649)	(194,118)	(142,587)	(91,055)	(41,527)	5,367	52,260
	60	(250,675)	(199,144)	(147,613)	(96,082)	(46,101)	793	47,686
		Build Costs						
		85%	90%	95%	100%	105%	110%	115%
Balance	(38,107)							
	0	96,556	51,668	6,781	(38,107)	(85,093)	(134,420)	(183,747)
	5	91,982	47,094	2,207	(42,681)	(90,119)	(139,446)	(188,773)
	10	87,408	42,520	(2,367)	(47,255)	(95,145)	(144,472)	(193,799)
	15	82,834	37,946	(6,941)	(51,829)	(100,172)	(149,499)	(198,826)
	20	78,260	33,372	(11,515)	(56,402)	(105,198)	(154,525)	(203,852)
	25	73,686	28,799	(16,089)	(60,976)	(110,224)	(159,551)	(208,878)
	30	69,112	24,225	(20,663)	(65,924)	(115,251)	(164,578)	(213,904)
	35	64,538	19,651	(25,237)	(70,950)	(120,277)	(169,604)	(218,931)
	40	59,964	15,077	(29,811)	(75,976)	(125,303)	(174,630)	(223,957)
	45	55,390	10,503	(34,385)	(81,003)	(130,330)	(179,656)	(228,983)
CIL £psm	50	50,816	5,929	(38,959)	(86,029)	(135,356)	(184,683)	(234,010)
	55	46,242	1,355	(43,533)	(91,055)	(140,382)	(189,709)	(239,036)
	60	41,668	(3,219)	(48,107)	(96,082)	(145,409)	(194,735)	(244,062)

Appendix 10 – Employment appraisals

210614_Retail appraisals

Conv_retail_Bud Gr

SCHEME DETAILS - ASSUMPTIONS					
Greenfield convenience retail - budget format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	2,000	21,528	85.0%	2,352.9	25,327
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	2,000	21,528	85.0%	2,353	25,327

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	21,528	@	15	15.00	322,917
area 2	0	@		15.00	-
area 3	0	@		15.00	-
area 4	0	@		15.00	-
area 5	0	0		15.00	-
area 6	0	@		15.00	-
Estimated Gross Rental Value per annum					322,917
Yield		@		4.75%	
capitalised rent					6,798,259
less					
Rent Free / Void allowance	6 months rent				(161,459)
Purchasers costs		@	5.76%		(361,460)
GDV					6,275,341

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(12,078)
Combined CIL	2,353 sqm @		0 £ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	1.41 acres @		0 per acre		-
area 1	2,352.94 sqm @		1,368.00 psm		(3,218,824)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	3,218,824 @		15%		(482,824)
Contingency	3,701,647 @		5%		(185,082)
Professional Fees	3,886,729 @		8%		(310,938)
Disposal Costs -					
Letting Agents Costs	322,917 ERV @		10.00%		(32,292)
Letting Legal Costs	322,917 ERV @		5.00%		(16,146)
Investment Sale Agents Costs	6,275,341 GDV @		1.00%		(62,753)
Investment Sale Legal Costs	6,275,341 GDV @		0.50%		(31,377)
Marketing and Promotion	6,275,341 GDV @		1.00%		(62,753)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(136,583)
Developers Profit	5,229,241 @		20.00%	on costs	
	6,275,341 @		16.67%	on GDV	(1,046,099)
TOTAL COSTS					(5,597,749)

210614_Retail appraisals

Conv_retail_Bud Gr

RESIDUAL LAND VALUE				
Residual Land Value (gross)				677,591
SDLT (HMRC % rates)	677,591	@		(27,104)
Acquisition Agent fees	677,591	@	1%	(6,776)
Acquisition Legal fees	677,591	@	0.5%	(3,388)
Interest on Land	677,591	@	6.5%	(44,043)
Residual Land Value (net)				596,280

THRESHOLD LAND VALUE				
Site density	4,120	sqm per hectare		
Site Area	0.571	ha	1.41	acres
	4,120	sqm/ha	17,947	sqft/ac
Threshold Land Value	247,110	£ per ha	100,000	£ per acre
	5,711.02		35.02%	
				141,119

BALANCE	
Surplus/(Deficit)	455,161

SENSITIVITY ANALYSIS								
		GDV						
Balance	455,161	85%	90%	95%	100%	105%	110%	115%
CIL £psm	150	(578,903)	(325,378)	(78,086)	146,166	366,041	589,144	812,246
	160	(602,556)	(349,031)	(99,610)	125,115	345,226	568,329	791,431
	170	(626,210)	(372,684)	(121,135)	104,064	324,411	547,514	770,617
	180	(649,863)	(396,337)	(142,812)	83,012	303,597	526,699	749,802
	190	(673,516)	(419,990)	(166,465)	66,525	287,599	505,884	728,987
	200	(697,169)	(443,644)	(190,118)	45,000	266,547	485,069	708,172
	210	(720,823)	(467,297)	(213,771)	23,476	245,496	464,255	687,357
	220	(744,476)	(490,950)	(237,424)	1,951	224,445	443,440	666,542
	230	(768,129)	(514,603)	(261,078)	(19,573)	203,393	422,625	645,728
	240	(791,782)	(538,257)	(284,731)	(41,098)	182,342	401,810	624,913
CIL £psm	250	(815,435)	(561,910)	(308,384)	(62,622)	161,291	380,995	604,098
	260	(839,089)	(585,563)	(332,037)	(84,146)	140,239	360,180	583,283
	270	(862,742)	(609,216)	(355,691)	(105,671)	119,188	339,366	562,468
		Build Costs						
Balance	455,161	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	1,027,030	836,407	645,784	455,161	269,148	81,246	(115,876)
	5	1,016,623	826,000	635,377	444,754	258,622	70,483	(126,638)
	10	1,006,215	815,592	624,969	434,346	248,096	59,721	(137,400)
	15	995,808	805,185	614,562	423,939	237,571	48,959	(148,859)
	20	985,400	794,777	604,154	413,531	227,045	38,197	(160,686)
	25	974,993	784,370	593,747	403,124	216,519	27,434	(172,512)
	30	964,586	773,963	583,340	392,716	205,994	16,672	(184,339)
	35	954,178	763,555	572,932	382,309	195,468	5,910	(196,166)
	40	943,771	753,148	562,525	371,902	184,942	(4,852)	(207,992)
	45	933,363	742,740	552,117	361,494	174,417	(15,614)	(219,819)
	50	922,956	732,333	541,710	351,087	163,891	(26,377)	(231,645)
	55	912,549	721,925	531,302	340,679	153,365	(37,139)	(243,472)
	60	902,141	711,518	520,895	330,272	142,839	(47,901)	(255,299)

210614_Retail appraisals

Conv_retail_Exp Gr

SCHEME DETAILS - ASSUMPTIONS					
Greenfield convenience retail - express format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	350	3,767	90.0%	388.9	4,186
area 2	0	0	90.0%	0.0	0
area 3	0	0	90.0%	0.0	0
area 4	0	0	90.0%	0.0	0
area 5	0	0	90.0%	0.0	0
area 6	0	0	90.0%	0.0	0
total floor area	350	3,767	90.0%	389	4,186

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	3,767	@	17	15.50	58,394
area 2	0	@		15.50	-
area 3	0	@		15.50	-
area 4	0	@		15.50	-
area 5	0	0		15.50	-
area 6	0	@		15.50	-
Estimated Gross Rental Value per annum				58,394	
Yield		@	5.00%		
capitalised rent				1,167,884	
less					
Rent Free / Void allowance	6 months rent			(29,197)	
Purchasers costs		@	5.76%	(62,016)	1,076,671
GDV					1,076,671

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(1,996)
Combined CIL	389 sqm @		0 £ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.43 acres @		0 per acre		-
area 1	388.89 sqm @		1,368.00 psm		(532,000)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	532,000 @		15%		(79,800)
Contingency	611,800 @		5%		(30,590)
Professional Fees	642,390 @		8%		(51,391)
Disposal Costs -					
Letting Agents Costs	58,394 ERV @		10.00%		(5,839)
Letting Legal Costs	58,394 ERV @		5.00%		(2,920)
Investment Sale Agents Costs	1,076,671 GDV @		1.00%		(10,767)
Investment Sale Legal Costs	1,076,671 GDV @		0.50%		(5,383)
Marketing and Promotion	1,076,671 GDV @		1.00%		(10,767)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(22,586)
Developers Profit	897,190 @		20.00%	on costs	
	1,076,671 @		16.67%	on GDV	(179,481)
TOTAL COSTS					(933,520)

210614_Retail appraisals

Conv_retail_Exp Gr

RESIDUAL LAND VALUE				
Residual Land Value (gross)				143,151
SDLT (HMRC % rates)	143,151	@		(1,432)
Acquisition Agent fees	143,151	@	1%	(1,432)
Acquisition Legal fees	143,151	@	0.5%	(716)
Interest on Land	143,151	@	6.5%	(9,305)
Residual Land Value (net)				130,267

THRESHOLD LAND VALUE				
Site density	2,225	sqm per hectare		
Site Area	0.175	ha	0.43	acres
	2,225	sqm/ha	9,692	sqft/ac
Threshold Land Value	247,110	£ per ha	100,000	£ per acre
	1,747.82		20.03%	43,189

BALANCE	
Surplus/(Deficit)	87,079

SENSITIVITY ANALYSIS									
		GDV							
	Balance	87,079	85%	90%	95%	100%	105%	110%	115%
CIL £psm	150		(89,172)	(45,674)	(5,867)	33,716	73,299	112,882	152,465
	160		(93,081)	(49,583)	(9,425)	30,159	69,742	109,325	148,908
	170		(96,990)	(53,492)	(12,982)	26,601	66,184	105,767	145,350
	180		(100,900)	(57,402)	(16,540)	23,043	62,627	102,210	141,793
	190		(104,809)	(61,311)	(20,097)	19,486	59,069	98,652	138,235
	200		(108,718)	(65,220)	(23,655)	15,928	55,511	95,095	134,678
	210		(112,628)	(69,130)	(27,212)	12,371	51,954	91,537	131,120
	220		(116,537)	(73,039)	(30,770)	8,813	48,396	87,979	127,563
	230		(120,446)	(76,949)	(34,327)	5,256	44,839	84,422	124,005
	240		(124,356)	(80,858)	(37,885)	1,698	41,281	80,864	120,447
CIL £psm	250		(128,265)	(84,767)	(41,442)	(1,859)	37,724	77,307	116,890
	260		(132,174)	(88,677)	(45,179)	(5,417)	34,166	73,749	113,332
	270		(136,084)	(92,586)	(49,088)	(8,974)	30,609	70,192	109,775
	Balance	87,079	Build Costs						
			85%	90%	95%	100%	105%	110%	115%
CIL £psm	0		179,807	152,238	119,658	87,079	54,499	21,919	(10,661)
	20		177,703	145,123	112,543	79,964	47,384	14,804	(17,776)
	40		170,588	138,008	105,428	72,849	40,269	7,689	(24,891)
	60		163,473	130,893	98,313	65,734	33,154	574	(32,006)
	80		156,358	123,778	91,198	58,619	26,039	(6,541)	(39,121)
	100		149,243	116,663	84,083	51,504	18,924	(13,656)	(46,537)
	120		142,128	109,548	76,968	44,389	11,809	(20,771)	(54,356)
	140		135,013	102,433	69,853	37,274	4,694	(27,886)	(62,175)
	160		127,898	95,318	62,738	30,159	(2,421)	(35,001)	(69,993)
	180		120,783	88,203	55,623	23,043	(9,536)	(42,116)	(77,812)
CIL £psm	200		113,668	81,088	48,508	15,928	(16,651)	(49,829)	(85,631)
	220		106,553	73,973	41,393	8,813	(23,766)	(57,647)	(93,449)
	240		99,438	66,858	34,278	1,698	(30,881)	(65,466)	(101,268)

210614_Retail appraisals

Conv_retail_Bud

SCHEME DETAILS - ASSUMPTIONS					
Brownfield convenience retail - budget format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	2,000	21,528	85.0%	2,352.9	25,327
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	2,000	21,528	85.0%	2,353	25,327

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	21,528	@	15	15.00	322,917
area 2	0	@		15.00	-
area 3	0	@		15.00	-
area 4	0	@		15.00	-
area 5	0	0		15.00	-
area 6	0	@		15.00	-
Estimated Gross Rental Value per annum					322,917
Yield		@		4.75%	
capitalised rent					6,798,259
less					
Rent Free / Void allowance	6 months rent				(161,459)
Purchasers costs		@		5.76%	(361,460)
GDV					6,275,341

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(12,078)
Combined CIL	2,353 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	1.66 acres @		110,000 per acre		(182,729)
area 1	2,352.94 sqm @		1,368.00 psm		(3,218,824)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	3,218,824 @		15%		(482,824)
Contingency	3,884,376 @		5%		(194,219)
Professional Fees	4,078,595 @		8%		(326,288)
Disposal Costs -					
Letting Agents Costs	322,917 ERV @		10.00%		(32,292)
Letting Legal Costs	322,917 ERV @		5.00%		(16,146)
Investment Sale Agents Costs	6,275,341 GDV @		1.00%		(62,753)
Investment Sale Legal Costs	6,275,341 GDV @		0.50%		(31,377)
Marketing and Promotion	6,275,341 GDV @		1.00%		(62,753)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(150,691)
Developers Profit	5,229,241 @		20.00%	on costs	
	6,275,341 @		16.67%	on GDV	(1,046,099)
TOTAL COSTS					(5,819,072)

210614_Retail appraisals

Conv_retail_Bud

RESIDUAL LAND VALUE				
Residual Land Value (gross)				456,268
SDLT (HMRC % rates)	456,268	@		(13,688)
Acquisition Agent fees	456,268	@	1%	(4,563)
Acquisition Legal fees	456,268	@	0.5%	(2,281)
Interest on Land	456,268	@	6.5%	(29,657)
Residual Land Value (net)				406,079

THRESHOLD LAND VALUE				
Site density	3,500	sqm per hectare		
Site Area	0.672	ha	1.66	acres
	3,500	sqm/ha	15,246	sqft/ac
Threshold Land Value	210,044	£ per ha	85,000	£ per acre
	6,722.69		29.75%	141,200

BALANCE	
Surplus/(Deficit)	264,879

SENSITIVITY ANALYSIS

		GDV						
Balance	264,879	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	(445,509)	(191,983)	43,296	264,879	483,419	706,521	929,624
	10	(470,965)	(217,439)	20,130	242,223	461,017	684,120	907,222
	20	(496,422)	(242,896)	(3,035)	219,566	438,615	661,718	884,820
	30	(521,878)	(268,352)	(26,200)	196,910	416,214	639,316	862,419
	40	(547,334)	(293,809)	(49,366)	174,254	393,812	616,914	840,017
	50	(572,791)	(319,265)	(72,531)	151,598	371,410	594,513	817,615
	60	(598,247)	(344,722)	(95,696)	128,941	349,009	572,111	795,214
	70	(623,704)	(370,178)	(118,862)	106,285	326,607	549,709	772,812
	80	(649,160)	(395,635)	(142,109)	83,629	304,205	527,308	750,410
	90	(674,617)	(421,091)	(167,566)	65,516	286,610	504,906	728,009
	100	(700,073)	(446,548)	(193,022)	42,350	263,954	482,504	705,607
	110	(725,530)	(472,004)	(218,478)	19,185	241,298	460,103	683,205
	120	(750,986)	(497,461)	(243,935)	(3,980)	218,642	437,701	660,804

		Build Costs						
Balance	264,879	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	832,185	641,562	450,939	264,879	76,883	(120,239)	(334,783)
	5	820,984	630,361	439,738	253,551	65,300	(131,822)	(347,511)
	10	809,784	619,161	428,537	242,223	53,717	(143,622)	(360,239)
	15	798,583	607,960	417,337	230,894	42,135	(156,351)	(372,968)
	20	787,382	596,759	406,136	219,566	30,552	(169,079)	(385,696)
	25	776,181	585,558	394,935	208,238	18,969	(181,807)	(398,424)
	30	764,980	574,357	383,734	196,910	7,386	(194,535)	(411,152)
	35	753,779	563,156	372,533	185,582	(4,196)	(207,264)	(423,881)
	40	742,579	551,955	361,332	174,254	(15,779)	(219,992)	(436,609)
	45	731,378	540,755	350,132	162,926	(27,362)	(232,720)	(449,337)
	50	720,177	529,554	338,931	151,598	(38,944)	(245,448)	(462,065)
	55	708,976	518,353	327,730	140,269	(50,527)	(258,176)	(474,794)
	60	697,775	507,152	316,529	128,941	(62,110)	(270,905)	(487,522)

210614_Retail appraisals

Conv_retail_Exp

SCHEME DETAILS - ASSUMPTIONS					
Brownfield convenience retail - express format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	350	3,767	90.0%	388.9	4,186
area 2	0	0	90.0%	0.0	0
area 3	0	0	90.0%	0.0	0
area 4	0	0	90.0%	0.0	0
area 5	0	0	90.0%	0.0	0
area 6	0	0	90.0%	0.0	0
total floor area	350	3,767	90.0%	389	4,186

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	3,767	@	17	15.50	58,394
area 2	0	@		15.50	-
area 3	0	@		15.50	-
area 4	0	@		15.50	-
area 5	0	0		15.50	-
area 6	0	@		15.50	-
Estimated Gross Rental Value per annum				58,394	
Yield		@		5.00%	
capitalised rent					1,167,884
less					
Rent Free / Void allowance	6 months rent			(29,197)	
Purchasers costs		@	5.76%	(62,016)	1,076,671
GDV					1,076,671

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(1,996)
Combined CIL	389 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.43 acres @		110,000 per acre		(47,507)
area 1	388.89 sqm @		1,368.00 psm		(532,000)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	532,000 @		15%		(79,800)
Contingency	659,307 @		5%		(32,965)
Professional Fees	692,273 @		8%		(55,382)
Disposal Costs -					
Letting Agents Costs	58,394 ERV @		10.00%		(5,839)
Letting Legal Costs	58,394 ERV @		5.00%		(2,920)
Investment Sale Agents Costs	1,076,671 GDV @		1.00%		(10,767)
Investment Sale Legal Costs	1,076,671 GDV @		0.50%		(5,383)
Marketing and Promotion	1,076,671 GDV @		1.00%		(10,767)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(26,166)
Developers Profit	897,190 @		20.00%	on costs	
	1,076,671 @		16.67%	on GDV	(179,481)
TOTAL COSTS					(990,974)

210614_Retail appraisals

Conv_retail_Exp

RESIDUAL LAND VALUE				
Residual Land Value (gross)				85,697
SDLT (HMRC % rates)	85,697	@		(857)
Acquisition Agent fees	85,697	@	1%	(857)
Acquisition Legal fees	85,697	@	0.5%	(428)
Interest on Land	85,697	@	6.5%	(5,570)
Residual Land Value (net)				77,984

THRESHOLD LAND VALUE				
Site density	2,225	sqm per hectare		
Site Area	0.175	ha	0.43	acres
	2,225	sqm/ha	9,692	sqft/ac
Threshold Land Value	210,044	£ per ha	85,000	£ per acre
	1,747.82		20.03%	36,710

BALANCE	
Surplus/(Deficit)	41,274

SENSITIVITY ANALYSIS								
		GDV						
Balance	41,274	85%	90%	95%	100%	105%	110%	115%
CIL £psm	20	(89,921)	(46,423)	(5,966)	33,617	73,200	112,783	152,366
	30	(94,129)	(50,631)	(9,795)	29,788	69,371	108,954	148,537
	40	(98,336)	(54,838)	(13,624)	25,959	65,542	105,125	144,708
	50	(102,543)	(59,046)	(17,452)	22,131	61,714	101,297	140,880
	60	(106,751)	(63,253)	(21,281)	18,302	57,885	97,468	137,051
	70	(110,958)	(67,460)	(25,110)	14,473	54,056	93,639	133,222
	80	(115,166)	(71,668)	(28,939)	10,644	50,227	89,810	129,393
	90	(119,373)	(75,875)	(32,767)	6,816	46,399	85,982	125,565
	100	(123,580)	(80,083)	(36,596)	2,987	42,570	82,153	121,736
	110	(127,788)	(84,290)	(40,792)	(842)	38,741	78,324	117,907
	120	(131,995)	(88,497)	(45,000)	(4,670)	34,913	74,496	114,079
130	(136,203)	(92,705)	(49,207)	(8,499)	31,084	70,667	110,250	
140	(140,410)	(96,912)	(53,414)	(12,328)	27,255	66,838	106,421	
		Build Costs						
Balance	41,274	85%	90%	95%	100%	105%	110%	115%
CIL £psm	0	139,014	106,434	73,854	41,274	8,694	(23,885)	(58,419)
	5	137,099	104,519	71,940	39,360	6,780	(25,800)	(60,523)
	10	135,185	102,605	70,025	37,445	4,866	(27,714)	(62,626)
	15	133,271	100,691	68,111	35,531	2,951	(29,628)	(64,730)
	20	131,356	98,776	66,197	33,617	1,037	(31,543)	(66,834)
	25	129,442	96,862	64,282	31,702	(877)	(33,457)	(68,937)
	30	127,527	94,948	62,368	29,788	(2,792)	(35,372)	(71,041)
	35	125,613	93,033	60,453	27,874	(4,706)	(37,343)	(73,145)
	40	123,699	91,119	58,539	25,959	(6,620)	(39,447)	(75,249)
	45	121,784	89,205	56,625	24,045	(8,535)	(41,550)	(77,352)
	50	119,870	87,290	54,710	22,131	(10,449)	(43,654)	(79,456)
55	117,956	85,376	52,796	20,216	(12,364)	(45,758)	(81,560)	
60	116,041	83,462	50,882	18,302	(14,278)	(47,861)	(83,663)	

210614_Retail appraisals

Comp sml

SCHEME DETAILS - ASSUMPTIONS					
Brownfield comparison retail: town centre smaller format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	500	5,382	90.0%	555.6	5,980
area 2	0	0	90.0%	0.0	0
area 3	0	0	90.0%	0.0	0
area 4	0	0	90.0%	0.0	0
area 5	0	0	90.0%	0.0	0
area 6	0	0	90.0%	0.0	0
total floor area	500	5,382	90.0%	556	5,980

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	5,382	@	20.00	107,639	
area 2	0	@	20.00	-	
area 3	0	@	20.00	-	
area 4	0	@	20.00	-	
area 5	0	0	20.00	-	
area 6	0	@	20.00	-	
Estimated Gross Rental Value per annum				107,639	
Yield		@	10.00%		
capitalised rent				1,076,391	
less					
Rent Free / Void allowance	12 months rent			(107,639)	
Purchasers costs		@	5.76%	(52,761)	915,991
GDV					915,991

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(2,852)
Combined CIL	556 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.34 acres @		110,000 per acre		(37,751)
area 1	555.56 sqm @		1,121.00 psm		(622,778)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	622,778 @		10%		(62,278)
Contingency	722,807 @		5%		(36,140)
Professional Fees	758,947 @		8%		(60,716)
Disposal Costs -					
Letting Agents Costs	107,639 ERV @		10.00%		(10,764)
Letting Legal Costs	107,639 ERV @		5.00%		(5,382)
Investment Sale Agents Costs	915,991 GDV @		1.00%		(9,160)
Investment Sale Legal Costs	915,991 GDV @		0.50%		(4,580)
Marketing and Promotion	915,991 GDV @		1.00%		(9,160)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(28,150)
Developers Profit	763,295 @		20.00%	on costs	
	915,991 @		16.67%	on GDV	(152,696)
TOTAL COSTS					(1,042,406)

210614_Retail appraisals

Comp sml

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(126,416)
SDLT (HMRC % rates)	-	@		-
Acquisition Agent fees	-	@	1%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.5%	-
Residual Land Value (net)				(126,416)

THRESHOLD LAND VALUE				
Site density	4,000	sqm per hectare		
Site Area	0.139	ha	0.34	acres
	4,000	sqm/ha	17,424	sqft/ac
Threshold Land Value	210,044	£ per ha	85,000	£ per acre
	1,388.89		36.00%	29,172

BALANCE		
Surplus/(Deficit)		(155,587)

SENSITIVITY ANALYSIS								
		GDV						
		85%	90%	95%	100%	105%	110%	115%
Balance	(155,587)							
	0	(266,606)	(229,600)	(192,593)	(155,587)	(118,581)	(81,574)	(44,568)
	5	(269,611)	(232,605)	(195,599)	(158,592)	(121,586)	(84,580)	(47,573)
	10	(272,617)	(235,610)	(198,604)	(161,598)	(124,591)	(87,585)	(50,579)
	15	(275,622)	(238,616)	(201,609)	(164,603)	(127,597)	(90,590)	(53,584)
	20	(278,627)	(241,621)	(204,614)	(167,608)	(130,602)	(93,596)	(56,589)
	25	(281,632)	(244,626)	(207,620)	(170,613)	(133,607)	(96,601)	(59,595)
	30	(284,638)	(247,631)	(210,625)	(173,619)	(136,612)	(99,606)	(62,600)
	35	(287,643)	(250,637)	(213,630)	(176,624)	(139,618)	(102,611)	(65,605)
	40	(290,648)	(253,642)	(216,636)	(179,629)	(142,623)	(105,617)	(68,610)
	45	(293,653)	(256,647)	(219,641)	(182,635)	(145,628)	(108,622)	(71,616)
CIL £psm	50	(296,659)	(259,652)	(222,646)	(185,640)	(148,634)	(111,627)	(74,621)
	55	(299,664)	(262,658)	(225,651)	(188,645)	(151,639)	(114,633)	(77,626)
	60	(302,669)	(265,663)	(228,657)	(191,650)	(154,644)	(117,638)	(80,631)
		Build Costs						
		85%	90%	95%	100%	105%	110%	115%
Balance	(155,587)							
	0	(35,321)	(75,409)	(115,498)	(155,587)	(195,676)	(235,765)	(275,854)
	5	(38,326)	(78,415)	(118,503)	(158,592)	(198,681)	(238,770)	(278,859)
	10	(41,331)	(81,420)	(121,509)	(161,598)	(201,686)	(241,775)	(281,864)
	15	(44,336)	(84,425)	(124,514)	(164,603)	(204,692)	(244,781)	(284,869)
	20	(47,342)	(87,430)	(127,519)	(167,608)	(207,697)	(247,786)	(287,875)
	25	(50,347)	(90,436)	(130,525)	(170,613)	(210,702)	(250,791)	(290,880)
	30	(53,352)	(93,441)	(133,530)	(173,619)	(213,708)	(253,796)	(293,885)
	35	(56,357)	(96,446)	(136,535)	(176,624)	(216,713)	(256,802)	(296,891)
	40	(59,363)	(99,452)	(139,540)	(179,629)	(219,718)	(259,807)	(299,896)
	45	(62,368)	(102,457)	(142,546)	(182,635)	(222,723)	(262,812)	(302,901)
CIL £psm	50	(65,373)	(105,462)	(145,551)	(185,640)	(225,729)	(265,818)	(305,906)
	55	(68,379)	(108,467)	(148,556)	(188,645)	(228,734)	(268,823)	(308,912)
	60	(71,384)	(111,473)	(151,562)	(191,650)	(231,739)	(271,828)	(311,917)

210614_Retail appraisals

Comp large

SCHEME DETAILS - ASSUMPTIONS					
Brownfield comparison retail: large					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,000	10,764	85.0%	1,176.5	12,663
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	1,000	10,764	85.0%	1,176	12,663

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	10,764	@	18.00	193,750	
area 2	0	@	18.00	-	
area 3	0	@	18.00	-	
area 4	0	@	18.00	-	
area 5	0	0	18.00	-	
area 6	0	@	18.00	-	
Estimated Gross Rental Value per annum				193,750	
Yield		@	10.00%		
capitalised rent				1,937,504	
less					
Rent Free / Void allowance	12 months rent			(193,750)	
Purchasers costs		@	5.76%	(94,970)	1,648,783
GDV					1,648,783

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(6,039)
Combined CIL	1,176 sqm @		£ psm		-
Site Specific S106/278					-
Construction Costs -					
Demolition and Site Clearance (allowance)	0.73 acres @		110,000 per acre		(79,944)
area 1	1,176.47 sqm @		1,121.00 psm		(1,318,824)
area 2	- sqm @		0.00 psm		-
area 3	- sqm @		0.00 psm		-
area 4	- sqm @		0.00 psm		-
area 5	- sqm @		0.00 psm		-
area 6	- sqm @		0.00 psm		-
External works	1,318,824 @		15%		(197,824)
Contingency	1,596,591 @		5%		(79,830)
Professional Fees	1,676,421 @		8%		(134,114)
Disposal Costs -					
Letting Agents Costs	193,750 ERV @		10.00%		(19,375)
Letting Legal Costs	193,750 ERV @		5.00%		(9,688)
Investment Sale Agents Costs	1,648,783 GDV @		1.00%		(16,488)
Investment Sale Legal Costs	1,648,783 GDV @		0.50%		(8,244)
Marketing and Promotion	1,648,783 GDV @		1.00%		(16,488)
Finance Costs -					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(61,926)
Developers Profit	1,373,931 @		20.00%	on costs	
	1,648,783 @		16.67%	on GDV	(274,852)
TOTAL COSTS					(2,223,634)

210614_Retail appraisals

Comp large

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(574,850)
SDLT (HMRC % rates)	-	@		-
Acquisition Agent fees	-	@	1%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	6.5%	-
Residual Land Value (net)				(574,850)

THRESHOLD LAND VALUE				
Site density	4,000	sqm per hectare		
Site Area	0.294	ha	0.73	acres
	4,000	sqm/ha	17,424	sqft/ac
Threshold Land Value	210,044	£ per ha	85,000	£ per acre
	2,941.18		34.00%	61,775

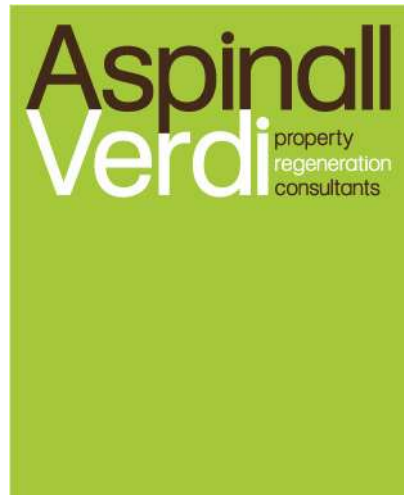
BALANCE	
Surplus/(Deficit)	(636,625)

SENSITIVITY ANALYSIS								
		GDV						
		85%	90%	95%	100%	105%	110%	115%
Balance	(636,625)							
	0	(836,459)	(769,848)	(703,236)	(636,625)	(570,014)	(503,402)	(436,791)
	5	(842,823)	(776,212)	(709,601)	(642,989)	(576,378)	(509,766)	(443,155)
	10	(849,187)	(782,576)	(715,965)	(649,353)	(582,742)	(516,131)	(449,519)
	15	(855,551)	(788,940)	(722,329)	(655,717)	(589,106)	(522,495)	(455,883)
	20	(861,916)	(795,304)	(728,693)	(662,082)	(595,470)	(528,859)	(462,247)
CIL £psm	25	(868,280)	(801,668)	(735,057)	(668,446)	(601,834)	(535,223)	(468,612)
	30	(874,644)	(808,032)	(741,421)	(674,810)	(608,198)	(541,587)	(474,976)
	35	(881,008)	(814,397)	(747,785)	(681,174)	(614,563)	(547,951)	(481,340)
	40	(887,372)	(820,761)	(754,149)	(687,538)	(620,927)	(554,315)	(487,704)
	45	(893,736)	(827,125)	(760,513)	(693,902)	(627,291)	(560,679)	(494,068)
	50	(900,100)	(833,489)	(766,878)	(700,266)	(633,655)	(567,044)	(500,432)
	55	(906,464)	(839,853)	(773,242)	(706,630)	(640,019)	(573,408)	(506,796)
	60	(912,828)	(846,217)	(779,606)	(712,994)	(646,383)	(579,772)	(513,160)
		Build Costs						
		85%	90%	95%	100%	105%	110%	115%
Balance	(636,625)							
	0	(370,367)	(459,119)	(547,872)	(636,625)	(725,378)	(814,131)	(902,884)
	5	(376,731)	(465,483)	(554,236)	(642,989)	(731,742)	(820,495)	(909,248)
	10	(383,095)	(471,848)	(560,600)	(649,353)	(738,106)	(826,859)	(915,612)
	15	(389,459)	(478,212)	(566,965)	(655,717)	(744,470)	(833,223)	(921,976)
	20	(395,823)	(484,576)	(573,329)	(662,082)	(750,834)	(839,587)	(928,340)
CIL £psm	25	(402,187)	(490,940)	(579,693)	(668,446)	(757,198)	(845,951)	(934,704)
	30	(408,551)	(497,304)	(586,057)	(674,810)	(763,563)	(852,315)	(941,068)
	35	(414,915)	(503,668)	(592,421)	(681,174)	(769,927)	(858,680)	(947,432)
	40	(421,279)	(510,032)	(598,785)	(687,538)	(776,291)	(865,044)	(953,797)
	45	(427,644)	(516,396)	(605,149)	(693,902)	(782,655)	(871,408)	(960,161)
	50	(434,008)	(522,761)	(611,513)	(700,266)	(789,019)	(877,772)	(966,525)
	55	(440,372)	(529,125)	(617,877)	(706,630)	(795,383)	(884,136)	(972,889)
	60	(446,736)	(535,489)	(624,242)	(712,994)	(801,747)	(890,500)	(979,253)

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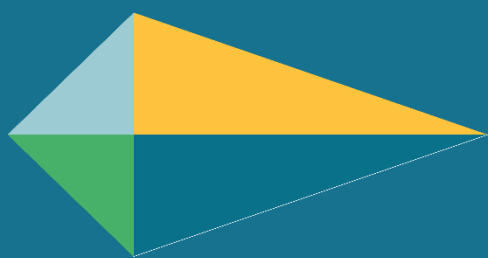
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East Suffolk Community Infrastructure Levy Draft Charging Schedule

Consultation 11th November to 23rd December
2021



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Purpose of this document

This document sets out East Suffolk Council's rates of Community Infrastructure Levy (CIL) that are charged on most types of new development in the area for which it is the Charging Authority. The Council is the Charging Authority for the entire council area, excluding the area covered by the Broads Authority. The money raised from the charge will be used to pay for infrastructure to support development within the Council area.

In setting its CIL rates in accordance with Regulation 14(1) of the Community Infrastructure Levy Regulations 2010 (as amended), East Suffolk Council has struck an appropriate balance between:

- the desirability of funding from CIL (in whole or part) the estimated total cost of infrastructure required to support the development of the council area, taking into account other actual and expected sources of funding; and
- the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across the Council area.

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	Specialist Accommodation.....	1
	Strategic Sites.....	2
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2	Monitoring.....	3
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1 Community Infrastructure Levy Charging Rates

Residential Rates

- 1.1 The rates for standard residential development (C3 and C4 Use Class¹) are set out in Table 1.1 below. The rates for specialist (principally retirement) accommodation are set out separately under paragraph 1.2. The zones are defined in Appendix A.

Table 1.1 - Residential Rates

Residential Charging Zone	Rate of CIL per sqm
Zone 1 Higher Value Zone	£300
Zone 2 Mid Higher Value Zone	£200
Zone 3 Mid Value Zone	£100
Zone 4 Mid Lower Zone	£0
Zone 5 Lower Zone	£0

Specialist Accommodation

- 1.2 The rates for specialist accommodation are set out in Table 1.2 below.

Table 1.2 – Specialist Accommodation

Specialist Accommodation	Rate of CIL per sqm
Sheltered Housing ²	£0
Extra Care Housing ³	£0
Residential Care Homes ⁴	£0

¹ As defined in the Town and Country Planning (Use Classes) Order 1987 (as amended)

² 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. Purely age-restricted accommodation – without the typical range of support services – is not included within this definition

³ 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 These have individual rooms within a residential building and provide a high level of care meeting all activities of daily living. They do not usually include support services for independent living. This type of housing can also include dementia care homes

Strategic Sites

- 1.3 There are eight sites allocated in either the 2019 Waveney Local Plan or 2020 Suffolk Coastal Local Plan that have been identified as strategic sites and have been chosen to test separately. The residential CIL rates for these sites are set out in Table 1.3 below (other forms of development will be charged at the relevant CIL rate for that development).

Table 1.3 – Strategic Sites

Strategic Sites Charging Zone	Rate of CIL per sqm
Policy SCLP12.29: South Saxmundham Garden Neighbourhood	£90
Policy SCLP12.3: North Felixstowe Garden Neighbourhood	£100
Policy SCLP12.64: Land off Howlett Way, Trimley St Martin	£160
Policy SCLP12.19: Brightwell Lakes/Adastral Park, Martlesham	£0
Policy WLP2.16: Land south of The Street, Carlton Colville/Gisleham	£70
Policy WLP3.1: Beccles and Worlingham Garden Neighbourhood	£40
Policy WLP2.13: North of Lowestoft Garden Village	£60
Policy WLP2.4: Kirkley Waterfront and Sustainable Urban Neighbourhood	£0

Other Rates

- 1.4 The rates proposed for other types of development are set out in Table 1.4 below. Holiday lodge zones are shown in the map in Appendix A.

Table 3.4 - Other Rates

Type of Development	Rate of CIL per sqm
Holiday Lodges not complying with the Caravan Act ⁴ – in defined coastal areas (see Charging Zone map)	£210
Holiday Lodges not complying with the Caravan Act ⁴ – in all other areas	£0
Convenience Retail ⁵	£70
Comparison Retail ⁶	£0
Employment (offices, industrial, warehouses)	£0
All other development	£0

⁴ Permanent buildings for the purposes of tourist accommodation, restricted from permanent residential use by condition and which do not comply with the Caravan Act. Any structure which is compliant with the Caravan Act is not a 'building' and so is not liable for CIL

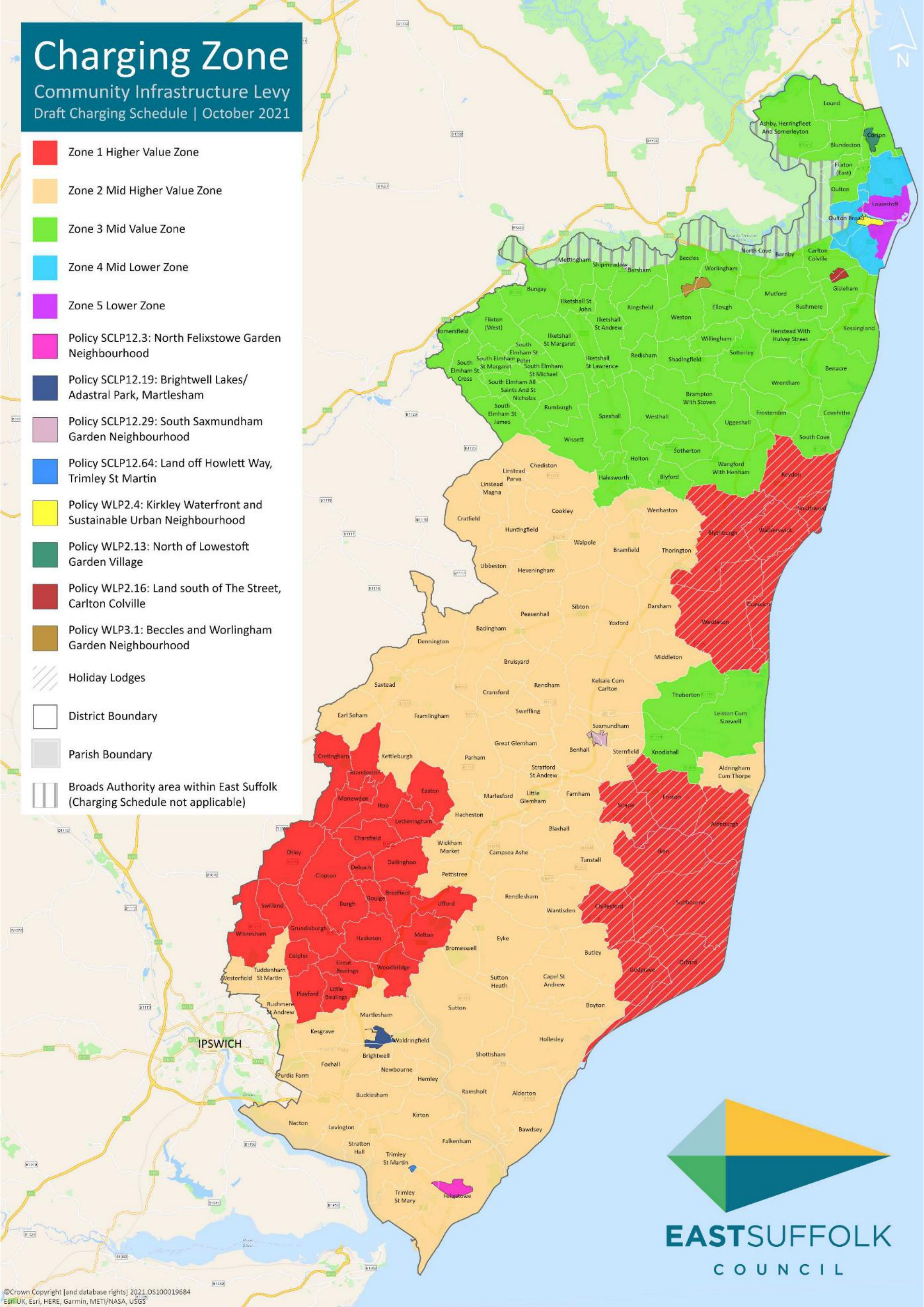
⁵ Convenience retail units sell everyday essential items such as food and drink. For the purposes of this CIL Charging Schedule, any comparison goods sold in a convenience store must make up no more than 49% of the floorspace, controlled by planning condition

⁶ Comparison retail units sell items that are not typically purchased on an everyday basis, such as clothing, books or furniture

2 Monitoring

- 2.1 This Charging Schedule will be regularly monitored.
- 2.2 CIL rates in this Charging Schedule will be adjusted annually, on 1st January, using the RICS CIL Index, which is published in November of the preceding year by the Royal Institute of Chartered Surveyors.

3 Appendix A – Charging Zones





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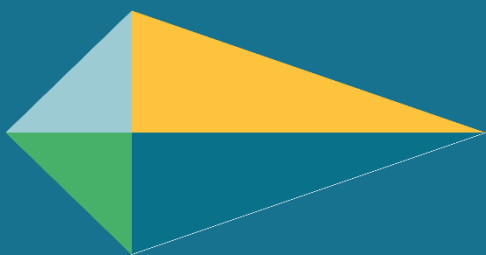
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East Suffolk Community Infrastructure Levy Draft Instalment Policy

Agenda Item 5

ES/0935

Consultation 11th November to 23rd December
2021



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The East Suffolk CIL Instalment Policy sets out the arrangements for the collection of Community Infrastructure Levy (CIL) in accordance with Regulation 69B of the CIL Regulations 2010 (as amended).

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3	Instalments	6

1 Introduction

- 1.1 The CIL Regulations set a default requiring full payment of the Levy charge within 60 days of the commencement of the chargeable development. However, under Regulation 69B of the Community Infrastructure Levy Regulations 2010 (as amended) it is permissible for a CIL Charging Authority to establish an Instalment Policy, offering developers more flexible payment arrangements.
- 1.2 The Council resolved to adopt and implement the East Suffolk Community Infrastructure Levy Charging Schedule and Instalment Policy on XXXX 2022. The report and associated supporting documents can be seen at <http://www.>
- 1.3 This Instalment Policy is effective for planning permissions granted on or after XXX 2022 and supersedes the Suffolk Coastal and Waveney CIL Instalment Policies. Any planning permissions granted prior to the adoption of the East Suffolk CIL Charging Schedule and Instalment Policy, will continue to benefit from the pre-existing Suffolk Coastal or Waveney Instalment Policies.

2 Application of the Instalment Policy

- 2.1 Regulation 70 of the Community Infrastructure Levy Regulations 2010 (as amended by the Community Infrastructure Levy (Amendment Regulations 2011) sets out the requirements that must be complied with to benefit from the CIL Instalment Policy.
- 2.2 The CIL Instalment Policy will apply in the following circumstances:
- 1) Where the Council has received a valid CIL form 2 - **Assumption of Liability** form prior to commencement of the development (Regulation 70(1)(a), and
 - 2) Where the Council has received a valid CIL form 6 - **Commencement Notice** prior to commencement of the development (Regulation 70(1) (b))
- 2.3 Where a phased planning permission is granted, Regulation 9.4 requires that each phase is treated as a separate chargeable development. Each separate phase is liable for its own CIL contribution and can pay in line with the instalments policy, where valid forms are received prior to commencement.
- 2.4 Once the development has commenced, the CIL payments must be made in accordance with the CIL instalment policy. Where instalments do not clear the Council's bank account by the due date, the total CIL liability will become payable in full immediately (Regulation (8) (a)).

3 Instalments

CIL Liability	Number of instalments	Payment periods and amounts
Any amount equal or less than £10,000	2	<ul style="list-style-type: none"> 50% of the chargeable amount¹ within 90 days (3 months) of the commencement date² the remaining 50% of the chargeable amount within 180 (6 months) days of the commencement date
Amounts between £10,001 to £50,000	3	<ul style="list-style-type: none"> 34% of the chargeable amount within 90 days (3 months) of the commencement date 33% of the chargeable amount within 270 days (9 months) of the commencement date 33% of the chargeable amount within 360 days (12 months) of the commencement date
Amounts between £50,001 to £100,000	4	Equal instalments of 25% of the chargeable amount within <ul style="list-style-type: none"> 90 days (3 months) 180 days (6 months) 270 days (9 months) 360 days (12 months) of the commencement date
Amounts between £100,001 to £500,000	4	Equal instalments of 25% of the chargeable amount within <ul style="list-style-type: none"> 90 days (3 months) 270 days (9 months) 360 days (12 months) 540 days (18 months) of the commencement date
Amounts over £500,000	5	Equal instalments of 20% of the chargeable amount within <ul style="list-style-type: none"> 90 days (3 months) 270 days (9 months) 360 days (12 months) 540 days (18 months) 730 days (24 months) of the commencement date

¹ This is the amount as set out in the liability notice

² The commencement date is the commencement notice date as advised by the developer under CIL Regulation 67



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CABINET

Tuesday, 02 November 2021

Subject	East Suffolk Council – Half Year Financial Performance 2021/22
Report by	Councillor Maurice Cook Cabinet Member with responsibility for Resources
Supporting Officer	Brian Mew Chief Finance Officer and Section 151 Officer Brian.Mew@eastsuffolk.gov.uk 01394 444571

Is the report Open or Exempt?	OPEN
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Category of Exempt Information and reason why it is NOT in the public interest to disclose the exempt information.	Not applicable.
Wards Affected:	All Wards

Purpose and high-level overview

Purpose of Report:

This report provides Cabinet with an overview of the Council's projected financial performance for the financial year 2021/22 in respect of the General Fund, Reserves, Housing Revenue Account (HRA), the Capital Programme, and the Collection Fund.

Specific coverage of the financial implications of the Covid-19 pandemic during 2021/22 is also included in the report.

Options:

Not applicable.

Recommendation/s:

That Cabinet is recommended to:

1. Note the Council's financial position for the first half of 2021/22 together with projections of the full year outturn, reserve balances, and capital spend.
2. Note the areas of financial risk identified, the impact of which will be reflected in the Medium-Term Financial Strategy due to be considered by Cabinet in December.
3. Note the additional financial commitments approved in the first half of the year and their impact on the General Fund and reserve levels.

Corporate Impact Assessment

Governance:

As set out in the Council's Finance Procedure Rules, the Chief Finance Officer is responsible for preparing and submitting reports on revenue budget forecasts to Cabinet. This report to Cabinet is intended to facilitate monitoring of the council's financial performance.

ESC policies and strategies that directly apply to the proposal:

- East Suffolk Strategic Plan
- East Suffolk Medium Term Financial Strategy
- Capital Programme
- Housing Revenue Account
- East Suffolk Treasury Management Strategy and Treasury Management Policy
- Annual Governance Statement
- Finance Procedure Rules
- Financial Management Code

Environmental:

There are no environmental implications identified.

Equalities and Diversity:

An Equality Impact Assessment is not required as the recommendations of this report do not require changes in policy and service delivery.

Financial:

Detailed financial analysis and our commentary is included in Appendix A.

Human Resources:

There are no HR implications directly arising from this report.

ICT:

There are no ICT implications identified.

Legal:

There are no legal implications identified.

Risk:

There are no risks identified.

External Consultees:	None.
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Strategic Plan Priorities

Select the priorities of the Strategic Plan which are supported by this proposal: (Select only one primary and as many secondary as appropriate)		Primary priority	Secondary priorities
T01	Growing our Economy		
P01	Build the right environment for East Suffolk	<input type="checkbox"/>	<input type="checkbox"/>
P02	Attract and stimulate inward investment	<input type="checkbox"/>	<input type="checkbox"/>
P03	Maximise and grow the unique selling points of East Suffolk	<input type="checkbox"/>	<input type="checkbox"/>
P04	Business partnerships	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P05	Support and deliver infrastructure	<input type="checkbox"/>	<input type="checkbox"/>
T02	Enabling our Communities		
P06	Community Partnerships	<input type="checkbox"/>	<input type="checkbox"/>
P07	Taking positive action on what matters most	<input type="checkbox"/>	<input type="checkbox"/>
P08	Maximising health, well-being, and safety in our District	<input type="checkbox"/>	<input type="checkbox"/>
P09	Community Pride	<input type="checkbox"/>	<input type="checkbox"/>
T03	Maintaining Financial Sustainability		
P10	Organisational design and streamlining services	<input type="checkbox"/>	<input type="checkbox"/>
P11	Making best use of and investing in our assets	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P12	Being commercially astute	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P13	Optimising our financial investments and grant opportunities	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P14	Review service delivery with partners	<input type="checkbox"/>	<input type="checkbox"/>
T04	Delivering Digital Transformation		
P15	Digital by default	<input type="checkbox"/>	<input type="checkbox"/>
P16	Lean and efficient streamlined services	<input type="checkbox"/>	<input type="checkbox"/>
P17	Effective use of data	<input type="checkbox"/>	<input type="checkbox"/>

P18	Skills and training	<input type="checkbox"/>	<input type="checkbox"/>
P19	District-wide digital infrastructure	<input type="checkbox"/>	<input type="checkbox"/>
T05	Caring for our Environment		
P20	Lead by example	<input type="checkbox"/>	<input type="checkbox"/>
P21	Minimise waste, reuse materials, increase recycling	<input type="checkbox"/>	<input type="checkbox"/>
P22	Renewable energy	<input type="checkbox"/>	<input type="checkbox"/>
P23	Protection, education, and influence	<input type="checkbox"/>	<input type="checkbox"/>
XXX	Governance		
XXX	How ESC governs itself as an authority	<input checked="" type="checkbox"/>	<input type="checkbox"/>
How does this proposal support the priorities selected? The report recognises the efforts service leaders have put in during the first half year to deliver a near balanced financial performance compared to budget, forming an important element of good governance, and putting our assets to good use. It highlights areas of financial risk which will impact on the Council's Medium Term Financial Strategy (MTFS).			

Background and Justification for Recommendation

1 Background facts																							
1.1	In February 2021, the Council approved a balanced budget for the 2021/22 financial year and set the Band D rate of Council Tax.																						
1.2	During the last six months, to enable the Council respond to changing circumstances, some variations to the approved General Fund budget, expenditure from earmarked reserves, and commitments to growth have been made by Cabinet. These are detailed in Appendix A.																						
1.3	As Covid-19 restrictions eased, and economic recovery began, we have also experienced higher inflation, labour, and material shortages as businesses struggled to meet increased demand. The impacts of these macro factors are outlined in 2.4 below.																						
2 Current position																							
2.1	<p>The chart below categorises known and estimated COVID-19 cost pressures for the current financial year. This currently totals £3.84m, as of September 2021. It is currently estimated that the net impact of Covid cost pressures (after funding) could be in the region of £0.200m to £0.300m less than budgeted. As the cost pressure is fully funding from various Covid funding streams this will not translate to a benefit to the General Fund bottom-line, instead it will mean more Covid Core funding remaining in the Covid Reserve at the end of the year.</p> <div data-bbox="300 1133 1369 1697"> <p style="text-align: center;">Covid Cost Pressures 2021/22, £3.84m (September 2021)</p> <table border="1"> <caption>Covid Cost Pressures 2021/22, £3.84m (September 2021)</caption> <thead> <tr> <th>Category</th> <th>Amount (£m)</th> </tr> </thead> <tbody> <tr> <td>Cultural & Leisure</td> <td>£1.275m</td> </tr> <tr> <td>Communities</td> <td>£1.203m</td> </tr> <tr> <td>Public Health</td> <td>£0.788m</td> </tr> <tr> <td>Highways and Transport</td> <td>£0.193m</td> </tr> <tr> <td>Compliance and Enforcement</td> <td>£0.130m</td> </tr> <tr> <td>Environment & Regulatory</td> <td>£0.087m</td> </tr> <tr> <td>Other</td> <td>£0.025m</td> </tr> <tr> <td>Housing (excluding HRA)</td> <td>£0.073m</td> </tr> <tr> <td>Finance & Corporate</td> <td>£0.062m</td> </tr> <tr> <td>Total</td> <td>£3.84m</td> </tr> </tbody> </table> </div>	Category	Amount (£m)	Cultural & Leisure	£1.275m	Communities	£1.203m	Public Health	£0.788m	Highways and Transport	£0.193m	Compliance and Enforcement	£0.130m	Environment & Regulatory	£0.087m	Other	£0.025m	Housing (excluding HRA)	£0.073m	Finance & Corporate	£0.062m	Total	£3.84m
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2.2	Although our fees and charges are continuing to recover from the impact of Covid-19 as the economy gradually reopens, some income sources still show signs of an overall shortfall this financial year. This includes Parking Services and the Camping site, but which is offset by Planning Application income which has performed much better than expected during the Covid pandemic.																						
2.3	As of September, the projection for year end is a saving against the Original Budget of £0.060m which will continue to be monitored in the second half of the year.																						
2.4	There are items which have been identified as having potential revenue budget implications for this financial year and over the MTFS period but cannot yet be																						

quantified or quantified with a degree of certainty but are important to be highlighted.

Budget Area to be Monitored	Areas Impact	Nature of Impact	Timing of Impact
NI increase 21/22 and introduction of the Health & Social Care Levy.	Council staffing costs and its Partners.	Increased cost, but potential for funding is to be confirmed. Estimated cost to the General Fund is £230k per annum from 2022/23. This excludes any potential funding and impact on partners.	Impacts from 2022/23 onwards.
Partnership fee to be agreed for 2021/22.	Operations - partnership fee.	Increased partnership fee.	Impacts 2021/22 and ongoing budgets.
Fuel price increase.	Operations and HRA - partnership fee.	Increased partnership fee.	Impact in second half of 2021/22 and potentially into 2022/23.
Energy price increase.	Council Admin and HRA sheltered accommodation and Partners.	Increased partnership costs and increased running costs of Council property.	Impact in second half of 2021/22 and potentially into 2022/23.
National pay award for 2021/22 is not yet agreed.	Council staffing costs and its partners.	Current budget assumption is for a 2% increase for Council staffing. The impact will therefore depend on whether the agreed pay award is more or less than this assumption.	Impact in 2021/22 and future years.
General inflation increased, material shortages.	Partnership – Operations and Council contracts.	Increased contract cost and supplies and services across the Council.	Impact from 2022.
Workforces pay pressure/grade inflation.	Council staffing costs and	Increased staffing costs. Annual	Impact being seen

		partnership costs.	staffing vacancy allowance in the budget is at risk.	in the current year.																																																								
	Review of Essential Car User Allowance.	Council staffing costs.	Staff cost saving which will be included in the budget update for Quarter 3 once the formal processed is completed.	From January 2022.																																																								
2.5	Some capital projects have faced delays resulting from complexity and Covid-19 pressures. Delays pose some risk to the delivery of projects within budget, and we are starting to see material cost pressures reflect in supplier tenders.																																																											
2.6	The HRA continues to operate at a balanced level in delivering social housing. Some HRA development projects have experienced delays resulting from the nationwide materials shortage and will be delivered later than planned.																																																											
2.7	<p>The graph below shows a noticeable decline in reserve balances until 2023/24 and then levelling off for the remainder of the MTFS period.</p> <div><p>General Fund Earmarked Reserves Projected Balances</p><table border="1"><thead><tr><th>Period</th><th>Grants/Funding Carried Forward</th><th>Planned Future Capital Spending</th><th>Planned Future Revenue Spending</th><th>Risk Based</th><th>Covid Reserve</th><th>Other</th><th>Total</th></tr></thead><tbody><tr><td>April 2021</td><td>15,732</td><td>14,653</td><td>22,962</td><td>14,653</td><td>500</td><td>500</td><td>68,995</td></tr><tr><td>MTFS April 2022</td><td>1,780</td><td>13,773</td><td>14,309</td><td>14,309</td><td>500</td><td>500</td><td>35,671</td></tr><tr><td>MTFS April 2023</td><td>1,140</td><td>10,730</td><td>13,785</td><td>13,785</td><td>500</td><td>500</td><td>29,940</td></tr><tr><td>MTFS April 2024</td><td>500</td><td>10,281</td><td>13,326</td><td>13,326</td><td>500</td><td>500</td><td>28,933</td></tr><tr><td>MTFS April 2025</td><td>500</td><td>10,335</td><td>13,292</td><td>13,292</td><td>500</td><td>500</td><td>28,929</td></tr><tr><td>MTFS April 2026</td><td>500</td><td>10,389</td><td>13,257</td><td>13,257</td><td>500</td><td>500</td><td>28,913</td></tr></tbody></table></div>				Period	Grants/Funding Carried Forward	Planned Future Capital Spending	Planned Future Revenue Spending	Risk Based	Covid Reserve	Other	Total	April 2021	15,732	14,653	22,962	14,653	500	500	68,995	MTFS April 2022	1,780	13,773	14,309	14,309	500	500	35,671	MTFS April 2023	1,140	10,730	13,785	13,785	500	500	29,940	MTFS April 2024	500	10,281	13,326	13,326	500	500	28,933	MTFS April 2025	500	10,335	13,292	13,292	500	500	28,929	MTFS April 2026	500	10,389	13,257	13,257	500	500	28,913
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	<p>The Planned Revenue Spending group of reserves contains some key individual reserves which are used to fund future budget gap pressures and projects and initiatives to support the delivery of the Strategic Plan. There are currently no planned further contributions to the Business Rates Pilot reserve, Transformation Reserves and In-Year-Savings reserves.</p>																																																											
2.8	A projected increase in ESC council tax base for next year (around 2900 more properties) could result in additional income of around £0.500m at current council tax rates.																																																											

3 How to address current situation	
3.1	Earmarked reserves intended to balance year-to-year fluctuations such as the In Year Savings Reserve and the Business Rates Equalisation Reserve will be utilised if necessary to mitigate any further financial risks arising in the second half of 2021/22 and ensure that the outturn position is balanced.
3.2	The annual review of fees and charges setting exercise could also entail increased charges where feasible allowing the council to cover the increased costs of delivering services.

4 Reason/s for recommendation	
4.1	The key focus of the Financial Sustainability theme is the development, monitoring and achievement of the savings and income increases required to ultimately close the Council's projected budget gaps.

Appendices

Appendices:	
Appendix A	Financial Performance Monitoring Review (For the period 1 April 2021 - 30 September 2021)

Background reference papers:		
Date	Type	Available From
August 2021	Bank of England – Monetary Policy Report	Bank of England Monetary Policy Report August 2021

Financial Performance Monitoring Review

For the period 1 April 2021 - 30 September 2021

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1. Executive Summary

This report provides members with an overview of financial performance for the first half of 2021/22 in respect of the General Fund, Reserves, the Housing Revenue Account, and the Capital Programme. The report highlights macro indicators impacting on Council finances and provides indicative projections of year end performance against budget based on macro and local factors known to service managers and the Finance Team. Specific coverage of the financial implications of the Covid-19 pandemic during 2021/22 is also included in the report.

Core operation costs not covered by grant funding or fees and charges are financed by Council Tax and Business Rates. The impact of the pandemic on Local Council Tax Reduction Scheme reliefs and the Council Tax base has eased as unemployment has not been as high as projected and housing growth has been above the levels forecast. There continues to be some concern over the impact of the removal of furlough in September, although current trends do not indicate that this will be significant. The Business Rates position remains characterised by uncertainty, although recent Government action regarding Business Rates appeals should ensure that some of the largest potential impacts on this income stream will be avoided.

The cost of service is forecast to be under budget (by £0.06m) by the end of the year. Although an underspend, this projected position is by no means a reduction in cost of service as Cabinet have approved £0.30m in additional revenue spend for this financial year, and £1.77m extra over the medium term until 2025/26. In addition, significant government, NHS, and County Council funding has been received for continued responses to the Covid-19 pandemic, some of which are expected to continue to be required after funding ceases.

The review of the financial performance and trends reveal risk areas which need to be considered in future decisions. The key area of concern is the growing shortage in certain occupations and a general rise in the cost of securing long term talent to deliver Council priorities. Another area of concern is the continued loss of income in certain services despite the full reopening of the economy. While the fee loss in the first quarter will be largely covered by the government compensation scheme, operational budgets and service provision will need to be carefully considered if losses continue beyond 2021/22. Car parking and leisure services are most impacted by this risk.

The capital programme continues to deliver projects that support the delivery of core services. Some projects have faced delays resulting from complexity and Covid-19 pressures. Delays pose some risk to the delivery of projects within budget, and material cost pressures are starting to be reflected in supplier tenders. Project teams are taking a pragmatic approach of exploring ways to deliver within the same envelope and only requesting additional resources at the point when value for money can no longer be obtained with the allocated budgets. The draft Capital Programme to be considered in December will provide more details on which projects are most impacted.

In respect of the HRA, some HRA development projects have experienced delays resulting from the nationwide materials shortage and will be delivered later than planned. A wider

review of future projects is anticipated to further embed environmental considerations into them. The team will explore the possibilities of offsetting the initial additional cost with the benefits anticipated from reduced maintenance costs.

Overall, short term financial risks are being adequately mitigated during these uncertain times. Finance will continue to work with service teams to sustainably support, innovative reorganisations and planned service growth anticipated over the following years.

2. Context

2.1. Economic environment

As restrictions eased, individual and business spending has been on the rise and the Bank of England expects this recovery will continue. The recovery brought with it inflation and some input and labour scarcity as businesses struggled to meet sharp demand increases. Inflation is now expected to peak at around 4% before slowly returning to the target 2% inflation rate over the next two years. The BoE anticipate that although it has maintained low interest rates to support households and businesses, rates may need to rise as part of the longer-term effort to achieve 2% inflation rate target.

The Council is likely to experience the impact of supply side inflation most noticeably through those services that are provided in partnership, where increasing labour, fuel, and material prices, combined with labour shortages in some sectors are beginning to have an increasing impact. Capital projects which require bought in materials are being impacted by inflationary pressures, and although contingent budgets will largely cover temporary price pressures, in some areas, more significant variation to current estimates may be required.

There has been a general shift in demand away from traditional commercial hubs because of working from home. This shift, along with fiscal incentives from 2020/21 supported housing markets in the region, and the result has been an accelerated demand for planning and related services, which managers believe is only a timing impact.

2.2. Spending review

The next Government spending review is due to be announced in late October and will provide an indication of total local government resourcing. If possible, an update on the implications of the Spending Review will be provided to the Cabinet meeting in December. It is not clear at this stage as to whether the Local Government Fairer Funding Review will be implemented in 2022/23 and whether any reset of the Business Rates system will take place. Deferral of these will maintain the Council's advantageous position under the current system for a further period. The provisional local government settlement will be announced as normal in December, although it is not clear at this stage as to whether this could be another one-year settlement or a multi-year settlement. Although overall government spend is expected to rise, the Institute for Fiscal Studies (IFS) project that unprotected spends will be cut by up to 3%, potentially limiting funding available to local authorities like ESC in the near term.

2.3. Capital finance framework

The MHCLG recently published a policy paper, announcing plans to improve the capital finance framework for local authorities. Changes to legislation are anticipated which could potentially introduce borrowing limits and tighten Minimum Revenue Provision (MRP) requirements. Further guidance is also expected to be issued around managing risk of commercial financing arrangements.

3. General Fund

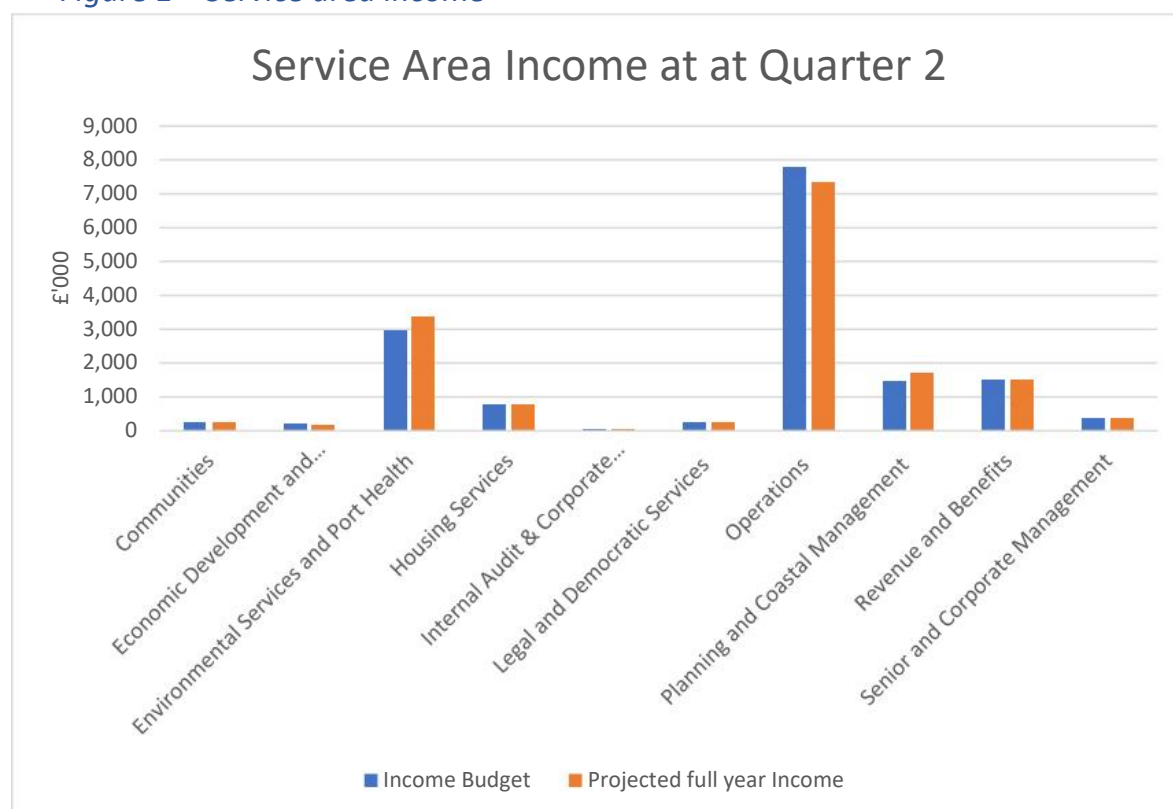
3.1. Service Area Income

Figure 1 below compares the budget with projected income to the end of Quarter 2. A favourable variance of £0.120m is anticipated from fees and charges income. Although fees and charges are continuing to recover from the impact of Covid-19 as the economy gradually reopens, some income sources still show signs of an overall shortfall this financial year. This includes Parking Services and the Camping site, but which is offset by Planning Application income which has performed much better than expected during the Covid pandemic. Although this income is anticipated to drop by the end of the financial year it is expected to be a favourable variance on income at the end of the year. Further detail on the impact of Covid-19 is detailed in Section 3.5.

Port Health has expanded to deliver post Brexit services, the associated income on post Brexit checks makes up some of the additional income. Port Health has also expanded the reach of its proprietary Phillis software which has boosted its income prospects for this year. It should be noted that Port Health income is ringfenced for the Port Health service.

It is important not to view fees and charges in isolation, as there are typically costs associated with new income sources.

Figure 1 – Service area income



3.2. Council taxes and business rates

As previously referred to in this report, reductions in the Council Tax base resulting from Local Council Tax Reduction Scheme Reliefs (LCTRS) continue to be lower than originally

estimated, and although there could be an uptick with furlough finally ending in September, there is increasingly the view that this will not be significant. The table below illustrates current projections on the Council Tax base. As far as Council Tax income for ESC itself is concerned, an increase for next year of around 2900 properties would amount to additional income of around £500k at current levels. The Council Tax base calculation will be firmed up over the next few weeks prior to it being approved by Cabinet in early December.

Figure 2 – Council tax base forecast

ESC - COUNCIL TAX BASE FORECASTS 2021/22 - 2025/26						
	2021/22 Budget Band D	2021/22 Sept CTB1 Band D	2022/23 Forecast Band D	2023/24 Forecast Band D	2024/25 Forecast Band D	2025/26 Forecast Band D
Gross Tax Base	97,588.45	98,074.70	98,074.70	99,545.82	100,541.28	101,546.69
Estimated Growth	159.03		1,471.12	995.46	1,005.41	1,015.47
MOD Properties	224.30	229.00	229.00	229.00	229.00	229.00
Tax Base before LCTRS	97,971.78	98,303.70	99,774.82	100,770.28	101,775.69	102,791.16
LCTRS	9,529.62	8,611.95	8,611.95	8,956.42	9,314.68	9,687.27
Tax Base before Bad Debt Provision	88,442.16	89,691.75	91,162.87	91,813.86	92,461.01	93,103.89
Bad Debt Provision	1,102.73	1,118.28	909.34	915.85	922.32	928.75
Council Tax Base	87,339.43	88,573.47	90,253.54	90,898.01	91,538.69	92,175.14
Increase in Council Tax Base Band D Equivalents		1,234.04	2,914.11	644.47	640.68	636.45
Increase in Council Tax Base % Year on Year		1.41%	3.34%	0.71%	0.70%	0.70%

The situation on Business Rates is greatly complicated by the fact that the Business Rates figure for the financial year are largely fixed by the estimates made to central Government at the start of the year. For budgeting purposes, variances in Business Rates income during the year consequently largely appear as Collection Fund surpluses or deficits one or even two years later. Business Rates income, including the overall Suffolk Pool position, is continuously monitored throughout the year, and indications are that Business Rates income is holding up well, with collection on target. This is partly the result of the fact that there continues to be significant provision of reliefs to businesses in response to the pandemic, particularly in the retail, hospitality, and leisure sectors. Legislation currently progressing through Parliament to prevent material change of circumstances valuation appeals has also helped the situation on Business Rates. A further discretionary relief scheme to businesses will be announced by the Government once this legislation has passed. The Council has also confirmed its intention to continue to be part of the Suffolk Business Rates Pool in 2022/23.

A more detailed review of these income streams will be included in the update of the MTFS to be considered by Cabinet in December.

3.3. Treasury income

Bank rate continues to be at an all-time low of 0.10%, which has markedly decreased the investment rates that local authorities can achieve. Although a low interest rate environment is expected to prevail for some time, there are now expectations because of increased inflationary pressures that base rates will increase to 0.25% next month and may increase to 0.75% during next year.

The Councils investment portfolio in the short term is looking healthy with both the Property Investment and Multi Asset Fund still performing well despite the continued

challenges of Covid-19. The Property Fund Investment has seen little effect on its income stream with the Multi Asset Income Fund also holding up well due to the range of different investments it holds.

Inter Local Authority investments continue to remain at a low rate with the occasional up turn led by demand from other authorities.

The combination of factors outlined above currently indicate that the investment income budget for the year of £0.650m will be achievable.

3.4. Net cost of service forecast

The summary in Figure 3 presents a comparison of the original budget for 2020/21 and the projected net budget for each Service Area. The approved budget changes and approved use of reserves represent budget changes approved by Cabinet since the Original Budget was approved in February 2021. Variances to Budget are in-year impacts (costs and savings) which have been identified to date.

As of September, the projection for year end is a saving against the Original Budget of £0.060m which will continue to be monitored in the second half of the year.

Figure 3 - Analysis of budget variance by Service Area

Service Area	Original 2021/22 Budget £'000	Approved Budget Changes £'000	Variances to Budget £'000	Projected Outturn for the Year £'000	Projected Variance for the Year £'000
Communities	2,113	182	0	2,295	182
Communications & Customer Experience	2,041	0	0	2,041	0
Digital and Programme Management	3,110	0	0	3,110	0
Economic Development and Regeneration	2,931	100	54	3,085	154
Environmental Services and Port Health	1,188	0	0	1,188	0
Financial Services	423	0	0	423	0
Housing Services	2,946	0	0	2,946	0
Human Resources	756	0	0	756	0
Internal Audit & Corporate Investigations	559	0	0	559	0
Legal and Democratic Services	2,391	0	0	2,391	0
Operations	12,333	13	376	12,722	389
Planning and Coastal Management	3,350	0	(295)	3,055	(295)
Revenue and Benefits	2,435	0	0	2,435	0
Senior and Corporate Management	2,671	0	0	2,671	0
Net Cost of Service	39,247	295	135	39,677	430
Cross Cutting Variances:					
Mileage and Travel Costs					(100)
Port Health Occupation of the Annexe					(108)
Approved Use of Reserves					(282)
Projected Growth/(Saving) to Budget					(60)

3.4.1. Approved Growth in Financial Commitments

Over the first half of the year, Cabinet has approved various revenue budget requests to support communities and economic regeneration in the recovery from the pandemic. The requests are to be funded from Earmarked Reserves or are growth to the General Fund. This amounts to £1.77m of revenue spend for the period 2021/22 to 2025/26 and is summarised in Figure 4 below. Whilst the future years are not reflected as budget variances in this year, it is worth noting the increase to budget for later years. Of the approved growth, £0.711m was approved to be funded from Earmarked Reserves.

Figure 4 – Approved growth to date in 2021/22

2021/22	2022/23	2023/24	2024/25	2025/26	Total
£'000	£'000	£'000	£'000	£'000	£'000
295	628	409	193	188	1,767

3.4.2. Operations

This service area is perhaps the most impacted by the changes in the operating environment. Car Parking income losses have remained significant despite the reopening of the economy. The original budget was reduced by £0.563m, in anticipation of restrictions still in place for the first part of the year. However, current forecasts predict a further £293k of lost income. As customers opt for safer, cashless payment options, the cost of the Ringo app (the cashless payment method for Parking Services) has increased significantly. The estimated variance to budget for the year is £0.130m.

The Council has created new sustainable income from its investment in Moore Business Park, and the Leiston and Riverside Business Centres. It is projected that this year's budget will benefit by a further £0.130m of net income from these properties, due to the timing of the acquisitions in time for the budget setting earlier in the year. The properties also attract and retain a good mix of business with a longer-term impact on employment, Council Tax and Business Rates income to the Council.

3.4.3. Budget Implications to be Monitored

There are items which have been identified as having potential revenue budget implications for this financial year and over the MTFS period but cannot yet be quantified or quantified with a degree of certainty but are important to be highlighted.

Budget Area to be Monitored	Areas Impact	Nature of Impact	Timing of Impact
NI increase 21/22 and introduction of the Health & Social Care Levy.	Council staffing costs and its Partners.	Increased cost, but potential for funding is to be confirmed. Estimated cost to the General Fund is £230k per annum from 2022/23. This excludes any potential funding and impact on partners.	Impacts from 2022/23 onwards.
Partnership fee to be agreed for 2021/22.	Operations - partnership fee.	Increased partnership fee.	Impacts 2021/22 and ongoing budgets.
Fuel price increase.	Operations and HRA - partnership fee.	Increased partnership fee.	Impact in second half of 2021/22 and potentially into 2022/23.
Energy price increase.	Council Admin and HRA sheltered accommodation and Partners.	Increased partnership costs and increased running costs of Council property.	Impact in second half of 2021/22 and potentially into 2022/23.
National pay award for 2021/22 is not yet agreed.	Council staffing costs and its partners.	Current budget assumption is for a 2% increase for Council staffing. The impact will therefore depend on whether the agreed pay award is more or less than this assumption.	Impact in 2021/22 and future years.
General inflation increased, material shortages.	Partnership – Operations and Council contracts.	Increased contract cost and supplies and services across the Council.	Impact from 2022.
Workforces pay pressure/grade inflation.	Council staffing costs and partnership costs.	Increased staffing costs. Annual staffing vacancy allowance in the budget is at risk.	Impact being seen in the current year.
Review of Essential Car User Allowance.	Council staffing costs.	Staff cost saving which will be included in the budget update for Quarter 3 once the formal processed is completed.	From January 2022.

3.5. COVID-19 Financial Impact

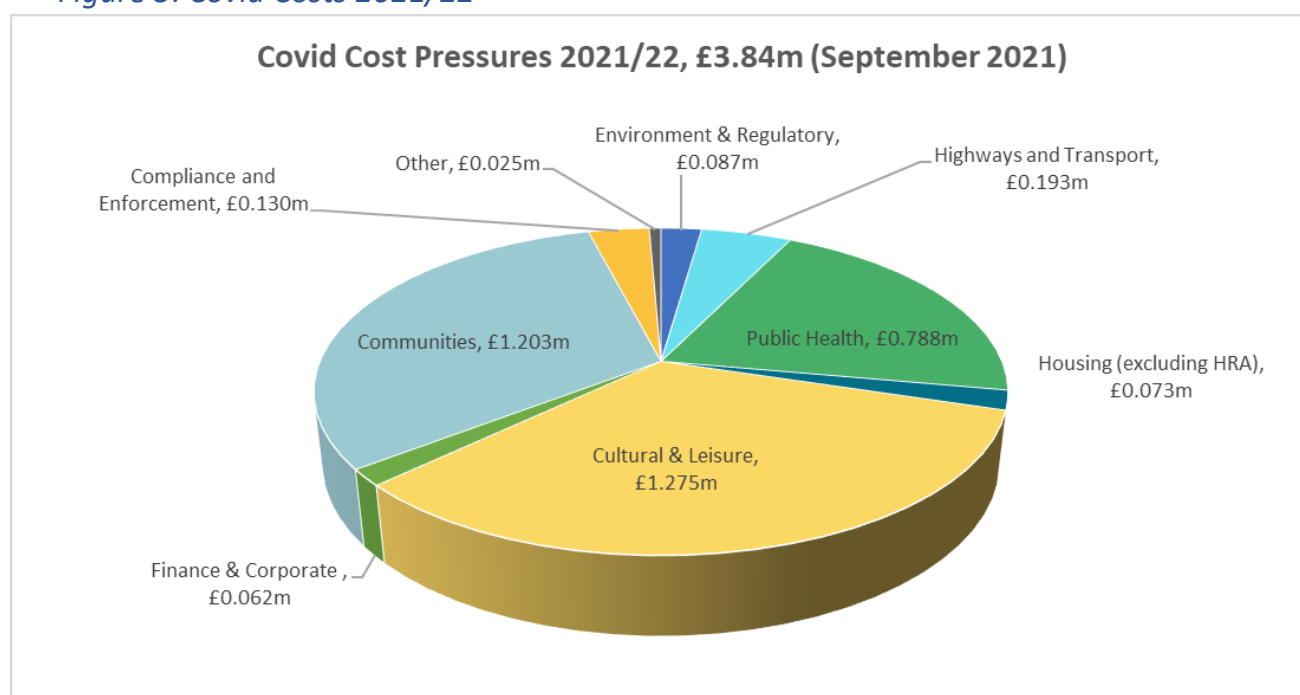
Across the board, teams continued to deliver services to communities and support to businesses in response to the pandemic. The continued financial implications of the pandemic are summarised below.

3.5.1. Covid Cost Pressures

The chart below categorises known and estimated cost pressures for the current financial year. This currently totals £3.84m, as of September 2021. There continues to be significant support to communities, and this is funded externally, primarily by Suffolk County Council. This consists of funding brought forward from 2020/21 as well as additional funding received in the current year. Leisure also remains an area of high Covid cost.

It is currently estimated that the net impact of Covid cost pressures (after funding) could be in the region of £0.200m to £0.300m less than budgeted. As the cost pressure is fully funding from various Covid funding streams this will not translate to a benefit to the General Fund bottom-line, instead it will mean more Covid Core funding remaining in the Covid Reserve at the end of the year.

Figure 5: Covid Costs 2021/22



3.5.2. Covid Savings

In the previous financial year, £0.293m was saved on staff/member travel costs – mileage claims, use of public transport and hire of vehicles and a permanent reduction in budget of £0.100m was included in the February 2021 budget. However, current year forecasts indicate that this is likely to be in the region of a £0.200m saving by the end of this financial year, an additional benefit to the General Fund of £0.100m.

3.5.3. Covid Income Pressures

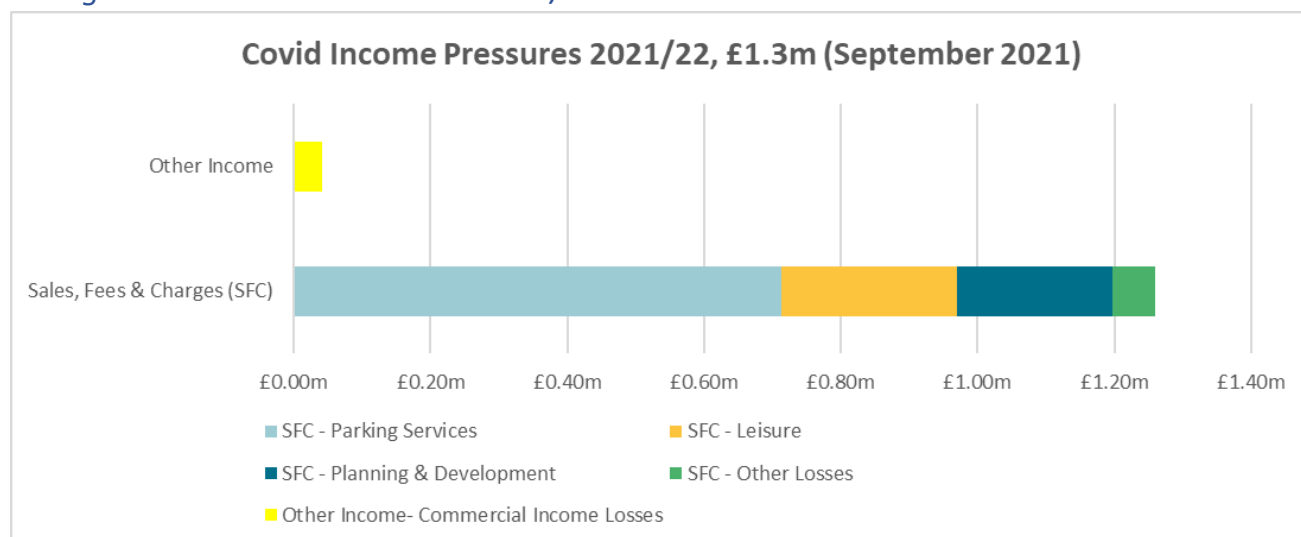
The chart below categorises income pressures for the current financial year. This totals £1.3m of known and estimated income losses, as of September 2021. This is reported against the baseline of 2020/21 budgets.

Loss on Sales, Fees and Charges (SFC) accounts for 97% of the total, £1.260m. The Government's compensation scheme has continued only for the first quarter of 2021/22. It is estimated that in the region of £0.400m could be claimed through the scheme.

Car parking income remains the largest area of income loss for the Council with an estimated loss for the year of £0.700m.

In the 2021/22 Budget a provision of £1.3m was made for the continuation of loss of fees and charges income due to Covid and this is currently in line with actuals to date.

Figure 6: Covid Income Losses 2021/22



3.5.4. COVID-19 Grant Funding

£2.6m of Covid related funding received in 2020/21 was carried forward into 2021/22 and will be used to meet cost pressures in Table 3 above. This funding is currently held in the Covid Earmarked Reserve and will be drawn down as required. The following funding for Covid costs has been received in the current year;

- £1.335m MHCLG Core Funding
- £0.052m MHCLG Admin funding for the Test and Trace Support Payment Scheme
- £0.294m SCC funding for Test and Trace
- £0.345m MHCLG Contain and Outbreak Management Fund (COMF)
- Welcome Back Funding awarded £0.287m but not yet received – funding is received on a claim basis in arrears.

Any remaining funding at the end of 2021/22 will be ringfenced in the Covid Reserve, with the exception being any unspent funding that is required to be returned to the respective funding body. The status of such funding is set out in the table below, with no funding indicated as potentially repayable at this time.

Figure 7: Covid funding that is repayable if not spent

Funding	Total Funding Received £'000	Actual & Committed Spend £'000	Funding End Date	Status
MHCLG – Admin Funding for Test and Trace Support Payment Scheme	112	140	31 March 2022	The scheme is still open. Spend is expected to exceed available funding. The scheme has been extended several times since its original end date, 31 January 2021, and more funding may become available. Bi-monthly costs returns are submitted for monitoring.
MHCLG Compliance & Enforcement Grant	121	100	19 July 2021	Funding period has ended. £21k has now been repaid to MHCLG.
MHCLG - Contain Outbreak Management Fund	345	345	31 March 2022	All funding is currently committed to the end of March 2022 and an MHCLG Return has been completed for planned spend to the end of next March.
SCC -Test and Trace	444	444	31 March 2022	All funding is currently committed to the end of March 2022.

3.6. Reserves

The unallocated General Fund balance is maintained at £6.0m, representing around 5% of budgeted gross expenditure (in the region of £130m).

3.6.1. Earmarked reserves

The Council holds several General Fund Earmarked Revenue Reserves which have been established to meet known or predicted commitments, and to hold balances of grants and external funding which is committed to future year spend. The Council reviews these reserves to ensure the levels continue to be appropriate and if no longer required, are returned to the General Fund. The total balance of General Fund Earmarked Reserves was £68m (excluding Port Health) as of 1 April 2021. However, it should be noted that of this balance, £15.7m relates to a Covid Specific Reserve which will be drawn down in the year for Covid related use.

Earmarked Reserves are categorised into the following groups;

Grants/Funding Carried Forward – this is external funding the Council has received for specific purposes and is drawn down from reserves when spend is incurred.

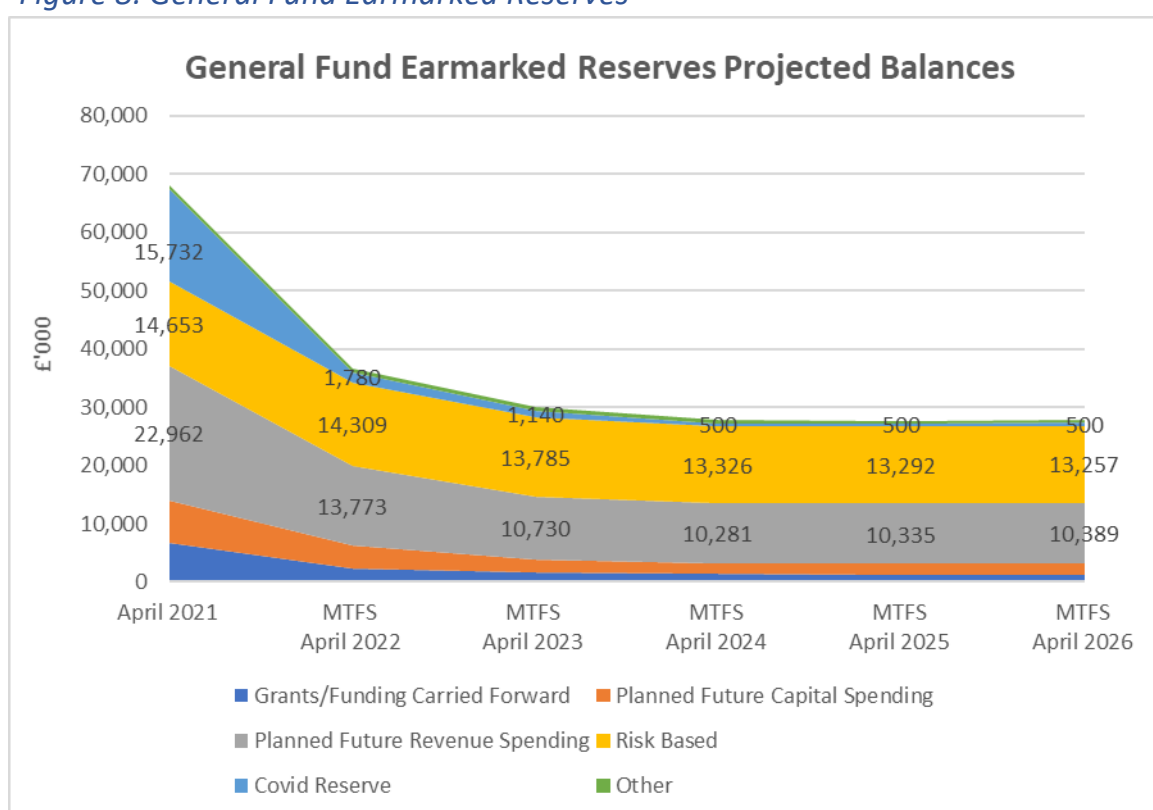
Planned Future Revenue Spending – Council funding has been set aside for specific service areas and/or projects.

Planned Future Capital Spending – this is revenue funding set aside to provide funding for the capital programme.

Risk Based – Council funding has been set aside for unforeseen budget pressures and fluctuations in budget areas of volatility. This will include for example, pension capital costs, Business Rates income and Housing Benefit Subsidy.

Figure 8 below shows the trend of General Fund Earmarked Reserve categories over the MTFS.

Figure 8: General Fund Earmarked Reserves



There is a noticeable decline in reserve balances until 2023/24 and then levelling off for the remainder of the MTFS period, with total Earmarked Reserves standing at approximately £28m. The use of reserves over the next three years is attributable to the following;

- The majority of the Covid Reserve, £13.9m, is projected to be used in this financial year, including £11.4m which is the release of Section 31 Grant to fund the NDR Collection Fund deficit, arising from the Business Rates reliefs provided in 2020/21. There is currently £0.500m uncommitted of the core funding which is shown as the remaining balance.

- The Business Rate Equalisation Reserve is the main reserve within the Risk Based group of reserves. This reserve is held to manage fluctuations in Business Rates income, due to the timing of accounting treatments. The balance on this reserve as of April 2021 was £13.4m.
- The Planned Revenue Spending group of reserves contains some key individual reserves to highlight which are used to fund future budget gap pressures and projects and initiatives to support the delivery of the Strategic Plan. These are set out in the table below and show balances declining with no further contributions to increase available funds over the current MTFS.

Figure 9: Key Reserves for Planned Revenue Spending

Reserves	April 2021 £'000	MTFS April 2022 £'000	MTFS April 2023 £'000	MTFS April 2024 £'000	MTFS April 2025 £'000	MTFS April 2026 £'000
Better Broadband	507	0	0	0	0	0
Business Rates Pilot	2,194	641	243	207	170	133
In-Year Savings	4,319	1,574	1,574	1,574	1,574	1,574
New Homes Bonus (NHB)	6,064	5,153	4,048	3,976	3,903	3,830
Transformation - Digital	658	209	229	249	269	289
Transformation - Environmental	500	500	500	500	500	500
Transformation - Financial Sustainability	1,892	1,623	443	443	443	443
Transformation - Core	167	0	0	0	0	0

3.6.2. Port Health reserves

Port Health also holds an unallocated balance (Planned Future Spending) set to cover one year of cost. Giving the unprecedented increase in Port Health capacity, Finance will be working with the team over the coming month to establish a new risk-based reserve level appropriate for the scale of current operations.

A new Port Health balance has been created as a buffer for the expanding Phillis service. The reserve will hold surpluses from the Phillis operation to build funds for reinvestment in the service.

Figure 10: Port Health Reserve

	April 2021 £'000	MTFS April 2022 £'000	MTFS April 2023 £'000	MTFS April 2024 £'000	MTFS April 2025 £'000	MTFS April 2026 £'000
Port Health - Planned Future Revenue Spending	3,621	3,603	3,674	3,705	3,662	3,620
Port Health - Planned Future Capital Spending	400	250	100	50	0	0
Port Health - ICT	91	91	91	91	91	91
Port Health - Grants/Funding Carried Forward	1,484	1,484	1,484	1,484	1,484	1,484
Total of Port Health Reserve	5,596	5,428	5,349	5,330	5,237	5,195

4. Housing Revenue Account

The Housing Revenue Account, being a ring-fenced account is designed to be self-sufficient in its operation and financing of social housing. All its revenues are reinvested back into the housing stock. Hence, expenditure budget variances outlined below tend to only relate to a timing difference in carrying out planned maintenance works as well as the unpredictable nature of the level of repairs required during the year.

The table below summarises the projected HRA financial position as of September 2021. A contribution of £0.310m to the HRA balance is expected by the end of the year.

Figure 11 - HRA forecast outturn (2021/22)

HRA	Approved budget for the Year £'000	Projected outturn for the Year £'000	Projected full year variance £'000
Income	(21,366)	(21,368)	(2)
Expenditure:			
Repairs & Maintenance	4,292	4,792	500
Supervision & Management	3,397	3,397	0
Special Services	2,191	2,191	0
Other	209	249	40
Interest & Capital Charges	11,330	7,482	(3,848)
Reserve Transfers	500	3,500	3,000
Contribution from/(to) the HRA balance	553	243	(310)

The HRA income base has remained stable. An adverse variance on repairs and maintenance expenditure reflects a fast track of the usual repairs work to make the best use of staff that would otherwise be idle as the capital projects suffered supply shortages.

The favourable variance in interest and capital charges relates to capital or development works that have been reprofiled for future delivery. This is also a timing variance as interest and capital charges apply after capital spend on further housing projects. The excess funds are held in an Earmarked Reserves to be applied to future housing developments.

5. HRA Capital Programme

The shortage of building materials faced across the country has impacted on the delivery of HRA development works. The team have redirected staff towards maintenance work and the use of right to buy receipts to the purchase of S106 properties as they become available. Hence, at the time of this report, officers do not anticipate a significant impact of construction delays on the availability of sufficient social housing stock. Figure 12 summarises the impact of the delays to the projected capital spend for the full year. Budgets will be carried forward to deliver projects as conditions improve in the construction industry.

Figure 12 - HRA forecast capital spend (2021/22)

HRA Capital	Original Budget 2021/22 £000	Actual to 30/9/2021 2021/22 £000	Revised Budget 2021/22 £000
Housing repairs	5,781	703	4,041
Housing acquisition and redevelopment	1,915	348	1,611
Housing development	15,016	379	2,949
HRA Total Capital Expenditure	<u>22,712</u>	<u>1,430</u>	8,601

The acquisition and redevelopment programme are largely on target. Much of the development programme has seen delays from COVID as well as material shortages. Therefore, many of the schemes are anticipated to start on site in Q4, with the remaining budgets to be reprofiled to 2022/23.

6. General Fund Capital Programme

The General Fund capital programme is also experiencing slippage because of COVID-19 delays, plus complexities with specialist projects such as the Lowestoft Flood Risk Management Project, which accounts for a large part of the slippage in the programme. Other projects such as Southwold Caravan Site redevelopment and former post office refurbishment have also been reprofiled for delivery in future periods. A summary forecast for capital spend to the end of the financial year 2021/22 is presented in Figure 13 below. The Capital Programme to be considered in December will report updated profiling and more realistic phasing of capital expenditure.

There remains a risk that some projects will cost more because of the delays and the ongoing materials shortage. Officers are working to manage exposure to the risk and will return to Cabinet as required when it becomes more certain (from contractor quotes) that projects cannot be delivered within the approved budgets.

Figure 13 – General Fund forecast capital spend (2021/22)

	Original Budget 2021/22 £000	Revised Budget April 2021 2021/22 £000	Actual to date as at 30/09/2021 2021/22 £000	Revised Budget September 2021 2021/22 £000
Economic Development & Regeneration	500	780	199	280
Environmental Services & Port Health	150	150	50	120
Financial Services	200	3,873	0	3,700
Digital and programme management	50	804	275	804
Operations	13,244	17,750	1,308	8,904
Planning & Coastal Management	19,367	19,344	1,518	4,174
General Fund - Housing Improvement	1,500	1,399	483	1,000
General Fund - Long Term Debtors	10,000	10,000	0	0
Total Capital Budget	<u>45,011</u>	<u>54,100</u>	<u>3,833</u>	<u>18,982</u>



CABINET

Tuesday, 02 November 2021

Subject	Funding for Rural Youth Provision
Report by	Councillor Letitia Smith Cabinet Member with responsibility for Communities, Leisure and Tourism
Supporting Officer	Nicole Rickard Head of Communities Nicole.rickard@eastsuffolk.gov.uk 07766998074

Is the report Open or Exempt?	OPEN
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Category of Exempt Information and reason why it is NOT in the public interest to disclose the exempt information.	Not applicable
Wards Affected:	Bungay & Wainford Deben Halesworth and Blything Kelsale and Yoxford Melton Orwell and Villages Rendlesham and Orford Southwold Wickham Market Wrentham, Wangford and Westleton

Purpose and high-level overview

Purpose of Report:

To seek growth funding to pilot a project to enable the development of sustainable youth provision in rural communities in East Suffolk.

Options:

The need for this project has been identified over a number of years and the Covid-19 pandemic has shone a spotlight on the challenges faced by young people in all areas of the county, but specifically in rural communities in East Suffolk where there are specific challenges around access to services and the level of youth provision. Covid impacts have been identified in relation to education, employment, emotional wellbeing, loneliness and levels of physical activity in young people.

East Suffolk Council has funded some pre-pilot activity to be delivered by Community Action Suffolk through the Covid-19 Community Recovery Fund to test this approach.

Recommendation/s:

That Cabinet approve an additional £101,650 for a two-year Rural Youth Support project, to be delivered by Community Action Suffolk, to work alongside communities in the four most rural Community Partnership areas to develop additional youth work provision.

Corporate Impact Assessment

Governance:

Regular updates will be provided by Community Action Suffolk and quarterly update meetings will be held to evaluate progress and outcomes. Community Action Suffolk will be working alongside the four Community Partnerships and the four Communities Officers that support communities in these areas.

ESC policies and strategies that directly apply to the proposal:

The Council's Enabling Communities Strategy emphasises the importance of enabling communities of interest as well as communities of geography, with young people being a key group within the Age protected characteristic identified within the Equality Act 2010.

Environmental:

None

Equalities and Diversity:

Age is one of ten Protected Characteristics identified by East Suffolk Council (the nine protected characteristics in the Equality Act plus deprivation/socio-economic disadvantage). 20.9% of the East Suffolk population is aged between 0-19 (compared to 23.7% in England).

Key issues for young people include deprivation, low aspiration, low educational attainment, high number of NEET's, mental health & wellbeing, lack of activities, access to affordable & accessible transport.

It is clear that this project will have a positive impact on young people in East Suffolk, specifically those living in rural communities. This will complement the Youth Focus Suffolk project which is targeting nine more urban wards in East Suffolk as part of a countywide programme.

Financial:

This proposal, if agreed, would cost the Council an additional £101,560 for a two-year project.

In the Budget and Medium Term Financial Strategy (MTFS) report to Full Council on 24 February 2021 it was reported that for 2021/22 only, Suffolk Public Sector Leaders (SPSL) have agreed that their share of pooling benefit from the Suffolk Business Rates Pool will be distributed to the pool members, to potentially provide a further buffer against reductions in business rates income if required.

The SPSL share is generally utilised for community and economic projects. The MTFS indicated a firm intention for East Suffolk to retain its SPSL element in a earmarked reserve and use it to continue to promote valuable projects of this nature, a number of which represent a continuation of community response/recovery and economic recovery work in respect of the pandemic. The proposal in this report firmly fits this criterion. Technically, due to accounting timing differences regarding realisation of this SPSL share, this will initially be funded from the Business Rates Equalisation Reserve that currently contains accumulated Pooling Benefit.

Human Resources:

None directly, although the four relevant Communities Officers will work closely with the Community Action Suffolk project lead and enable delivery of the project in their Community Partnership area.

ICT:

None

Legal:

A simple Grant Agreement would be co-produced with Community Action Suffolk, including the key outcomes included in paragraph 3.4 below.

Risk:

The main risk is lack of take up from rural communities as this model depends on activating and engaging local volunteers to work alongside paid staff to identify the needs of young people and develop solutions to those needs.

External Consultees:

This proposal has been developed in conjunction with Community Action Suffolk.

Strategic Plan Priorities

Select the priorities of the [Strategic Plan](#) which are supported by this proposal:

(Select only one primary and as many secondary as appropriate)

**Primary
priority**

**Secondary
priorities**

T01	Growing our Economy		
P01	Build the right environment for East Suffolk	<input type="checkbox"/>	<input type="checkbox"/>
P02	Attract and stimulate inward investment	<input type="checkbox"/>	<input type="checkbox"/>
P03	Maximise and grow the unique selling points of East Suffolk	<input type="checkbox"/>	<input type="checkbox"/>
P04	Business partnerships	<input type="checkbox"/>	<input type="checkbox"/>
P05	Support and deliver infrastructure	<input type="checkbox"/>	<input type="checkbox"/>
T02	Enabling our Communities		
P06	Community Partnerships	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P07	Taking positive action on what matters most	<input checked="" type="checkbox"/>	<input type="checkbox"/>
P08	Maximising health, well-being and safety in our District	<input type="checkbox"/>	<input checked="" type="checkbox"/>
P09	Community Pride	<input type="checkbox"/>	<input checked="" type="checkbox"/>
T03	Maintaining Financial Sustainability		
P10	Organisational design and streamlining services	<input type="checkbox"/>	<input type="checkbox"/>
P11	Making best use of and investing in our assets	<input type="checkbox"/>	<input type="checkbox"/>
P12	Being commercially astute	<input type="checkbox"/>	<input type="checkbox"/>
P13	Optimising our financial investments and grant opportunities	<input type="checkbox"/>	<input type="checkbox"/>
P14	Review service delivery with partners	<input type="checkbox"/>	<input type="checkbox"/>
T04	Delivering Digital Transformation		
P15	Digital by default	<input type="checkbox"/>	<input type="checkbox"/>
P16	Lean and efficient streamlined services	<input type="checkbox"/>	<input type="checkbox"/>
P17	Effective use of data	<input type="checkbox"/>	<input type="checkbox"/>
P18	Skills and training	<input type="checkbox"/>	<input type="checkbox"/>
P19	District-wide digital infrastructure	<input type="checkbox"/>	<input type="checkbox"/>
T05	Caring for our Environment		
P20	Lead by example	<input type="checkbox"/>	<input type="checkbox"/>
P21	Minimise waste, reuse materials, increase recycling	<input type="checkbox"/>	<input type="checkbox"/>
P22	Renewable energy	<input type="checkbox"/>	<input type="checkbox"/>
P23	Protection, education and influence	<input type="checkbox"/>	<input type="checkbox"/>
XXX	Governance		
XXX	How ESC governs itself as an authority	<input type="checkbox"/>	<input type="checkbox"/>

How does this proposal support the priorities selected?

Seven of the eight East Suffolk Community Partnerships (P06) have identified some aspect of support for young people as one of their priorities. The specific needs identified include education, opportunities, aspiration, services, facilities, activities, physical activity and mental well-being.

It is clear from studies on the impact of Covid-19 that young people have experienced a range of negative impacts and that there are concerns about the longer-term manifestations of these impacts. The Councils priority around 'taking positive action on what matters most' (P07) means that we use data to identify specific issues, in this case the needs of young people in the District post-Covid, and we want to try to tackle gaps in provision and support for young people by enabling action to be led by local communities. This priority also specifically highlights the needs of rural communities.

The priority around health, wellbeing and safety (P08) includes specific reference to helping individuals and communities to be more resilient and achieve their full potential.

This project aims to increase the resilience of young people, their families and their communities through a model where communities are enabled to develop solutions to the needs identified by their young people.

Background and Justification for Recommendation

1	Background facts
1.1	Young People have been identified as a priority for the Community Partnership Board through its Covid Response and Recovery work, and by seven of the eight East Suffolk Community Partnerships. The specific needs of young people in rural communities have been identified through rural proofing work undertaken by the Community Partnerships.
1.2	<p>A report by the Association for Young People's Health (AYPH) (Feb 2021) highlights the number of challenges caused by the pandemic which disproportionately affect young people aged 10 -24. These include loneliness, mental health concerns, lack of access to health services, unemployment, a widening education gap, and exacerbation of financial and health inequalities. The report concludes:</p> <p style="padding-left: 40px;">“Lots of young people are going to need help in the months and years ahead. Some of the workforce/ organisations best placed to deliver this, such as the youth sector, have been hardest hit. This needs acknowledging and correcting. There is not one programme or intervention that is going to be the “quick fix”. We can start to put mitigating actions in place now.’</p> <p>(Association for Young People's Health, 2021)</p>
1.3	<p>Suffolk County Council and Community Action Suffolk, working to the Collaborative Communities Board, have recently launched a new Youth Focus Suffolk project which focusses on 37 wards of interest across the County, including the following nine wards in East Suffolk:</p> <ul style="list-style-type: none"> • Aldeburgh and Leiston • Beccles and Worlingham • Carlton and Whitton • Carlton Colville • Gunton and St Margaret's • Harbour and Normanston • Kirkley and Pakefield • Oulton Broad • Western Felixstowe
1.4	<p>These are all wards with higher populations of young people, including six in or adjacent to Lowestoft. Youth Focus provides:</p> <ul style="list-style-type: none"> - Youth work training - 121 support and information for organisations and groups - Peer support network - Online resources, information on funding and training via https://info.suffolk.gov.uk/kb5/suffolk/info/advice.page?id=e3Mluy4crYg

1.5	The proposed project addresses the needs of rural communities, outside the main settlements, and is therefore supplementary and complementary to the wider Youth Focus programme.
1.6	The Holiday Activity Fund (HAF), which is funded at Suffolk level, but which ESC staff co-ordinate at a local level, is delivered across the District but as might be expected is focussed on more urban communities and market towns. There is therefore less likelihood that young people from more rural communities will be able to participate.
1.7	The Council supports the Youth Voice website which provides an opportunity for young people to raise issues which are then fed into the relevant Community Partnership meeting – this can be found at Youth Voice » East Suffolk Council
1.8	We also facilitate the East Suffolk Youth Priority Action Group which brings together a range of practitioners working with young people across the District, the Waveney Youth Council and an annual Youth Take Over Day across the District.

2 Current position

2.1	Based on the work undertaken by the Community Partnerships to define their priorities, the rural proofing programme undertaken by all eight Community Partnerships and supported by Community Action Suffolk, and a range of data around the impact of Covid-19 on young people, a project proposal has been developed by the Communities Team in conjunction with Community Action Suffolk to address the specific needs of young people in the four most rural Community Partnership areas.														
2.2	<p>A range of needs in relation to young people have been identified through the Community Partnerships, as follows:</p> <table border="1"> <tr> <td>1. Aldeburgh, Leiston, Saxmundham and villages CP</td><td>Education, Opportunities and Aspirations</td></tr> <tr> <td>2. Beccles, Bungay, Halesworth and villages CP</td><td>Tackle social isolation and loneliness for all age groups including young people</td></tr> <tr> <td>3. Carlton Colville, Kessingland, Southwold and villages CP</td><td>Facilities, activities, and employment for young people</td></tr> <tr> <td>4. Felixstowe Peninsular CP</td><td>Education – aspirations, ambitions, and standards</td></tr> <tr> <td>5. Framlingham, Wickham Market and villages CP</td><td>Developing opportunities for young people</td></tr> <tr> <td>6. Lowestoft and Northern parishes CP</td><td>Tackle childhood obesity</td></tr> <tr> <td>7. Woodbridge, Melton and Deben Peninsular CP</td><td>Youth Engagement, opportunities, and services</td></tr> </table>	1. Aldeburgh, Leiston, Saxmundham and villages CP	Education, Opportunities and Aspirations	2. Beccles, Bungay, Halesworth and villages CP	Tackle social isolation and loneliness for all age groups including young people	3. Carlton Colville, Kessingland, Southwold and villages CP	Facilities, activities, and employment for young people	4. Felixstowe Peninsular CP	Education – aspirations, ambitions, and standards	5. Framlingham, Wickham Market and villages CP	Developing opportunities for young people	6. Lowestoft and Northern parishes CP	Tackle childhood obesity	7. Woodbridge, Melton and Deben Peninsular CP	Youth Engagement, opportunities, and services
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3 How to address current situation

3.1	<p>The proposed project will focus on the four most rural Community Partnership areas:</p> <ol style="list-style-type: none"> 1. Beccles, Bungay, Halesworth and villages Community Partnership (south of the CP area)
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	<ol style="list-style-type: none"> 2. Carlton Colville, Kessingland and Southwold Community Partnership (west of the CP area adjoining the above) 3. Framlingham, Wickham Market and villages Community Partnership (north of the CP area adjoining both of the above) 4. Melton, Woodbridge and Deben Community Partnership area
3.2	The aim of the project is to work alongside communities in these areas, offering practical, targeted support to develop sustainable youth work provision, identifying needs and enabling new activity – all in conjunction with young people.
3.3	<p>The two main elements of the project are:</p> <ol style="list-style-type: none"> 1. Recruiting and training trusted volunteers in individual communities – potentially capturing some of the volunteer energy generated during the pandemic. The CAS offer would be a flexible super-localised approach, which would involve working closely with community groups and individuals to build their confidence and capacity. This includes focussed one to one support to help the groups constitute themselves, address any barriers they may come across and generally following the process alongside them 2. At the same time outreach and engagement activities would be undertaken with young people to ensure that their needs and assets are fully understood, with the aim of bringing community groups, volunteers and young people together to shape the long-term provision
3.4	<p>The project will recruit rural youth development officers and sessional youth workers to facilitate this work. It is anticipated that the project will focus on two to three areas of East Suffolk at a time – offering 4 months of targeted development work, before moving on to the next areas. The work in each area could include:</p> <ul style="list-style-type: none"> - ‘Youth Participation’ training for Parish Councils and community groups to build understanding of effective youth engagement - Youth development workshops in the local communities - Localised mapping of youth provision in the area and creation of local partnerships / networks - Recruiting and training a team of local volunteers to develop provision in each neighbourhood - Establishing strong partnerships with schools - Undertaking outreach youth work sessions in each area to build relationships and participation from young people. - Working alongside the volunteer team and young people to co-produce the programme of activities for the area.
3.5	Through the Youth Focus network, the project will work closely with other youth organisations working in more urban communities to create interesting and engaging opportunities for young people and volunteers, for example digital youth work. The Leaders in each community would be included in the Youth Focus peer support network - a support group for similar projects at a Suffolk level – as well as the East Suffolk Youth Priority Action Group for more local, ongoing support.
3.6	Each community model will be unique depending on the needs of that community, the needs of young people and local assets including young people themselves. The emphasis will be very much on one-to-one support with whatever the community needs help with based on the needs identified by the young people in that area – for example setting up a new group (with a constitution and appropriate policies), reconfiguring an existing group, developing a project plan and/or seeking funding. The needs and structure might be quite different in each

	area - in one cluster of villages it might be setting up a carpool to get young people to provision in the local town, in another it might be taster activity sessions, another it might be a youth night at the local pub and another it might be more traditional youth work sessions. In some communities the needs might be more physical e.g. a youth shelter, skate facility and/or youth café.
3.7	The overall aim is to build capacity within local communities to develop youth provision that meets the needs of local young people. At the end of the project the intention is that communities will feel empowered and equipped with the knowledge and tools that they need to continue to offer youth provision in partnership with young people.
3.8	The total cost of the two-year project is £101,560. This includes project staff, training, travel, equipment and networking events, workshops and training for community group. It also includes a £10,000 development fund for community groups to apply to for funding to start up new activities (match funding may be available through their Community Partnership and other sources at a Suffolk level, for example through the Suffolk Community Foundation).
3.9	Key Outcomes for East Suffolk young people and their communities would be: <ul style="list-style-type: none"> - Communities feel more confident and equipped to engage with, support and work with their young people - Residents feel more connected with others in their community, reducing isolation and loneliness - Intergenerational relationships are strengthened within the community, supporting emotional wellbeing across age groups. - Enhanced youth work skills through quality training provision - New opportunities for volunteering created and supported, positively impacting mental health. - Improved emotional wellbeing, health and happiness for individuals - Improved family and community cohesion - Increased engagement in extra-curricular activities for young people, encouraging positive choices. - Reduction in anti-social behaviour, substance misuse or offending - Increased participation in active leisure and healthy lifestyle activities - Increased aspirations, successful transitions into education, employment and training post 16

4 Reason/s for recommendation	
4.1	There is strong evidence of unmet need in rural communities in terms of a range of issues impacting the lives of young people and emerging data that demonstrates that the impacts of the pandemic are being felt more in deprived, rural and coastal communities.
4.2	This project complements the Youth Focus work funded by Suffolk County Council focussed on nine more urban/populated wards in East Suffolk and provides an opportunity to develop, evolve and test a model for enabling sustainable youth provision in rural communities.

Appendices

Appendices:

None.

Background reference papers:

None.