

## Report

---

CIL Review

---

East Suffolk Council



---

October 2021

## Quality Assurance

Date of Report	14 October 2021
Version	V12
Filename and path	L:\_Client Projects\1904 CIL Review_East Suffolk_Reports\2110 Report\211014 East Suffolk CIL report_v12.docx
Prepared by	Ben Aspinall, Managing Director  Edward Tyler, Senior Consultant  (Stuart Cook, Director)
Checked by	Ben Aspinall, Managing Director
Date	8 October 2021
Authorised by	Ben Aspinall, Managing Director
Date	8 October 2021

## Limitation

This report has been prepared on behalf of and for the exclusive use of Aspinall Verdi Limited's Client and it is subject to and issued in connection with the provisions of the agreement between Aspinall Verdi Limited and its Client. Aspinall Verdi Limited accepts no liability or responsibility whatsoever for or in respect of any use of or reliance upon this report by any third party.

# Contents

## Executive Summary

## Report

1	Introduction	1
	Declaration	2
	Novel Coronavirus (COVID-19)	3
2	National Planning Policy Context	5
	National Planning Policy Framework	5
	Planning Practice Guidance for CIL	6
3	Methodology	12
	Viability modelling best practice	12
	What to test?	13
	Development appraisal inputs	14
	Benchmark Land Value (BLV) approach	14
	Guidance on Premiums / Land Value Adjustments	16
	Conclusions on BLV	19
	Viability modelling approach	19
4	Local Plan Context	23
	Local Plan policies	23
	Neighbourhood Plan policies	24
	Current CIL rates	24
5	Residential Viability Testing	30
	Housing growth	30
	Devising typologies to test	32
	Value zones	33
	Greenfield/brownfield site typologies	35
	Strategic site locations	38
	Generic dwelling types and mix	39
	Residential Typologies	42
	Residential Value assumptions	44
	Cost assumptions	47
	Timescales	57
	Land value evidence	58
	Greenfield land value assessment	58
	Brownfield land value assessment	60
	Benchmark land value assumptions	61
	Benchmark land value caveats	63
	Viability testing results – generic typology testing	63
	Strategic sites – additional assumptions	67
	Policy SCLP12.19: Brightwell Lakes, Martlesham	71
	Policy SCLP12.29: South Saxmundham Garden Neighbourhood	72
	Policy SCLP12.3: North Felixstowe Garden Neighbourhood	78
	Policy SCLP12.64: Land off Howlett Way, Trimley St Martin	84
	Policy WLP2.16: Land south of The Street, Carlton Colville	88
	Policy WLP3.1: Beccles and Worlingham Garden Neighbourhood	92
	Policy WLP2.13: North of Lowestoft Garden Village	99
	Policy WLP2.4: Kirkley Waterfront and Sustainable Urban Neighbourhood	102
	Viability testing results – strategic sites summary	106

6	Holiday Accommodation Viability Testing	108
	Holiday Accommodation Typologies	108
	Holiday Accommodation Value assumptions	109
	Build cost assumptions and timescales	111
	Benchmark Land Value for Holiday Accommodation	112
	Viability testing results – Holiday Accommodation	113
7	Specialist Residential Accommodation Testing	115
	Specialist Accommodation for Older People typologies	115
	Specialist Accommodation for Older People Value assumptions	117
	Build cost assumptions – specialist residential accommodation	119
	Timescales	122
	Benchmark Land Value for Specialist Housing for Older People	122
	Viability testing results – Specialist Housing for Older People	122
8	Retail Viability Testing	124
	Convenience retail typologies	124
	Convenience Retail Value assumptions	125
	Cost assumptions (convenience retail)	125
	Timescales	129
	Benchmark Land Value – convenience retail	129
	Viability testing results – convenience retail	129
	Comparison retail typologies	129
	Comparison Retail Value assumptions	129
	Cost assumptions (comparison retail)	130
	Timescales	130
	Benchmark Land Value – comparison retail	131
	Viability testing results – comparison retail	131
9	Employment Viability Testing	132
	Office typology	132
	Office Value assumptions	133
	Cost assumptions - Office	133
	Timescales	134
	Benchmark Land Value - office	134
	Viability testing results - office	134
	Industrial typology	134
	Industrial Value assumptions	134
	Cost assumptions - industrial	135
	Timescales	136
	Benchmark Land Value - industrial	136
	Viability testing results - industrial	136
10	Recommendations - Setting of CIL Rates	137
	Approach to CIL rate setting	137
	Recommended Residential CIL Rates	139
	Strategic Sites CIL Rates	142
	Holiday accommodation recommendations	147
	Specialist accommodation for Older Persons recommendations	147
	Retail recommendations	147
	Employment recommendations	147
	Best Practice	148

## Tables & Figures

Figure 3-1 The residual valuation framework	12
Figure 3-2 Balance between RLV and BLV	13
Table 3.1 Example appraisal viability summary	20
Table 3.2 Example 1 of development appraisal sensitivity tables	21
Table 3.3 Example 2 of development appraisal sensitivity tables	21
Figure 4-1 CIL charging schedule – Suffolk Coastal District	25
Figure 4-2 CIL charging schedule – Waveney District	26
Figure 4-3 Suffolk Coastal District current CIL charging zones	27
Figure 4-4 Waveney District current CIL charging zones	28
Figure 4-5 Infrastructure Funding Statement – December 2020	29
Figure 5-1 Distribution of residential development growth	31
Figure 5-2 Distribution of residential development growth / value zones	34
Table 5.1 Density analysis of greenfield mid value zone	35
Table 5.2 Density analysis of greenfield mid higher value zone	36
Table 5.3 Density analysis of greenfield higher value zone	36
Table 5.4 Planned brownfield sites	36
Figure 5-3 Strategic sites and their value zones	38
Table 5.5 Suffolk Coastal District – indicative housing mix for Local Plan viability study (2019)	39
Table 5.6 Waveney District – indicative housing mix – WPV testing (2018)	40
Table 5.7 Dwelling mixes in strategic sites for CIL viability testing (2021)	41
Table 5.8 Dwelling mix for generic typologies in CIL viability testing (2021)	41
Figure 5-4 Technical housing standards – nationally described space standard	42
Table 5.9 Generic Residential Typologies for CIL Viability testing	43
Table 5.10 Residential Value assumptions (2021)	44
Table 5.11 Affordable housing requirements, Suffolk Coastal and Waveney District	45
Table 5.12 Affordable housing value inputs – Waveney & Suffolk Coastal WPV	46
Table 5.13 LHA Weekly rates – comparison	47
Table 5.14 Affordable housing transfer values (2021)	47
Table 5.15 Build Cost assumptions – previous and current study comparison	49
Table 5.16 Appraisal timing assumptions	57
Table 5.17 No. of planned greenfield and brownfield sites	58
Table 5.18 Agricultural land - sold values	59
Table 5.19 Agricultural land - asking prices	59
Table 5.20 Brownfield land - achieved values	60
Table 5.21 Greenfield Benchmark Land Values	62

Table 5.22 Viability Testing Results – generic residential typologies	65
Table 5.23 Strategic Site Build cost assumptions	68
Table 5.24 Gross to net site assumptions for strategic testing	70
Figure 5-5 Policy map - South Saxmundham Garden Neighbourhood	72
Table 5.25 South Saxmundham promoters' comments and responses	74
Figure 5-6 Policy map - North Felixstowe Garden Neighbourhood	78
Table 5.26 North Felixstowe Garden Neighbourhood promoters' comments and responses	80
Figure 5-7 Proposal map – Land off Howlett Way, Trimley St Martin	84
Table 5.27 Trimley St Martin promoters' comments and responses	85
Figure 5-8 Policy map – Land south of The Street, Carlton Colville	88
Table 5.28 Carlton Colville site promoters' comments and responses	90
Figure 5-9 Policy map– Beccles and Worlingham Garden Neighbourhood	92
Table 5.29 Beccles and Worlingham Garden Neighbourhood promoters comments and responses .	94
Figure 5-10 Policy map – Lowestoft Garden Village	99
Figure 5-11 Policy map – Kirkley Waterfront and Sustainable Urban Neighbourhood	102
Table 5.30 Strategic sites summary of results	106
Table 6.1 Holiday let accommodation values	109
Figure 6-1 Holiday Lodge Value Zones	110
Table 6.2 Holiday accommodation build costs assumptions	111
Table 7.1 Specialist residential accommodation – typologies	117
Table 7.2 Sheltered and extra care accommodation value assumptions	118
Table 7.3 Nursing/residential care home value assumptions	119
Table 7.4 Specialist accommodation costs assumptions	120
Table 7.5 Comparison retail scenarios timescales	122
Table 8.1 Convenience retail value assumptions	125
Table 8.2 Previous appraisal and proposed convenience retail build cost inputs	126
Table 8.3 Convenience retail scenarios timescales	129
Table 8.4 Comparison retail value assumptions	130
Table 8.5 Comparison retail costs assumptions	130
Table 8.6 Comparison retail scenarios timescales	131
Table 9.1 Office value assumptions	133
Table 9.2 Office costs assumptions	133
Table 9.3 Office development timescales	134
Table 9.4 Industrial value assumptions	135
Table 9.5 Industrial build costs assumptions	135
Table 9.6 Industrial scenarios timescales	136
Figure 10-1 Decision making process for recommended CIL rate	137

Figure 10-2 Proposed CIL Residential charging zones	139
Table 10.1 - Recommended Residential CIL Rates	140
Table 10.2 Buffer analysis – generic residential typologies	141
Table 10.3 Buffer equivalence – strategic sites	144
Table 10.4 Buffer rationale – strategic sites	145

---

## Appendices

Appendix 1 – Policy Review
Appendix 2 – Market Report
Appendix 3 – Previous value zones in Suffolk Coastal and Waveney
Appendix 4 – BCIS costs and breakdown
Appendix 5 – Residential appraisals
Appendix 6 – Strategic site appraisals
Appendix 7 – Holiday accommodation appraisals
Appendix 8 – Specialist housing appraisals
Appendix 9 – Retail appraisals
Appendix 10 – Employment appraisals

## 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

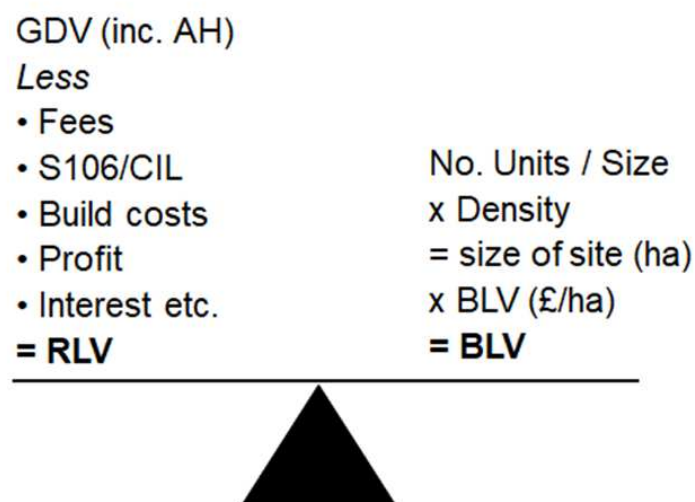
---

- 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

---

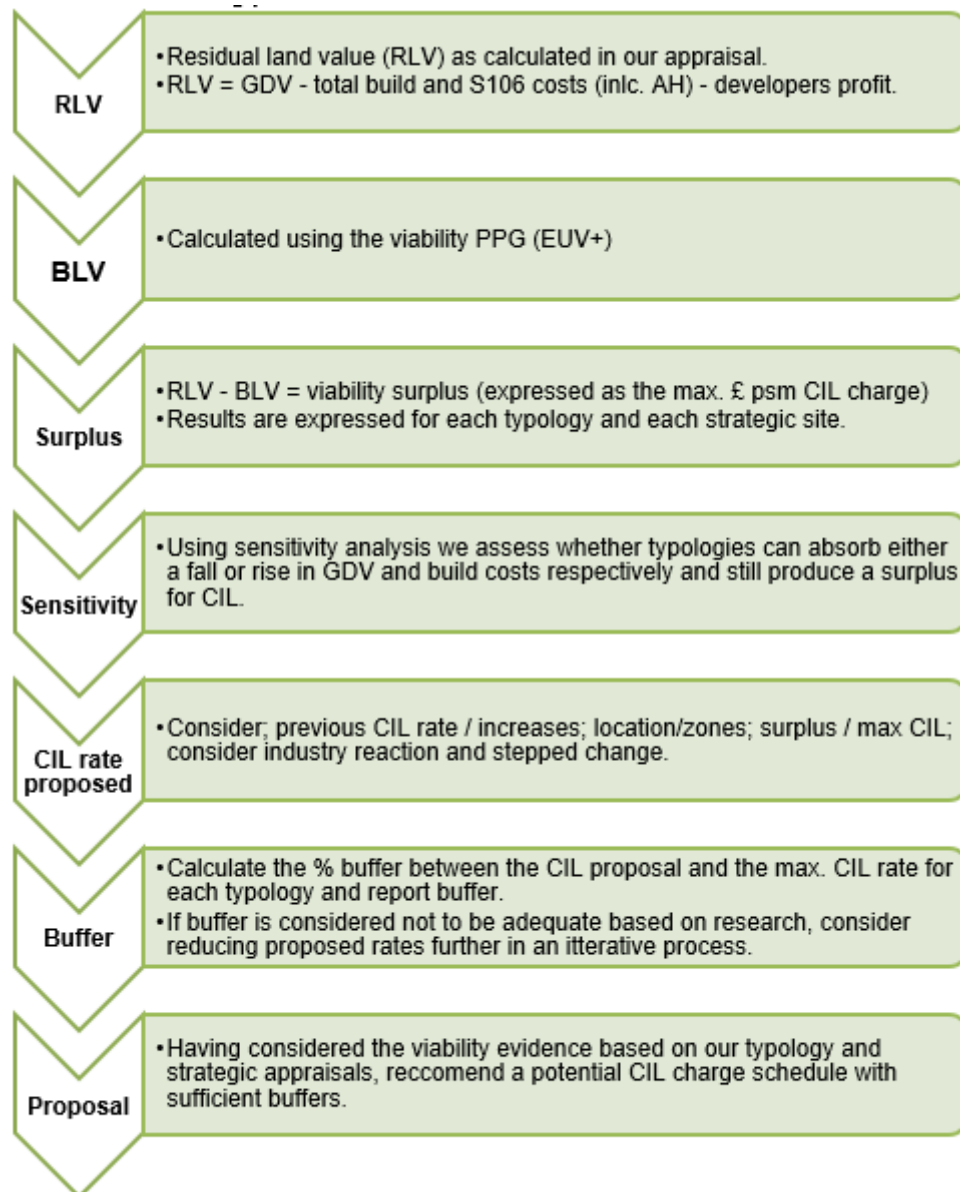
- ES 17 Section 5 sets out our residential viability testing. These includes: our approach to the devising the appropriate typologies; establishing the value zone; considering site typologies; cost assumptions and strategic sites.
- ES 18 This section sets out the *maximum* development surplus' for CIL 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**

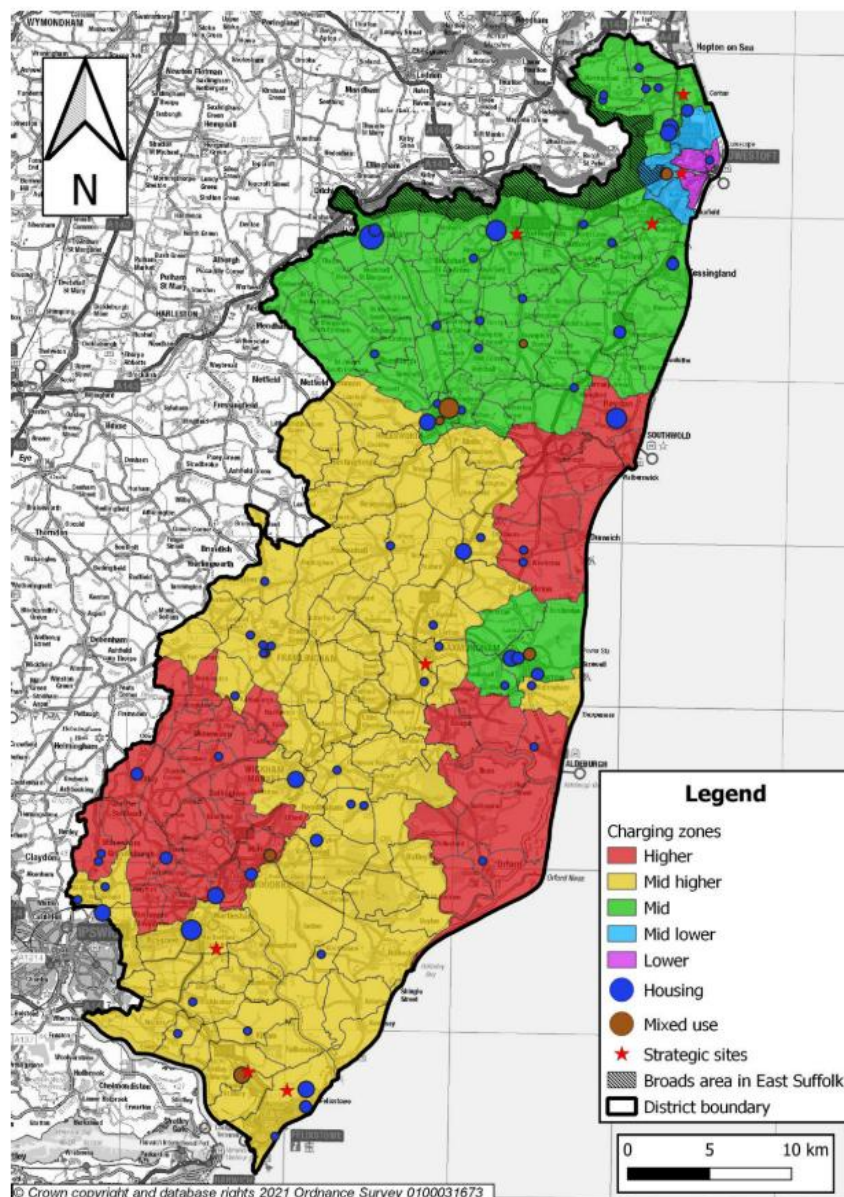


Source: AspinallVerdi

## 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: AspinalVerdi, 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**

<b>Zone</b>	<b>Recommended CIL Rate (£ psm)</b>
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**

<b>Strategic Site</b>	<b>Recommended CIL Rate (£ psm)</b>
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 Studies<sup>1</sup> that have been

---

<sup>1</sup> 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).<sup>2</sup>
- 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

---

<sup>2</sup> 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).*<sup>3</sup> 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.<sup>4</sup>
- 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.<sup>5</sup>
- 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*

---

<sup>3</sup> MHCLG, 01 September 2019, PPG CIL

<sup>4</sup> MHCLG, February 2019, NPPF, Paragraph 1

<sup>5</sup> 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.’<sup>6</sup>

## 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.’<sup>7</sup>*

- 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 amendments<sup>8</sup>. 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’*.<sup>9</sup> 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’*.<sup>10</sup> (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—*

---

<sup>6</sup> Ibid, Paragraph 34

<sup>7</sup> Ibid, Paragraph 57

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

<sup>9</sup> MHCLG, PPG CIL, Paragraph: 012 Reference ID: 25-012-20190901

<sup>10</sup> 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.*<sup>11</sup>

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’<sup>12</sup> – 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’.<sup>13</sup> (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’<sup>14</sup>.

‘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.’<sup>15</sup> (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’.<sup>16</sup> (our emphasis)

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

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

<sup>13</sup> Ibid, Paragraph: 020 Reference ID: 25-020-20190901

<sup>14</sup> Ibid

<sup>15</sup> Ibid

<sup>16</sup> 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’*.<sup>17</sup> (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].<sup>18</sup>*

- 2.17 This is important, because development on brownfield land could be considered a ‘type’ of development, but it is not a ‘use’. Paragraph: 023<sup>19</sup> 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’<sup>20</sup>*.

- 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*

<sup>17</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901

<sup>18</sup> The Community Infrastructure Levy Regulations 2010 and (Amendment) Regulations 2014

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

<sup>20</sup> 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’.*<sup>21</sup> (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’.*<sup>22</sup>

## 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).<sup>23</sup>
- 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.*

---

<sup>21</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901,

<sup>22</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901

<sup>23</sup> 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.'*<sup>24</sup>

- 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.'*<sup>25</sup>
- 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.'*<sup>26</sup>
- 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.'*<sup>27</sup>

## 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.'*<sup>28</sup>
- 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.'*<sup>29</sup>
- 2.31 It is therefore important that there is no double counting ('double-dipping') of S106 and CIL.

---

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

<sup>25</sup> MHCLG, Revision 01 September 2019, PPG, Paragraph: 020 Reference ID: 25-020-20190901

<sup>26</sup> CIL Review Team, October 2016, A New Approach To Developer Contributions, Page 54

<sup>27</sup> Ibid

<sup>28</sup> MHCLG, Revision 01 September 2019, Paragraph: 093 Reference ID: 25-093-20190315

<sup>29</sup> 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.'*<sup>30</sup>
- 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.<sup>31</sup>
- 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.'*<sup>32</sup>

---

<sup>30</sup> Ibid, Paragraph: 133 Reference ID: 25-133-20190901

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

<sup>32</sup> 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**

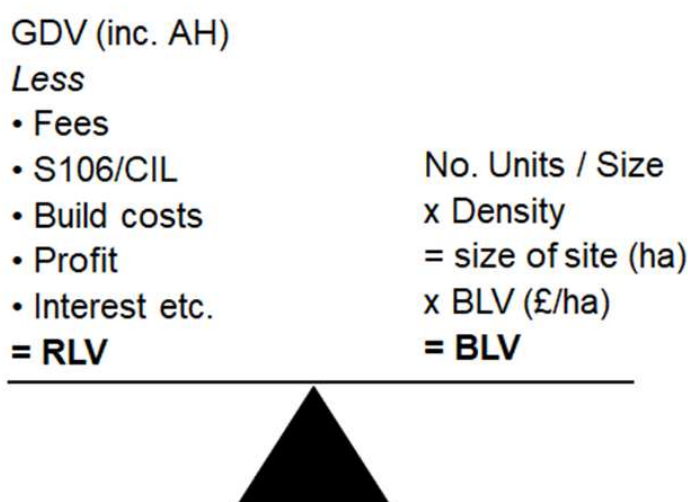


Source RICS Assessing viability in planning under the National Planning Policy Framework 2019 for England, Guidance Note, 1st edition, March 2021

- 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.’*<sup>33</sup>

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

<sup>33</sup> 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.'*<sup>34</sup>

## 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.'*<sup>35</sup>

## 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.'*<sup>36</sup>

## 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.'*<sup>37</sup>

## 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.'*<sup>38</sup>

## 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,

---

<sup>34</sup> Ibid, Paragraph: 004 Reference ID: 10-003-20180724

<sup>35</sup> Ibid, Paragraph: 005 Reference ID: 10-005-20180724

<sup>36</sup> Ibid, Paragraph: 010 Reference ID: 10-010-20180724

<sup>37</sup> Ibid, Paragraph: 011 Reference ID: 10-011-20180724

<sup>38</sup> Ibid, Paragraph: 012 Reference ID: 10-012-20180724

although a more market facing approach, has faced criticism<sup>39</sup> 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+).’<sup>40</sup>*

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.*

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

<sup>40</sup> 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).*<sup>41</sup>
- 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.’*<sup>42</sup>
- 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.***<sup>43</sup>
- 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.’*<sup>44</sup> (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.’*<sup>45</sup>

## 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*

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

<sup>42</sup> International Valuation Standards Council, 2017, International Valuation Standards, Paragraph 150.1

<sup>43</sup> 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

<sup>44</sup> MHCLG, 09 May 2019, PPG, Paragraph: 016 Reference ID: 10-016-20190509

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



*is a very difficult judgement’.*<sup>46</sup> 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.’*<sup>47</sup>

- The Harman Report**<sup>48</sup> - 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.’*<sup>49</sup> 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.’*<sup>50</sup> 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.’*<sup>51</sup> 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.’***<sup>52</sup> 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.’***<sup>53</sup>
- 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’.*<sup>54</sup>
- 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,

<sup>46</sup> 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

<sup>47</sup> Ibid, paragraph 5.3.7

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

<sup>49</sup> Ibid, page 29

<sup>50</sup> Ibid

<sup>51</sup> Ibid, page 30

<sup>52</sup> Ibid

<sup>53</sup> Ibid

<sup>54</sup> 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’*.<sup>55</sup> 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.’*<sup>56</sup>

- **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.

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

<sup>56</sup>Ibid, 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.'*<sup>57</sup> 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.

---

<sup>57</sup> 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**

<b>RESIDUAL LAND VALUE</b>							
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							<b>12,151,204</b>
RLV analysis:	41,472	£ per plot	1,327,094	£ per ha	537,068	£ per acre	
<b>THRESHOLD LAND VALUE</b>							
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	142,857	£ per acre	<b>3,232,153</b>
Gross to net land area	70%						
<b>BALANCE</b>							
Surplus/(Deficit)			974,094	£ per ha	394,211	£ per acre	<b>8,919,051</b>

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								
0.00								
125		7,725,535	7,306,485	6,887,199	6,635,569	6,048,434	5,628,977	5,209,196
150		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	6,837,290	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 requirement<sup>58</sup>, so that the levy rate is able to support development when economic circumstances

<sup>58</sup> 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.<sup>59</sup>
- 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.'*<sup>60</sup>
- 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.

---

<sup>59</sup> MHCLG, 09 May 2019, PPG, Paragraph: 009 Reference ID: 41-009-20190509

<sup>60</sup> Ibid

**Figure 4-1 CIL charging schedule – Suffolk Coastal District**

<b>Residential (C3/C4) Charging Zone</b>	<b>CIL Charging Schedule Rate 2015  Ic rate originally 244 ((nearest firm) then 259 from Annual Rate in 2017)</b>	<b>2020 Indexed CIL rate per sqm  Ic rate: 259 ly rate: 334</b>	<b>2021 Indexed CIL rate per sqm  Ic rate: 259 ly rate: 333</b>
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
<b>Other types of development (applicable throughout the District)</b>	<b>CIL Charging Schedule Rate 2015  Ic rate originally 244 ((nearest firm) then 259 from Annual Rate in 2017)</b>	<b>2020 Indexed CIL rate per sqm  Ic rate: 259 ly rate: 334</b>	<b>2021 Indexed CIL rate per sqm  Ic rate: 259 ly rate: 333</b>
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

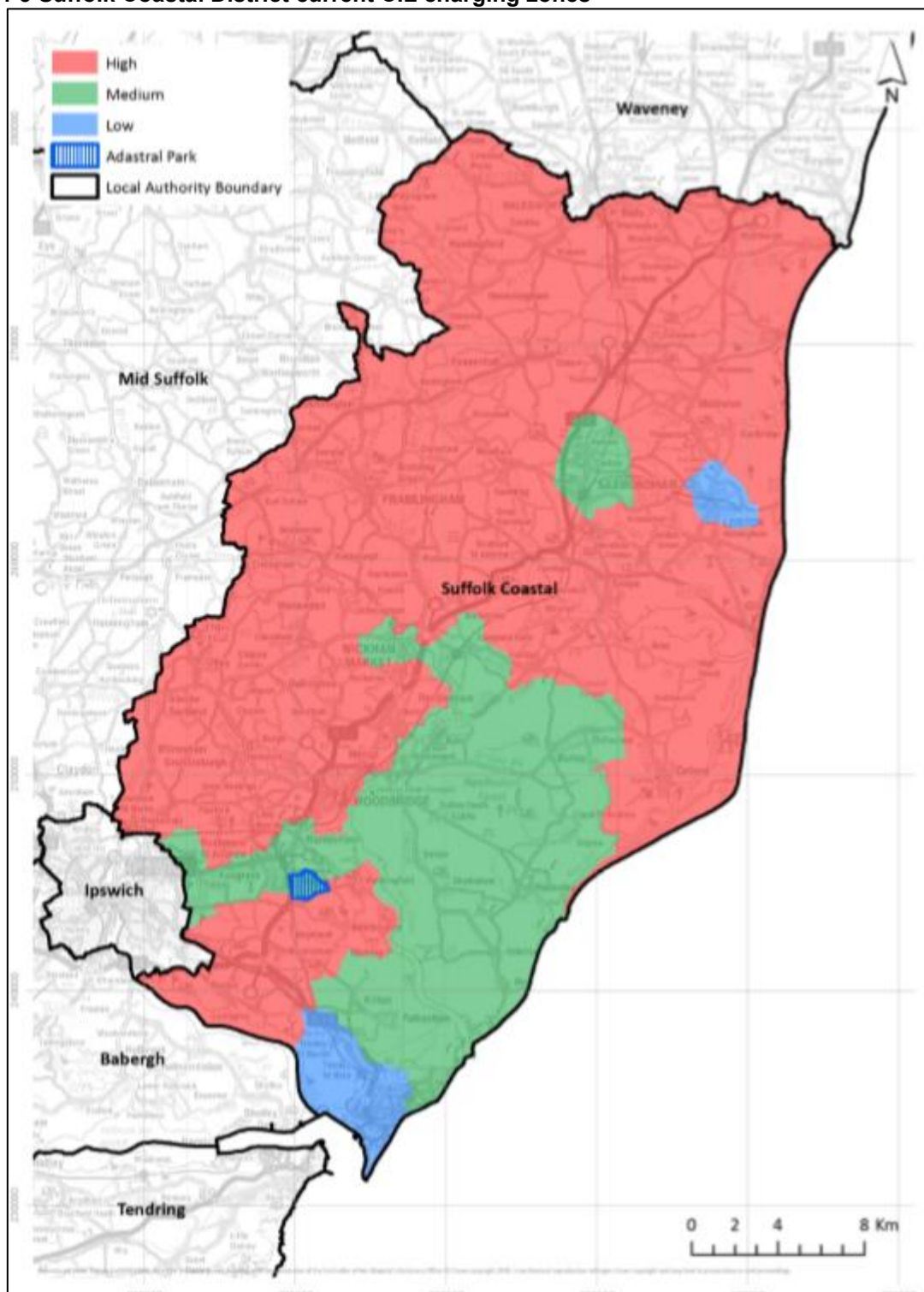
  

Other types of development (applicable throughout the District)	CIL Charging Schedule Rate 2013  Ic rate originally 222 ((nearest firm) then 224 from Annual Rate in 2014)	2020 Indexed CIL rate per sqm  Ic rate: 224 Ip rate: 334	2021 Indexed CIL rate per sqm  Ic rate: 224 Ip rate: 333
Holiday lets	£ 40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

Source: Waveney District (2020)

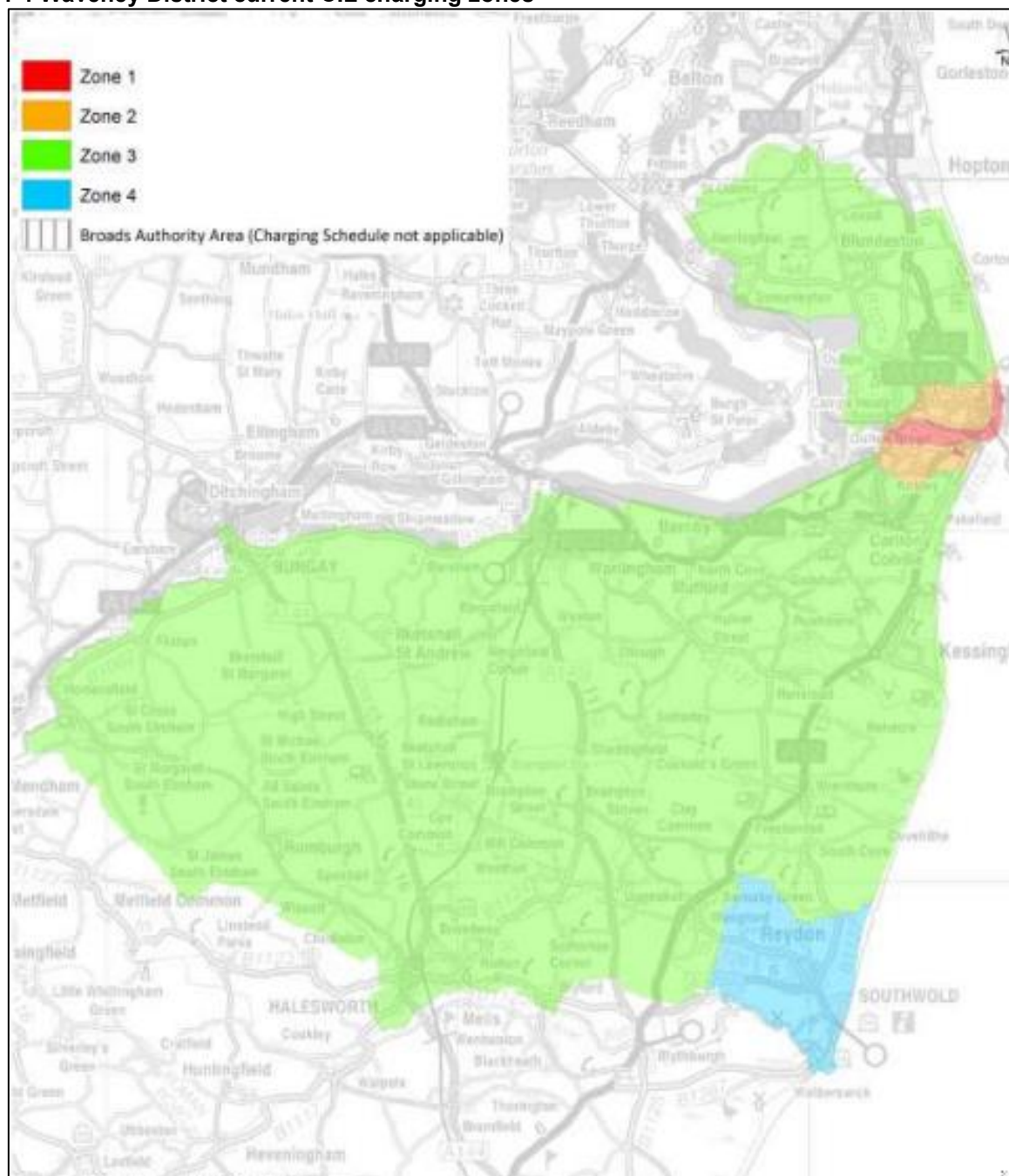
- 4.9 Figure 4-3 sets out the charging zones for the different residential CIL rates in Suffolk Coastal as set out in the charging schedule in Figure 4-1 and Figure 4-4 sets out the charging zones for the different residential CIL rates in Waveney as set out in Figure 4-2.

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

---

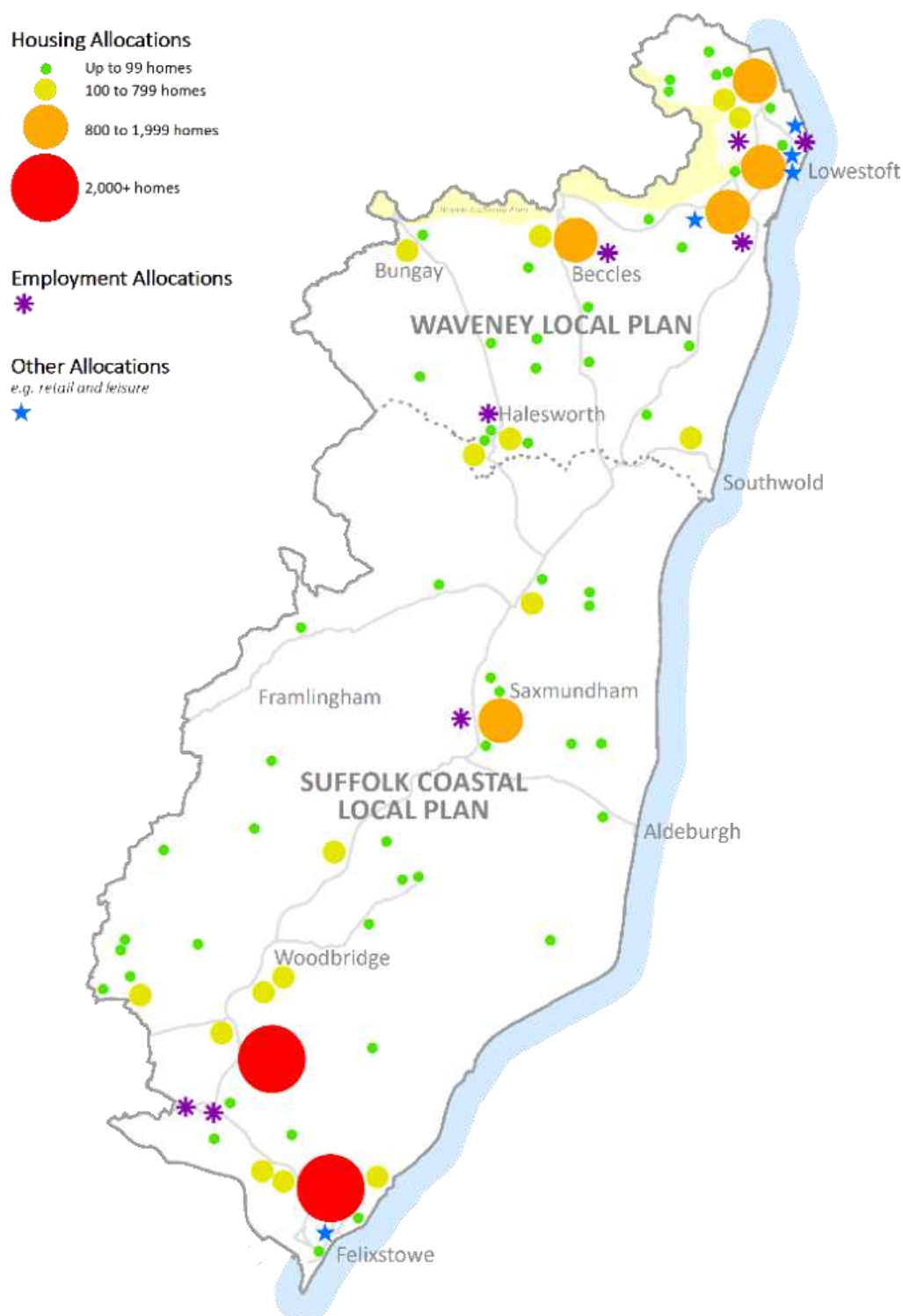
- 5.1 To assess residential development viability, we first of all consider appropriate scenarios to test, followed by the cost and value assumptions used and the viability results.
- 5.2 In this section we draw reference to the approaches and inputs that were used in the previous Local Plan Viability 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.’<sup>61</sup>*

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.’<sup>62</sup>*

---

<sup>61</sup> MHCLG, 9 March 2018, Paragraph 004 Reference ID: 10-004-20190509

<sup>62</sup> 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.*<sup>63</sup>

## Value zones

---

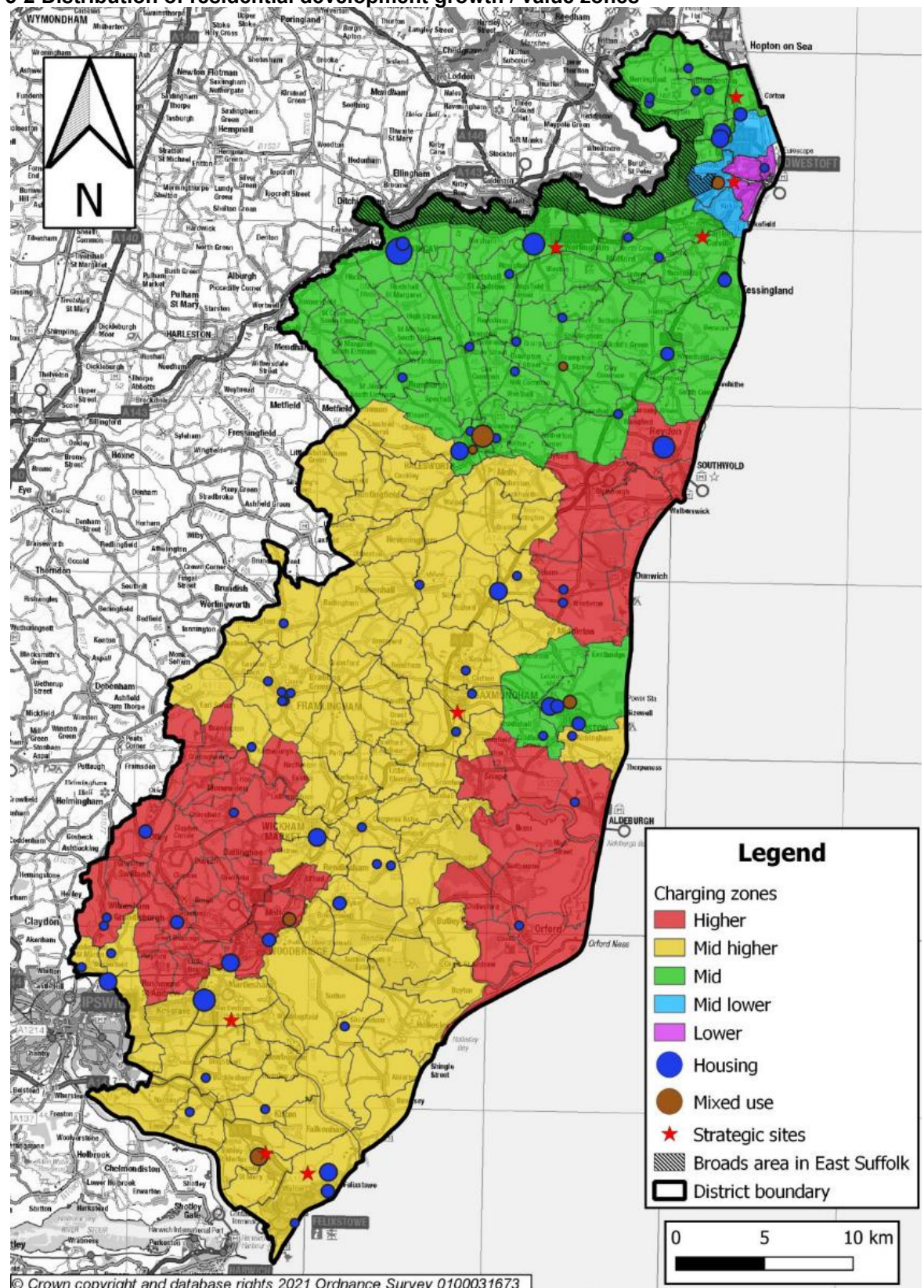
- 5.8 It is appropriate to consider the spatial pattern of development against sale values because residential values within a local authority boundary can vary significantly, and are sensitive to a number of local factors that include, but are not exclusive to, schools, amenities, access to jobs, transport 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.

---

<sup>63</sup> 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
<b>Housing schemes</b>			
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
<b>Flatted schemes</b>			
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

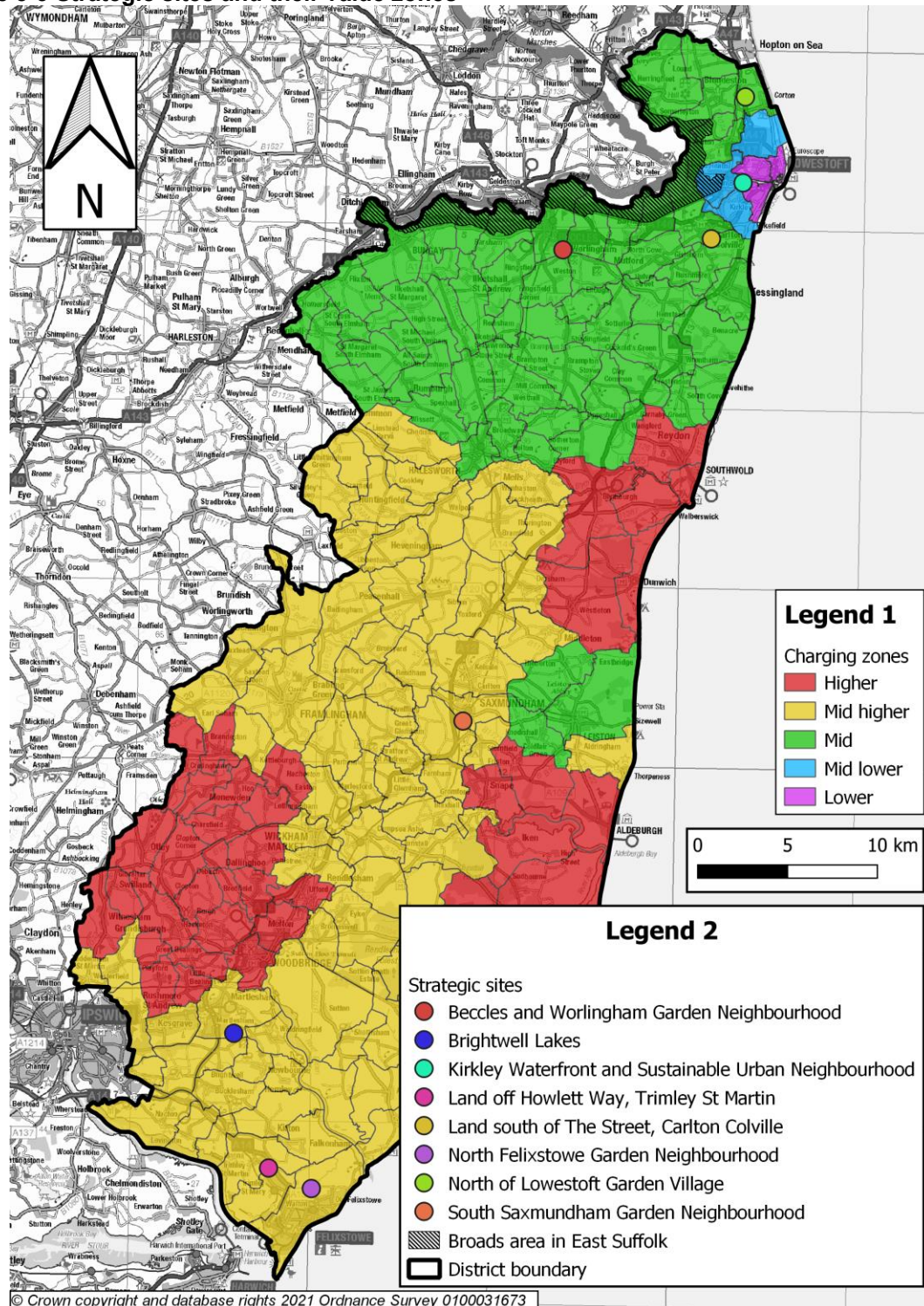
- 5.13 Without considering the strategic sites that are tested separately (see below), 58% of the housing allocations are located within the mid value zone, followed by 26% in higher/mid, 13% in the higher and less than 2% in the mid lower and lower. This is calculated on a number of dwellings proposed 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-beds<sup>64</sup>, but with no specific percentages for 3+ bedroom dwellings.

<sup>64</sup>Waveney 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) <sup>65</sup>
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

<sup>65</sup> 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
<b>Greenfield – mid</b>					
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
<b>Greenfield – mid higher</b>					
24	30	0.79	90%	33	0.71
76	15	5.08	80%	19	4.06
140	31	4.55	70%	44	3.18
<b>Greenfield – higher</b>					
22	10	2.24	90%	11	2.01
29	27	1.07	90%	30	0.96
145	21	6.75	75%	29	5.07
<b>Brownfield – mid</b>					
8	35	0.23	90%	39	0.21
<b>Brownfield – mid high</b>					
100	23	4.43	80%	28	3.55
300	28	10.57	70%	41	7.40
<b>Brownfield flats – low (flatted)</b>					
45	63	0.72	100%	63	0.72
<b>Brownfield flats – mid low (flatted)</b>					
51	70	0.73	100%	70	0.73
<b>Brownfield flats – mid (flatted)</b>					
42	56	0.76	100%	56	0.76
<b>Brownfield – high (flatted)</b>					
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
<b>Higher</b>	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
<b>Mid higher</b>	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
<b>Mid</b>	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
<b>Mid lower</b>	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
<b>Lower</b>	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"> <li>• Policy SCLP5.10</li> <li>• 33% affordable housing contribution</li> <li>• Sites of 10 dwellings or more (or 0.5ha or more)</li> <li>• 50% affordable rent / social rent,</li> <li>• 25% shared ownership, 25% discounted home ownership</li> </ul>	<ul style="list-style-type: none"> <li>• Policy WLP8.2</li> <li>• 20% in Lowestoft and Kessingland</li> <li>• 40% in Southwold and Reydon</li> <li>• 30% elsewhere</li> <li>• Sites of 11 dwellings or more</li> <li>• 50% of affordable units should be affordable rent</li> <li>• Waveney policy is silent on the balance of the tenure.</li> </ul>
---	---

5.28 On the 1<sup>st</sup> 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 Lichfields<sup>66</sup> 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.

<sup>66</sup> 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 abnormals	£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 abnormals 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 <sup>67</sup>	£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. <sup>68</sup>  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

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

<sup>68</sup> 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 <sup>69</sup>	£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 <sup>70</sup>	£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.

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

<sup>70</sup> 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 <sup>71</sup>	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 government<sup>72</sup> 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	<p>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</p>

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

<sup>72</sup> 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> <sup>73</sup>  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. <sup>74</sup>
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. <sup>75</sup>

<sup>73</sup> MHCLG, 24 July 2018, PPG, Paragraph: 018 Reference ID: 10-018-20180724

<sup>74</sup> MHCLG, 24 July 2018, PPG, Paragraph: 018 Reference ID: 10-018-20180724

<sup>75</sup> <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 <sup>76</sup>	We have relied upon calculations set out in the Biodiversity Net Gain and Local Nature Recovery Strategies, 2019 <sup>77</sup> . 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.

<sup>76</sup> 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.

<sup>77</sup> 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
<b>Greenfield mid</b>			
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)
<b>Greenfield mid higher</b>			
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)
<b>Brownfield mid higher</b>			
300	6 months	94 months	94 months (6 months after build start)
<b>Greenfield high</b>			
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)
<b>Brownfield mid</b>			
8	6 months	12 months	12 months (6 months after build)
<b>Brownfield high (flatted)</b>			
100	6 months	34 months	34 months (6 months after build start)
<b>Brownfield mid (flatted)</b>			
42	6 months	12 months	12 months (after build completion)
<b>Brownfield mid lower (flatted)</b>			
51	6 months	14 months	14 months (after build completion)
<b>Brownfield lower (flatted)</b>			
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 agent<sup>78</sup> 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

<sup>78</sup> 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 Survey<sup>79</sup>, 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)

<sup>79</sup> 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
<b>Greenfield mid</b>					
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
<b>Greenfield mid higher</b>					
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
<b>Greenfield higher</b>					
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 Value<sup>80</sup> 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

<sup>80</sup> 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’*<sup>81</sup> 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

---

<sup>81</sup> 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)	<u>Maximum</u> 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,<sup>35</sup> 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 costs<sup>82</sup> 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.

---

<sup>82</sup> 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
<b>Housing</b>	£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 Lichfields<sup>83</sup> 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>
<b>Flats</b>	£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 policies<sup>84</sup> 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.

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

<sup>84</sup> 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
<b>Employment</b>	7.1	0.5	N/A	None	5 hectares	8 hectares	7.5 hectares plus marine facilities (assume 1 ha for marine)
<b>Retail, cafes etc</b>	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.
<b>Gross site size (ha)</b>	67.8	143	N/A	54.9	89.8	71	59.8
<b>Gross site area (minus employment and retail) (ha)</b>	60.2	142	N/A	53.9	83.8	62	50.3
<b>Net residential area</b>	33	71.4	N/A	25.7	41.67	35.1	27.6
<b>Net to gross assumption</b>	55%	50%	N/A	48%	50%	57%	55%

Source: East Suffolk Council, 2021

## Policy SCLP12.19: Brightwell Lakes, Martlesham

---

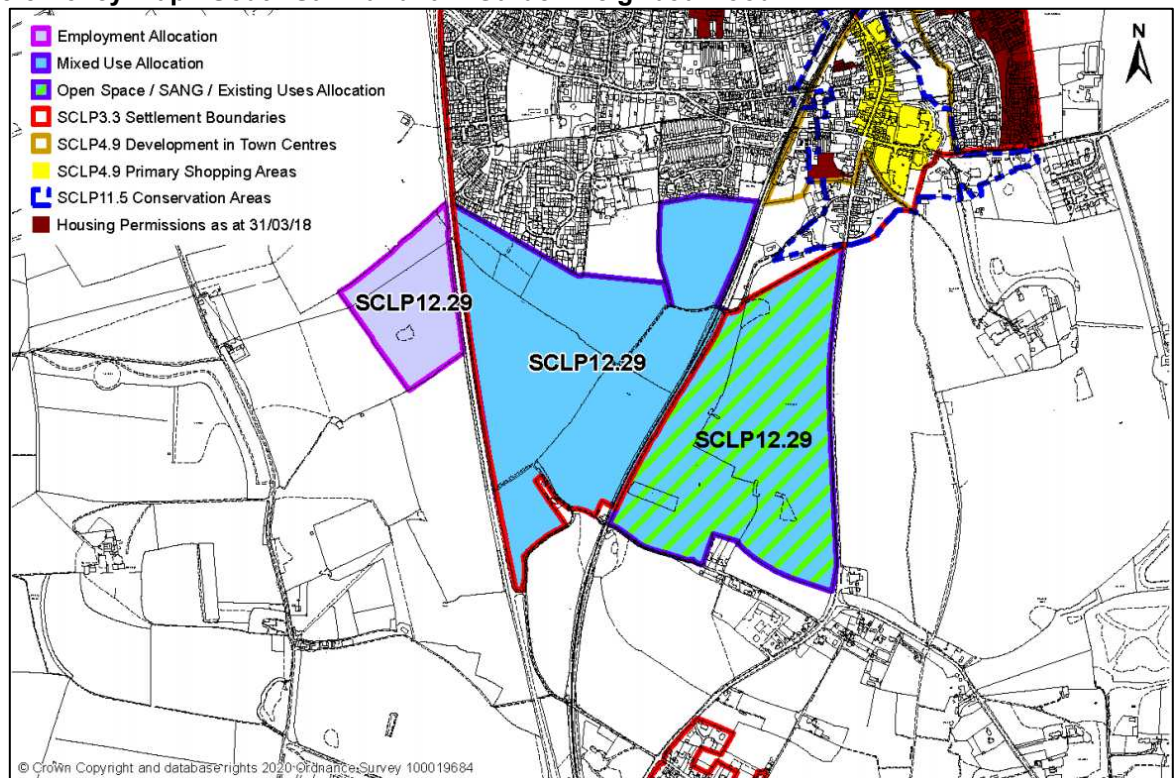
- 5.70 The Suffolk Coastal Local Plan contains a policy relating to the development of Brightwell Lakes – SCLP12.19. Land at Brightwell Lakes (to the south and east of Adastral Park) is a master-planned consented site for 2,000 homes (DC/17/1435/OUT) approved in April 2018, with the site extending to 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 assesses 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 hub<sup>85</sup> comprising a variety of services and facilities to be located in an accessible location;

<sup>85</sup> 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)<sup>86</sup>
  - 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.

---

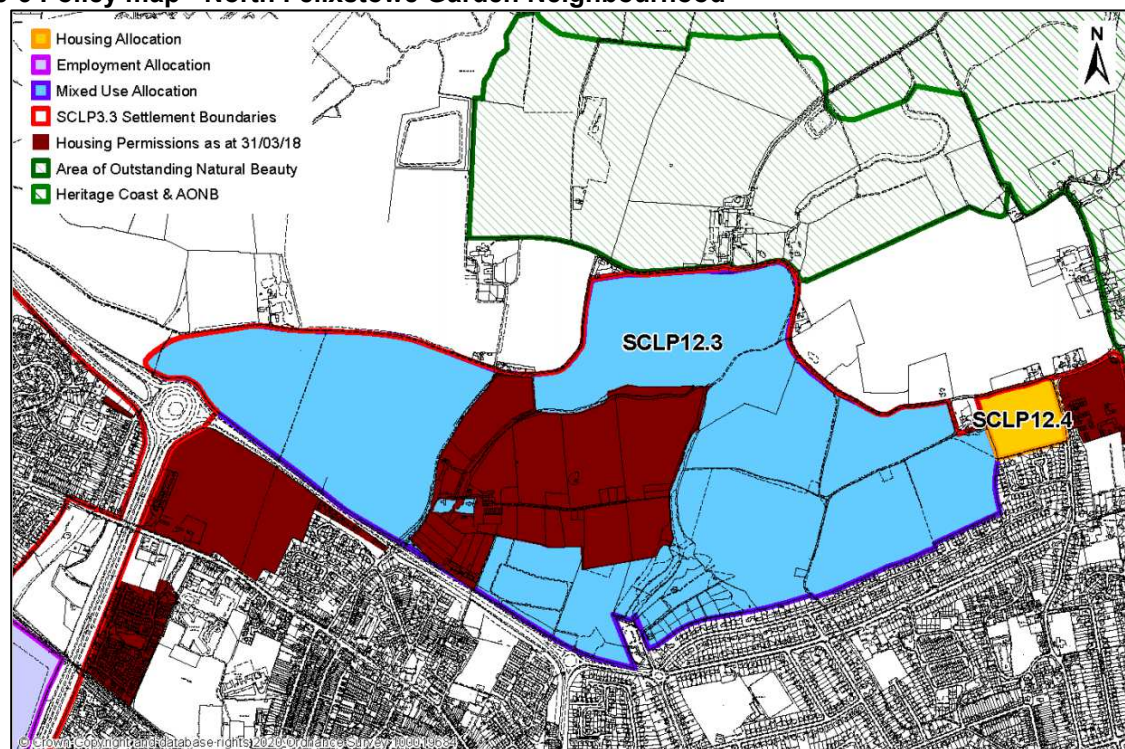
<sup>86</sup> Suffolk Coastal Local Plan, 2020, Appendix D – Housing Land Trajectory



## 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)<sup>87</sup>.
  - 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.

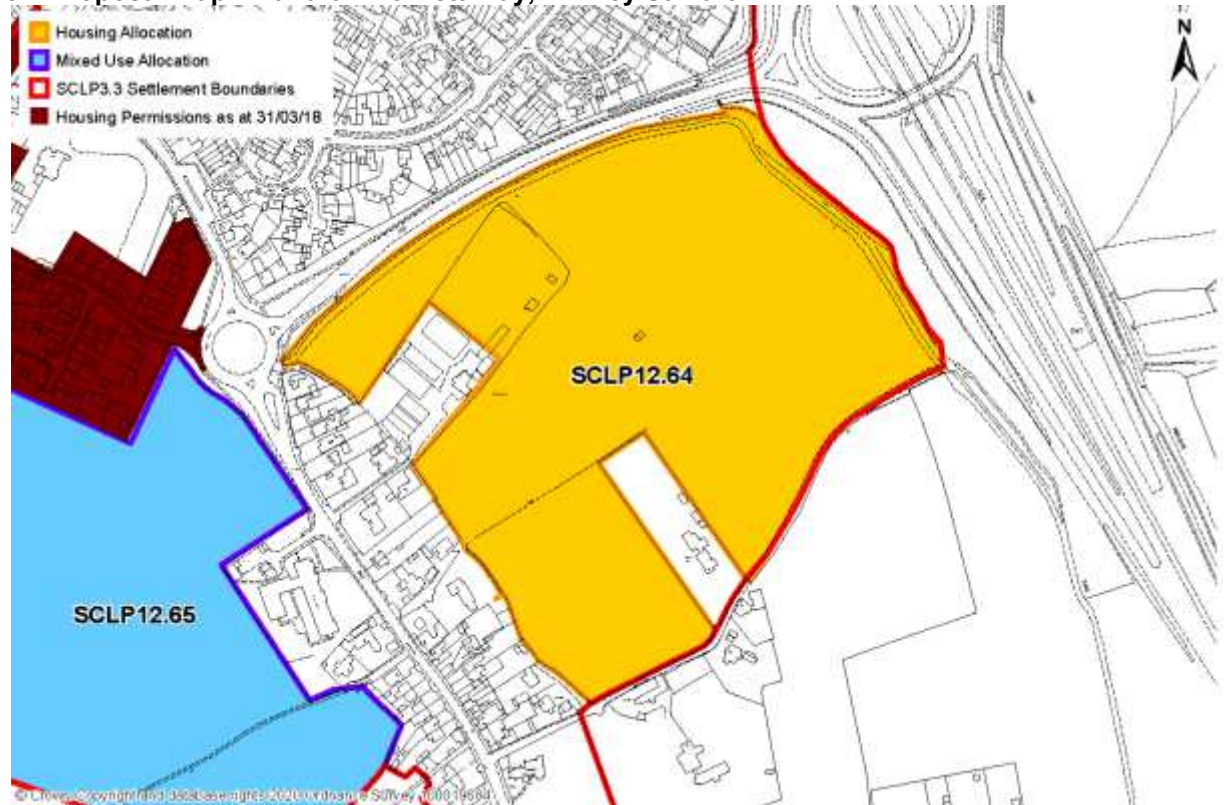
---

<sup>87</sup> 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)<sup>88</sup>
    - Two developers assumed.

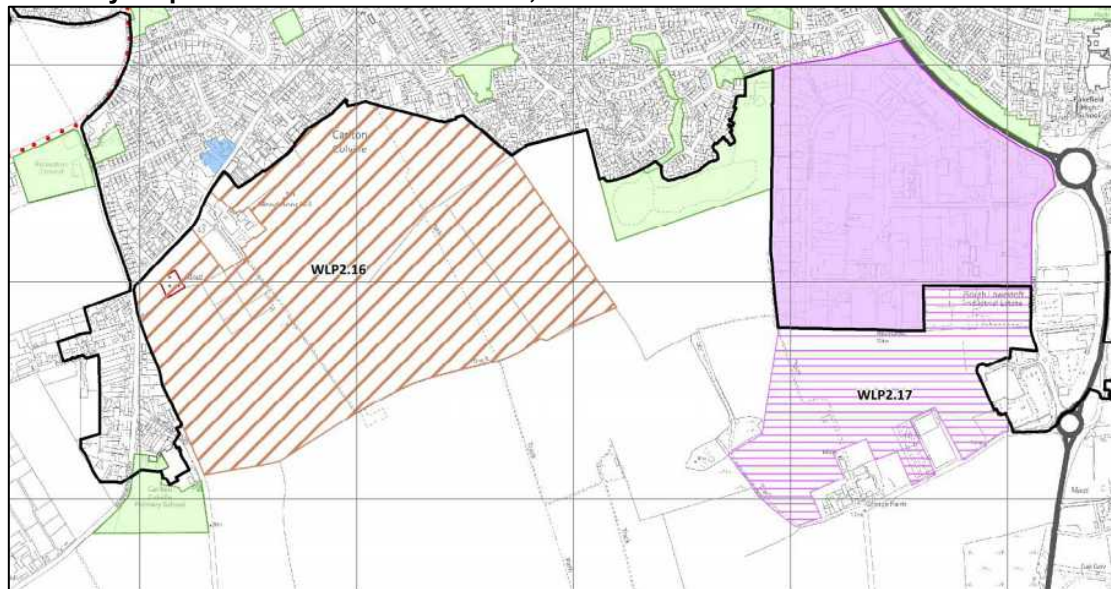
<sup>88</sup> Suffolk Coastal Local Plan, 2020, Appendix D – Housing Land Trajectory

- 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)<sup>89</sup>.
  - 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.

---

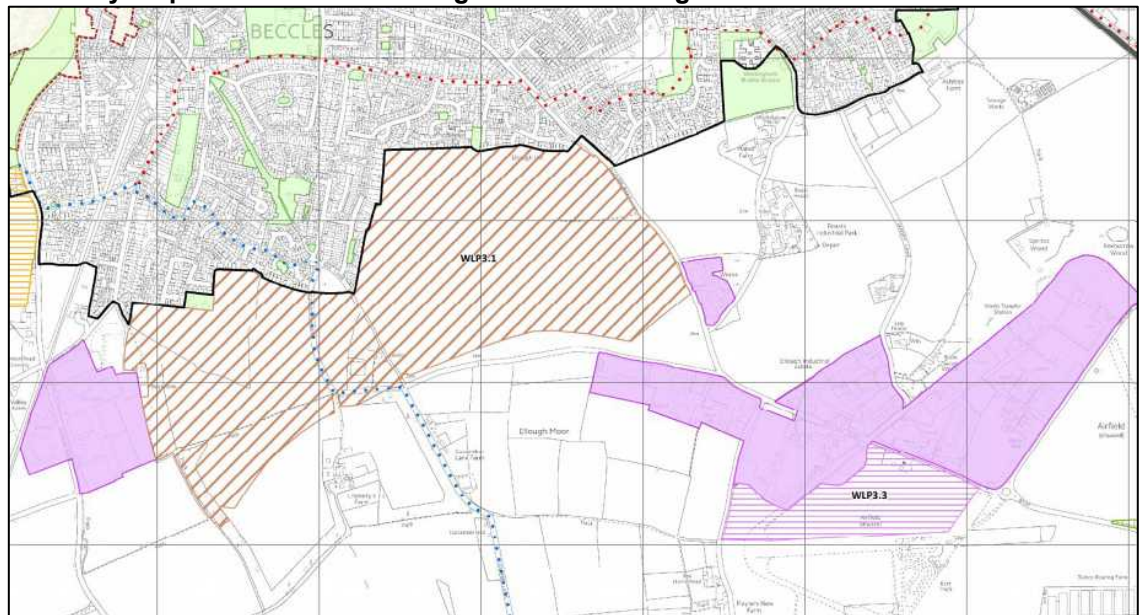
<sup>89</sup> Waveney Local Plan, 2019, Table A3.3 Allocated Sites Housing Trajectory



## 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)<sup>90</sup>.
  - 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.

---

<sup>90</sup> Waveney Local Plan, 2019, Table A3.3 Allocated Sites Housing Trajectory

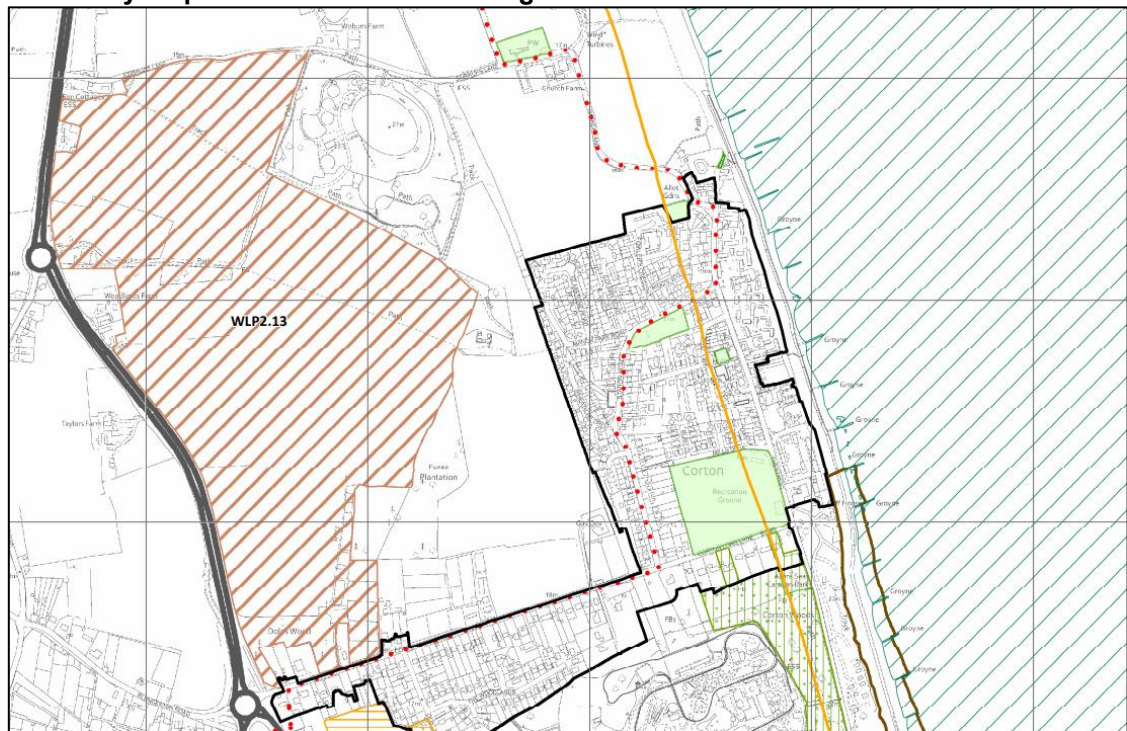
## Policy WLP2.13: North of Lowestoft Garden Village

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)<sup>91</sup>
  - 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.

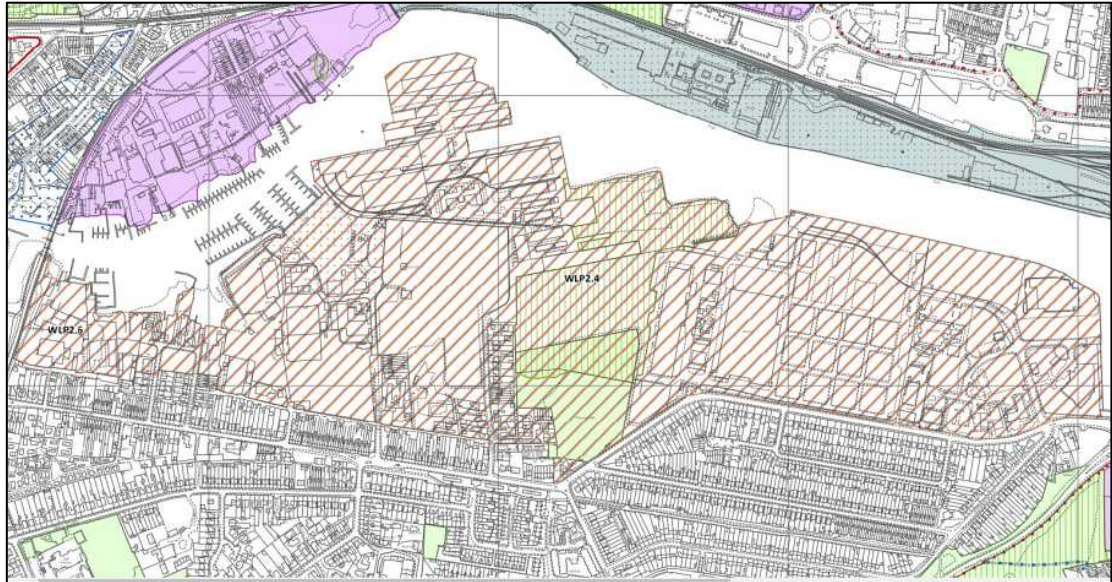
---

<sup>91</sup> 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)<sup>92</sup>.
  - 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.

---

<sup>92</sup> 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 2010<sup>93</sup>, 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.

---

<sup>93</sup> 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.

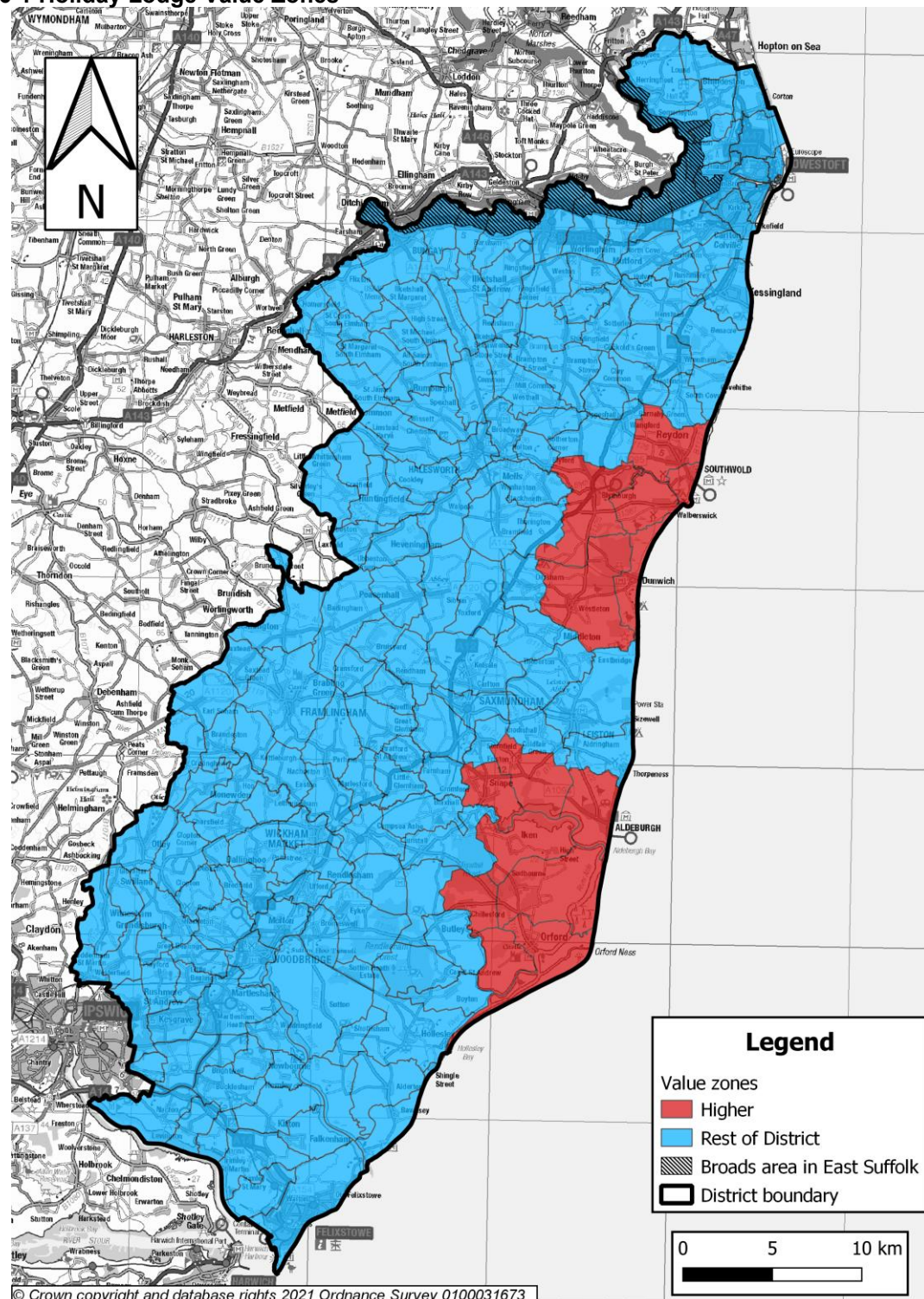
**Table 6.1 Holiday let accommodation values**

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.<sup>94</sup></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>

<sup>94</sup> 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 PPG<sup>95</sup>, 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*

---

<sup>95</sup> 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 <sup>96</sup> .
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

<sup>96</sup> 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
		<p>£121.89 per dwelling tariff. These scenarios are represented in the sensitivity analysis.<sup>97</sup></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 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> <p>East Suffolk Council have advised this cost is not applicable to care homes and we have not included it in our care home testing.</p>
Purchasers costs (Nursing/residential care home only)	5.76% of GDV	Industry-standard input
Gross to net	75%	Sheltered housing
Gross to net	70%	Extra care housing
Gross to net	50%	Care homes

Source: AspinallVerdi, 2021

<sup>97</sup> 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)’*.<sup>98</sup>

### 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.

---

<sup>98</sup> 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**

<b>Cost Element</b>	<b>Suffolk Coastal Study Dec 18</b>	<b>Waveney Study Mar 18</b>	<b>CIL viability testing June 21</b>	<b>Comment</b>
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 abnormals	£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 abnormals 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.' <sup>99</sup>

<sup>99</sup> 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. <sup>100</sup>
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

<sup>100</sup> <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.

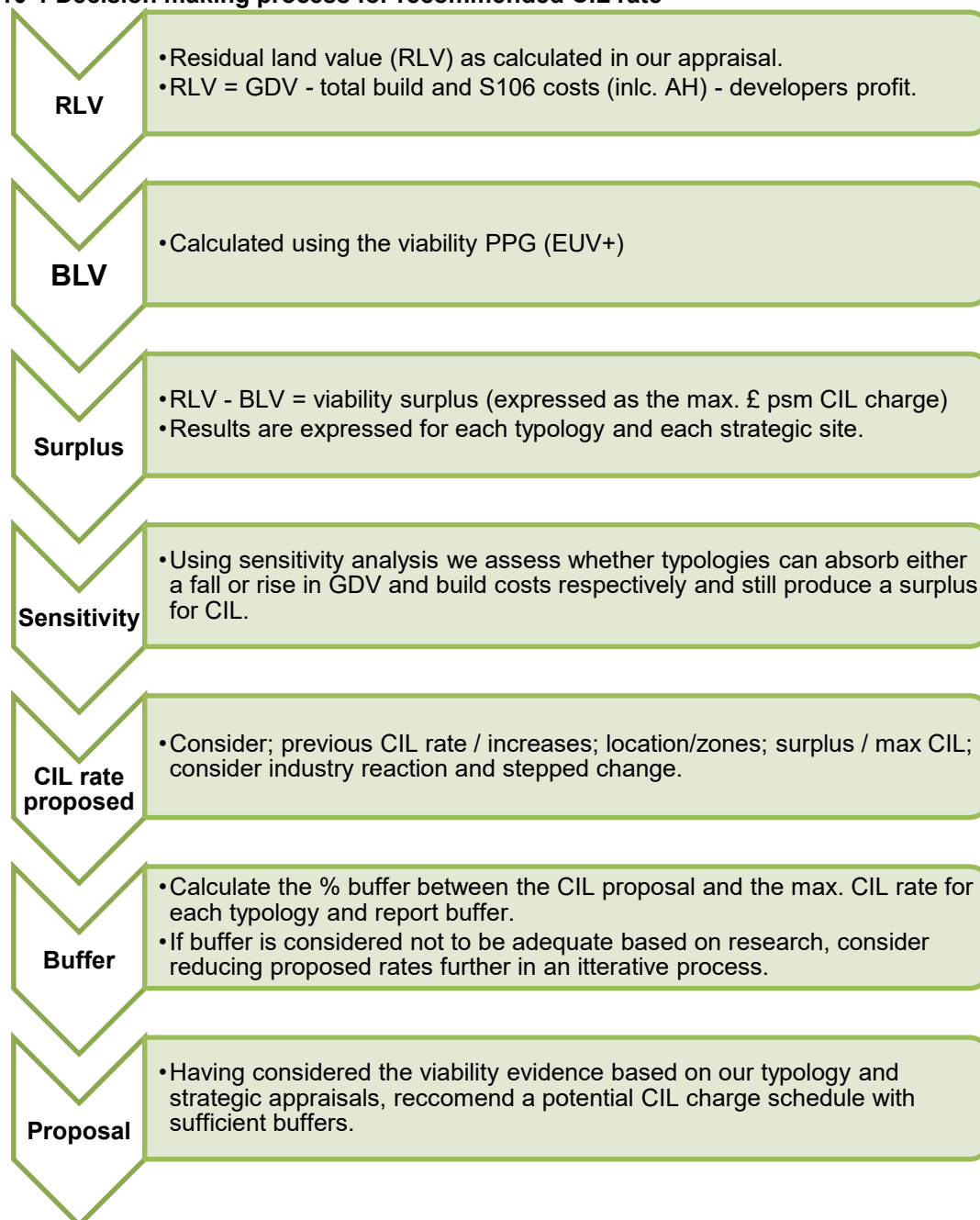
9.22 As with office development, some commercial and industrial development will be delivered within the District, but this will be subject to site specific assumptions in respect of land value, site abnormal costs and infrastructure and value assumptions (e.g. pre-let, institutional fundable lease, 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

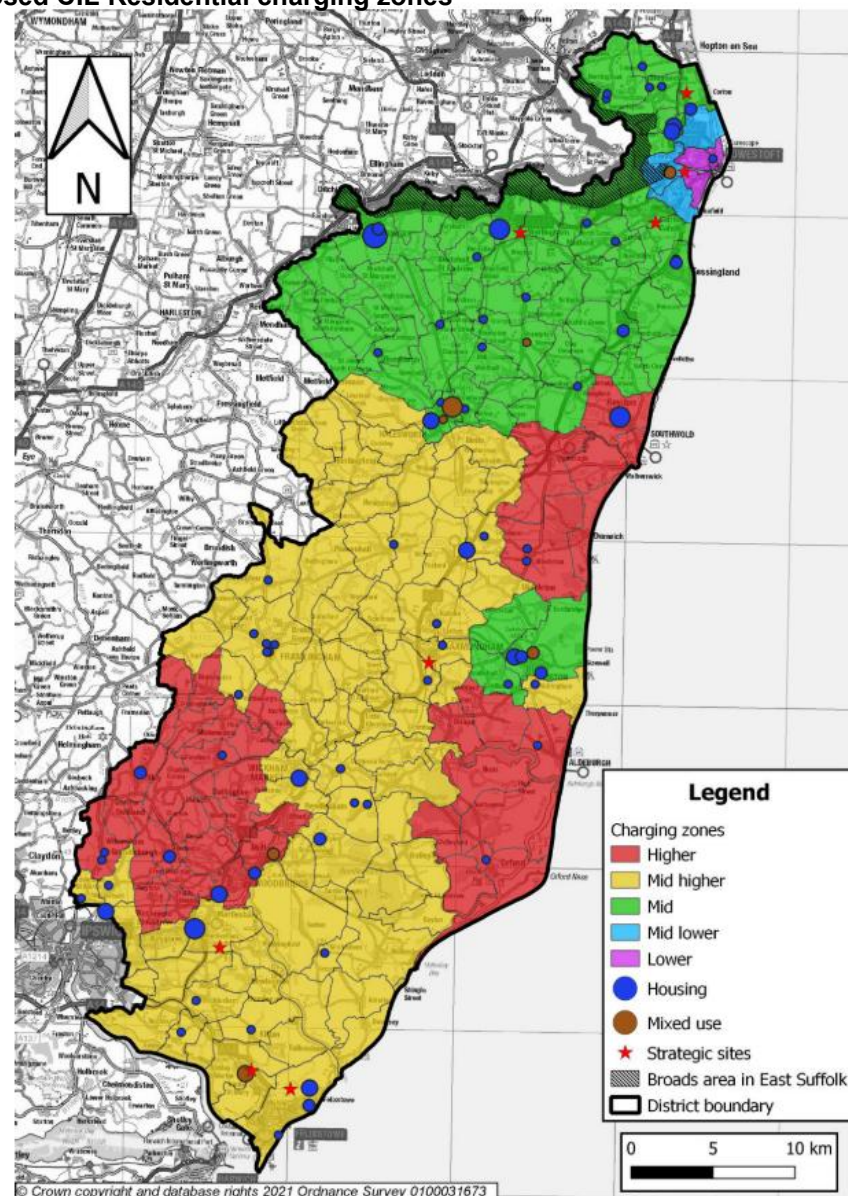
- 10.2 Setting a CIL rate and determining a buffer does not have an exact formula and a judgment needs to be formed. The PPG states that the, *'proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence.* *For 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 research<sup>26</sup>
  - 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'*<sup>101</sup>. 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.

---

<sup>101</sup> 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 2010<sup>102</sup>, 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.

---

<sup>102</sup> 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
<b>SCLP2.1: Growth in the Ipswich Strategic Planning Area</b>	<b>Low</b>	<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"> <li>• 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.</li> <li>• The collective delivery of at least 37,278 dwellings across the Ipswich Housing Market Area.</li> <li>• Supporting the continued role of Ipswich and County Town.</li> </ul>	<p>We have tested a range of scenarios across different housing areas as well as strategic sites.</p>
<b>SCLP2.2: Strategic infrastructure priorities</b>	<b>High</b>	<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"> <li>• Ipswich Northern Route</li> <li>• A12 improvements</li> <li>• A14 improvements</li> <li>• Sustainable transport measures in Ipswich</li> <li>• Improved walking and cycle routes</li> <li>• Increased capacity on railway lines for freight and passenger traffic</li> <li>• Appropriate education provision to meet needs resulting from growth</li> <li>• Appropriate health and leisure provision to meet needs resulting from growth</li> <li>• Appropriate police, community safety and cohesion provision to meet needs resulting from growth</li> </ul>	<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"> <li>• Provision of green infrastructure and Suitable Alternatives Natural Greenspace</li> <li>• Improvements to water supply, foul sewerage and sewage treatment capacity</li> <li>• Provision of appropriate digital telecommunications to provide mobile, broadband and radio signal for residents and businesses.</li> </ul>	
<b>Policy SCLP2.3: Cross-boundary mitigation of effects on Protected Habitats</b>	<b>Low</b>	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.
<b>Policy SCLP3.1: Strategy for growth in Suffolk Coastal District</b>	<b>Low</b>	<p>Policy sets out the Council's growth strategy for the period between 2018 - 2036 as follows:</p> <ul style="list-style-type: none"> <li>• 11.7 ha of land for employment uses to deliver at least 6,500 jobs</li> <li>• Between 4,100 -5,000 sq m of convenience retail floorspace and between 7,700 – 13,100 sqm of comparison retail floorspace;</li> <li>• 582 new dwellings per annum (at least 10,476 over the period 2018 - 2036) – to be a mix and to include affordable housing;</li> <li>• Ensuring the provision of infrastructure needed to support growth;</li> <li>• Protecting and enhancing the quality of the historic, built and natural environment;</li> </ul> <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"> <li>• The delivery of new Garden Neighbourhoods at North Felixstowe and South Saxmundham;</li> <li>• Utilising opportunities provided by road and rail corridors, including a focus on growth in the A12 and A14 corridors;</li> <li>• New strategic employment allocations based around key transport corridors, including to support the Port of Felixstowe;</li> <li>• Strategies for market towns which seek to reflect and strengthen their roles and economies</li> <li>• Appropriate growth in rural areas that will help to support and sustain existing communities.</li> </ul>	
<b>Policy SCLP3.2: Settlement hierarchy</b>	<b>Low</b>	<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.
<b>Policy SCLP3.3: Settlement boundaries</b>	<b>Low</b>	<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.	
<b>Policy SCLP3.4: Proposals for major energy infrastructure projects</b>		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.
<b>Policy SCLP3.5: Infrastructure provision</b>	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>
<b>Policy SCLP4.1: Existing employment areas</b>	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.

<b>Draft Planning Policy</b>	<b>Impact on Viability</b>	<b>Local Plan Viability Implications</b>	<b>How have these costs been dealt with in the study</b>
<b>Policy SCLP4.2: New employment development</b>	<b>Low</b>	<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"> <li>• SCLP12.3 North Felixstowe Garden Neighbourhood (as part of masterplanned approach)</li> <li>• SCLP12.20 Land at Felixstowe Road</li> <li>• SCLP12.29 South Saxmundham Garden Neighbourhood (as part of masterplanned approach)</li> <li>• SCLP12.35 Land at Innocence Farm</li> </ul>	Viability testing considers B1 office and B2/B8 employment development.
<b>Policy SCLP4.3: Expansion and intensification of employment sites</b>	<b>Low</b>	Policy sets out the parameters for expansion and intensification of employment sites.	Viability testing considers B1 office and B2/B8 employment development.
<b>Policy SCLP4.4: Protection of employment premises</b>	<b>Low</b>	Policy sets out the parameters for protection of existing employment sites.	Not considered in our testing.
<b>Policy SCLP4.5: Economic development in rural areas</b>	<b>Low</b>	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.
<b>Policy SCLP4.6: Conversion and replacement of rural buildings for employment use</b>	<b>Low</b>	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.
<b>Policy SCLP4.7: Farm diversification</b>	<b>Low</b>	The policy supports diversification schemes to encourage continued viability of the farms.	Not considered in our testing.
<b>Policy SCLP4.8: New retail and commercial leisure development</b>	<b>Low</b>	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
	Low	<ul style="list-style-type: none"> <li>Level 1 – Town Centre – Felixstowe (resort town),</li> <li>Level 2 – Town Centres – Aldeburgh, Framlingham, Leiston, Saxmundham, Woodbridge (market towns),</li> <li>Level 3 – District Centres,</li> <li>Level 4 – Local Centres</li> </ul> <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>	
<b>Policy SCLP4.9: Development in town centres</b>		<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.
<b>Policy SCLP4.10: Town centre environments</b>	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.
<b>Policy SCLP4.11: Retail and commercial leisure in Martlesham</b>	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.
<b>Policy SCLP4.12: District and local centres and local shops</b>	Low	Sets out the roles for District and Local Centres and Local Shops.	Not considered in our testing.
<b>Policy SCLP5.1: Housing development in large villages</b>	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.
<b>Policy SCLP5.2: Housing development in small villages</b>	<b>Low</b>	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.
<b>Policy SCLP5.3: Housing development in the countryside</b>	<b>Low</b>	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.
<b>Policy SCLP5.4: Housing in clusters in the countryside</b>	<b>Low</b>	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.
<b>Policy SCLP5.5: Conversions of buildings in the countryside for housing</b>	<b>Low</b>	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.
<b>Policy SCLP5.6: Rural workers dwellings</b>	<b>Low</b>	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.
<b>Policy SCLP5.7: Infill and garden development</b>	<b>Low</b>	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.
<b>Policy SCLP5.8: Housing mix</b>	<b>High</b>	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%<sup>1</sup></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% <sup>1</sup>	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% <sup>1</sup>												
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>										

<sup>1</sup> 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.	
<b>Policy SCLP5.11: Affordable housing on exception sites</b>	<b>Low</b>	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.
<b>Policy SCLP5.12: Houses in multiple occupation</b>	<b>Low</b>	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.
<b>Policy SCLP5.13: Residential annexes</b>	<b>Low</b>	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.
<b>Policy SCLP5.14: Extensions to residential curtilages</b>	<b>Low</b>	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.
<b>Policy SCLP5.15: Residential moorings, jetties and slipways</b>	<b>Low</b>	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.
<b>Policy SCLP5.16: Residential caravans and mobile homes</b>	<b>Low</b>	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.

<b>Draft Planning Policy</b>	<b>Impact on Viability</b>	<b>Local Plan Viability Implications</b>	<b>How have these costs been dealt with in the study</b>
<b>Policy SCLP5.17: Gypsies, travellers and travelling showpeople</b>	<b>Low</b>	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.
<b>Policy SCLP6.1: Tourism</b>	<b>Low</b>	<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"> <li>• The resorts of Felixstowe and Aldeburgh;</li> <li>• Market towns of Woodbridge, Framlingham, Saxmundham and Leiston;</li> <li>• The Heritage Coast environment which is of national significance;</li> <li>• The Suffolk Coast and Heaths Area of Outstanding Natural Beauty; and</li> <li>• Rural areas across the rest of the District.</li> </ul> <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.
<b>Policy SCLP6.2: Tourism destinations</b>	<b>Low</b>	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.
<b>Policy SCLP6.3: Tourism development within the AONB and heritage coast</b>	<b>Low</b>	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.
<b>Policy SCLP6.4: Tourism development outside of the AONB</b>	<b>Low</b>	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.
<b>Policy SCLP6.5: New tourist accommodation</b>	<b>Medium</b>	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.
<b>Policy SCLP6.6: Existing tourist accommodation</b>	<b>Low</b>	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.
<b>Policy SCLP7.1: Sustainable transport</b>	<b>Low</b>	<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"> <li>• New large-scale employment sites;</li> <li>• Residential development of 80 or more dwellings; and</li> <li>• A development that when considered cumulatively with other developments, is likely to have an adverse impact on the local community or local road network.</li> </ul> <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.

<b>Draft Planning Policy</b>	<b>Impact on Viability</b>	<b>Local Plan Viability Implications</b>	<b>How have these costs been dealt with in the study</b>
		Transport Assessment will be required for developments of over 80 dwellings.	
<b>Policy SCLP7.2: Parking proposals and standards</b>	<b>Medium</b>	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.
<b>Policy SCLP8.1: Community facilities and assets</b>	<b>Low</b>	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.
<b>Policy SCLP8.2: Open space</b>	<b>Medium</b>	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.
<b>Policy SCLP8.3: Allotments</b>	<b>Low</b>	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.
<b>Policy SCLP8.4: Digital infrastructure</b>	<b>Low</b>	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.
<b>Policy SCLP9.1: Low carbon &amp; renewable energy</b>	<b>Low</b>	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
<b>Policy SCLP9.2: Sustainable construction</b>	<b>High</b>	<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
<b>Policy SCLP9.3: Coastal Change Management Area</b>	<b>Low</b>	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.
<b>Policy SCLP9.4: Coastal change rollback or relocation</b>	<b>Low</b>	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.
<b>Policy SCLP9.5: Flood risk</b>	<b>Medium</b>	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.
<b>Policy SCLP9.6: Sustainable Drainage Systems</b>	<b>Medium</b>	<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.
<b>Policy SCLP 9.7: Holistic water management</b>	<b>Low</b>	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.
<b>Policy SCLP10.1: Biodiversity and geodiversity</b>	<b>Low</b>	Policy supports development that maintains, restores or enhances the existing green infrastructure network and positively contributes towards biodiversity	Not considered in our testing.
<b>Policy SCLP10.2: Visitor Management of European Sites</b>	<b>High</b>	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.
<b>Policy SCLP10.3: Environmental quality</b>	<b>Low</b>	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.
<b>Policy SCLP10.4: Landscape character</b>	<b>Low</b>	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.
<b>Policy SCLP10.5: Settlement coalescence</b>	<b>Low</b>	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
<b>Policy SCLP11.1: Design quality</b>	<b>Low</b>	The policy sets out their design principles for new development.	Measures assumed to be covered through general build costs allowance.
<b>Policy SCLP11.2: Residential amenity</b>	<b>Low</b>	The policy outlines the criteria that must be respected to protect residential amenity.	Measures assumed to be covered through general build costs allowance.
<b>Policy SCLP11.3: Historic environment</b>	<b>Low</b>	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.
<b>Policy SCLP11.4: Listed buildings</b>	<b>Low</b>	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.
<b>Policy SCLP11.5: Conservation areas</b>	<b>Low</b>	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.



<b>Draft Planning Policy</b>	<b>Impact on Viability</b>	<b>Local Plan Viability Implications</b>	<b>How have these costs been dealt with in the study</b>
<b>Policy SCLP11.6: Non-designated heritage assets</b>	<b>Low</b>	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.
<b>Policy SCLP11.7: Archaeology</b>	<b>Medium</b>	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.
<b>Policy SCLP11.8: Parks and gardens of historic or landscape interest</b>	<b>Low</b>	<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.
<b>Policy SCLP11.9: Areas to be protected from Development</b>	<b>Low</b>	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.
<b>Policy SCLP11.10: Newbourne - former land</b>	<b>Low</b>	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
<b>WLP1.1 – Scale and Location of Growth</b>	<b>Low</b>	<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"> <li>• Lowestoft (including Carlton Colville, Oulton, Oulton Broad, and the parts of Gisleham and Corton bordering the built-up area) - 55% of housing growth</li> <li>• Beccles and Worlingham - 16% of housing growth</li> <li>• Halesworth and Holton - 8% of housing growth</li> <li>• Bungay - 6% of housing growth</li> <li>• Southwold and Reydon - 4% of housing growth</li> <li>• Rural Area - 10% of housing growth</li> </ul> <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"> <li>• 43ha of employment land for B1/B2/B8 uses</li> <li>• 2,200m<sup>2</sup> (net) of convenience (food) and 11,000m<sup>2</sup> (net) of comparison (non-food) retail floorspace</li> </ul> <p>The areas of distribution for employment is as follows:</p> <ul style="list-style-type: none"> <li>• 60% - Lowestoft (including Carlton Colville, Oulton, Oulton Broad, and the</li> </ul>	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"> <li>• 25% Beccles</li> <li>• 15% other towns and rural areas</li> </ul> <p>The areas of distribution for retail and leisure is as follows:</p> <ul style="list-style-type: none"> <li>• 60 % - 70% Lowestoft Town Centre</li> <li>• 15% Beccles</li> </ul>	
<b>WLP8.1 – Housing Mix</b>	<b>High</b>	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.
<b>WLP8.2 – Affordable Housing</b>	<b>High</b>	<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.
<b>WLP8.3 – Self Build and Custom Build</b>	<b>Low</b>	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.
<b>WLP8.4 – Conversion of Properties to Flats</b>	<b>Low</b>	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.	
<b>WLP8.5 – Gypsy and Traveller Sites</b>	<b>Low</b>	Sets out requirements for new gypsy and traveller sites.	
<b>WLP8.6 – Affordable Housing in the Countryside</b>	<b>Low</b>	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.
<b>WLP8.7 – Small Scale Residential Development in the Countryside</b>	<b>Low</b>	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.
<b>WLP8.8 – Rural Workers Dwellings in the Countryside</b>	<b>Low</b>	Policy sets out the criteria for development of dwellings countryside for rural workers.	Not considered in our testing.
<b>WLP8.9 – Replacement Dwellings and Extensions in the Countryside</b>	<b>Low</b>	Policy sets out the criteria for replacements and extensions of dwellings in the countryside.	Not considered in our testing.
<b>WLP8.10 – Residential Annexes in the Countryside</b>	<b>Low</b>	Policy sets out the criteria for residential annexes in the countryside.	Not considered in our testing.
<b>WLP8.11 – Conversion of Rural Buildings to Residential Use</b>	<b>Low</b>	Policy explains the criteria for conversion of redundant rural buildings in the countryside to residential use.	Not considered in our testing.
<b>WLP8.12 – Existing Employment Area</b>	<b>Low</b>	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.	
<b>WLP8.13 – New Employment Development</b>	<b>Low</b>	Policy sets out the criteria for permitting development existing employment areas and outside of these areas.	Office and industrial scenarios used in viability testing.
<b>WLP8.14 – Conversion and Replacement of Rural Buildings for Employment Use</b>	<b>Low</b>	Policy sets out the criteria for permitting conversion or replacement of rural buildings for employment.	Not considered in our testing.
<b>WLP8.15 – New Self Catering Tourist Accommodation</b>	<b>Medium</b>	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.
<b>WLP8.16 – New Hotels and Guest House</b>	<b>Low</b>	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.
<b>WLP8.17 – Existing Tourist Accommodation</b>	<b>Low</b>	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.
<b>WLP8.18 – New Town Centre Use Development</b>	<b>Low</b>	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.
<b>WLP8.19 – Vitality and Viability of Town Centres</b>	<b>Low</b>	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.
<b>WLP8.20 – Local Shopping Centres</b>	<b>Low</b>	Policy sets out the types of uses that will be permitted in local shopping centres.	

<b>WLP8.21 – Sustainable Transport</b>	<b>Low</b>	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.
<b>WLP8.22 - Built Community Services and Facilities</b>	<b>Low</b>	Policy sets out the criteria whereby new community facilities can be built and existing facilities can be redeveloped.	Not considered in our testing.
<b>WLP8.23 – Protection of Open Space</b>	<b>Low</b>	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.
<b>WLP8.24 – Flood Risk</b>	<b>Low</b>	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.
<b>WLP8.25 – Coastal Change Management Area</b>	<b>Low</b>	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.
<b>WLP8.26 – Relocation and Replacement of Development Affected by Coastal Erosion</b>	<b>Low</b>	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.
<b>WLP8.27 - Renewable and Low Carbon Energy</b>	<b>Low</b>	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.

<b>WLP8.28 – Sustainable Construction</b>	<b>Medium</b>	<p>Policy sets out the Council's aspiration for sustainable construction and the following requirements:</p> <ul style="list-style-type: none"> <li>• Residential development to achieve water efficiency of 110 litres/person/day.</li> <li>• 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.</li> <li>• Proposals for residential development of 10 or more houses should demonstrate where practical they have incorporated environmental sustainability.</li> </ul>	Cost included as part of our testing but cost impact is low.
<b>WLP8.29 – Design</b>	<b>Medium</b>	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.
<b>WLP8.30 – Design of Open Spaces</b>	<b>Medium</b>	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.
<b>WLP8.31 – Lifetime Design</b>	<b>High</b>	<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>	
<b>WLP8.32 – Housing Density and Design</b>	<b>Medium</b>	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.
<b>WLP8.33 – Residential Gardens and Urban Infilling</b>	<b>Low</b>	Sets out criteria for acceptable development for development of gardens and infill sites.	Our scenario testing captures this form of development.
<b>WLP8.34 – Biodiversity and Geodiversity</b>	<b>Medium</b>	Policy supports development that maintains, restores or enhances the existing green infrastructure network and positively contributes towards biodiversity.	Not considered in our testing.
<b>WLP8.35 – Landscape Character</b>	<b>Low</b>	Sets out the considerations for development as to its impact on the character of the area.	Not considered in our testing.

<b>WLP8.36– Coalescence of Settlements</b>	<b>Low</b>	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.
<b>WLP8.37 – Historic Environment</b>	<b>Low</b>	Explains the considerations for development proposals for heritage assts.	Not considered in our testing.
<b>WLP8.38 – Non- Designated Heritage Assets</b>	<b>Low</b>	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.
<b>WLP8.39 – Conservation Areas</b>	<b>Low</b>	Sets out the criteria for development in the conservation areas.	Not considered in our testing.
<b>WLP8.40 – Archaeology</b>	<b>Low</b>	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

---

---

## Appendix 2 – Market Report

---

East Suffolk Council



---

October 2021

---

## Quality Assurance

---

### Date of Report

8 October 2021`

### Version

Draft

### Filename and path

L:\\_Client Projects\1904 CIL Review\_East Suffolk\\_Reports\2110  
Report\210929\_Property Market Report\_Draft\_v3.docx

---

### Prepared by

Ben Aspinall, Managing Director

Edward Tyler, Senior Consultant

---

### Checked by

Ben Aspinall

### Date

8 October 2021

---

### Authorised by

### Date

---

## Limitation

This report has been prepared on behalf of and for the exclusive use of Aspinall Verdi Limited's Client and it is subject to and issued in connection with the provisions of the agreement between Aspinall Verdi Limited and its Client. Aspinall Verdi Limited accepts no liability or responsibility whatsoever for or in respect of any use of or reliance upon this report by any third party.

## Contents

---

### Report

---

1	Introduction .....	6
2	Residential .....	7
	Residential market overview .....	7
	East Suffolk Council overview .....	9
	East Suffolk Council new build sold prices .....	11
	New build quoting prices .....	18
	Residential agent consultation .....	19
	Conclusion .....	23
3	Holiday accommodation .....	26
	Introduction .....	26
	New build sold holiday let prices .....	26
	East Suffolk District holiday let quoting prices .....	27
	East Suffolk District new build park home quoting prices .....	29
	Conclusion .....	32
4	Specialist residential accommodation .....	33
	Introduction .....	33
	Specialist and extra care housing premiums .....	34
5	Retail market .....	38
	Introduction .....	38
	Retail market overview .....	38
	Convenience sector .....	38
	Comparison retail sector .....	41
	Conclusion .....	44
6	Office market .....	45
	Introduction .....	45
	Office rents .....	46
	Office yields .....	46
	Conclusion .....	47
7	Industrial market .....	48
	Introduction .....	48
	Industrial rents .....	49
	Industrial yields .....	50
	Conclusion .....	50

### Tables & Figures

---

Figure 2-1 Number of sales (all properties) across East Suffolk, 2011 – present .....	8
Figure 2-2 Average residential property prices new .....	8

Table 2-1 Average new build prices @ January 2021 .....	9
Figure 2-3 Heatmap all sales property value .....	10
Table 2-2 New build sold prices Land North of Lime Avenue, Oulton .....	11
Table 2-3 New build sold prices Land off Heritage Green, Kessingland .....	11
Table 2-4 New build sold price Palfrey Place, Halesworth.....	12
Table 2-5 New build sold prices Beckers View, Wenhaston, Halesworth .....	12
Table 2-6 New build sold prices Beech Road, Saxmundham .....	13
Table 2-7 New build sold prices Leiston .....	13
Table 2-8 New build sold prices Mount Pleasant, Framlingham .....	14
Table 2-9 New build sold price Castle Keep Development, Framlingham .....	14
Table 2-10 New build sold price Longwood Fields, Melton, Woodbridge.....	15
Table 2-11 New build sold prices St Johns Way, Tunstall, Woodbridge .....	15
Table 2-12 New build sold prices Felgate Way, Grundisburgh, Woodbridge .....	16
Table 2-13 New build sold prices Paddock Close Kirton Ipswich.....	16
Table 2-14 New build sold prices Walton Gate, Felixstowe .....	16
Table 2-15 New build sold prices Land South of Thurmans Lane, Trimley St Mary. ....	17
Table 2-16 New build sold prices Goslings Way, Trimley St Martin.....	17
Table 2-17 New build sold prices The Hollies, Foxhall, Ipswich.....	18
Table 2-18 New build sold prices Brickfields, Aldeburgh .....	18
Table 2-19 Proposed sale prices across the Districts .....	21
Figure 2-4 Value areas map East Suffolk District .....	23
Table 2-20 Value zone assumptions.....	24
Table 3-1 Holiday let in Felixstowe .....	26
Table 3-2 Holiday let quoting prices East Suffolk.....	27
Table 3-2 Holiday let quoting prices East Suffolk.....	29
Figure 3-1 Value zones – holiday accomodation .....	31
Table 4-2 Rule of thumb approach .....	35
Table 4-2 Care home fees East Suffolk Rule of thumb approach .....	36
Figure 4-1 Great Britain Grocery market share 12 weeks ending 06/02/11 & 16/05/21	
39	
Table 4-1 Achieved convenience retail rents .....	40
Table 4-2 Achieved convenience retail yields .....	40
Table 4-4 Achieved convenience retail yields .....	43

Table 4-5 Convenience retail values.....	44
Table 4-6 Comparison retail values .....	44
Table 5-1 Achieved office rents .....	46
Table 5-2 Achieved office yields .....	47
Table 6-1 Achieved industrial rents.....	49
Table 6-2 Achieved industrial yields .....	50



# 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

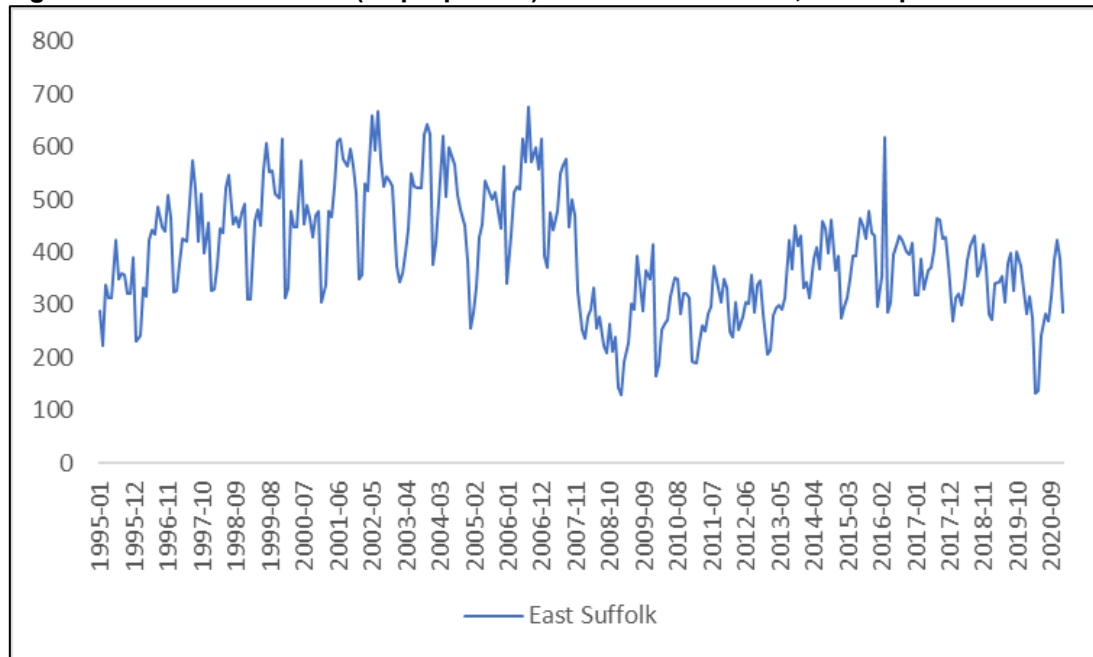
---

- 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

---

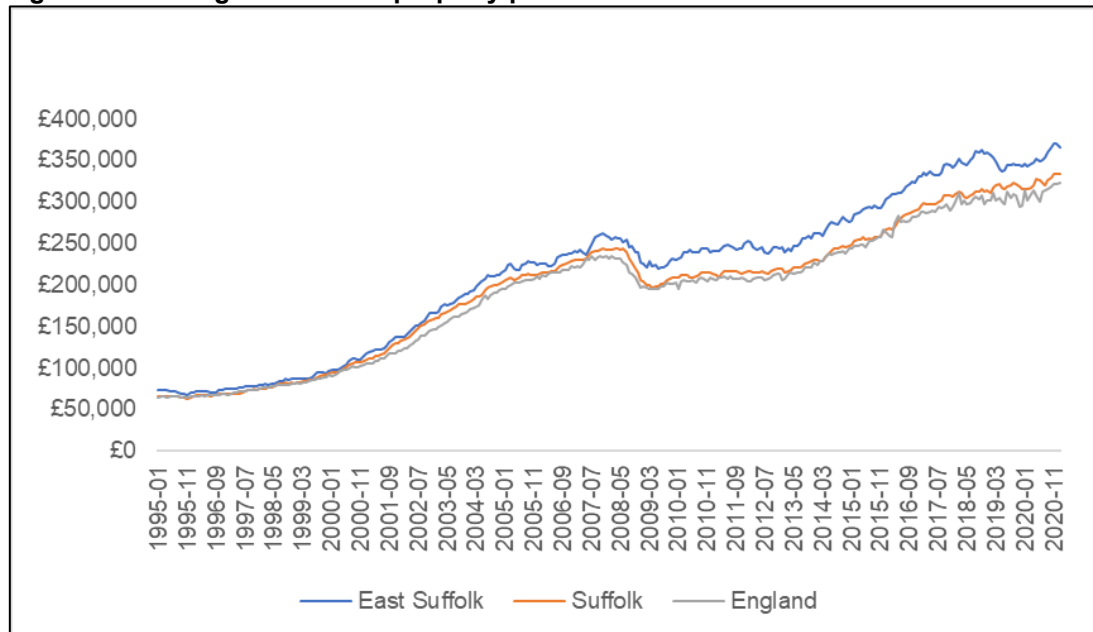
- 2.2 Following the global financial crisis in 2007-9, the residential market in England & Wales was generally in a period of growth. The growth was initially seen in London, which responded to the quickest to the financial crisis. This growth then rippled out to the southeast and regions. But the growth 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**

	<b>England</b>	<b>Suffolk</b>	<b>East Suffolk</b>
<b>Average new build price</b>	£323,339	£334,171	£365,618
<b>% difference with Suffolk</b>			9.4%
<b>% difference with England</b>			13.08%

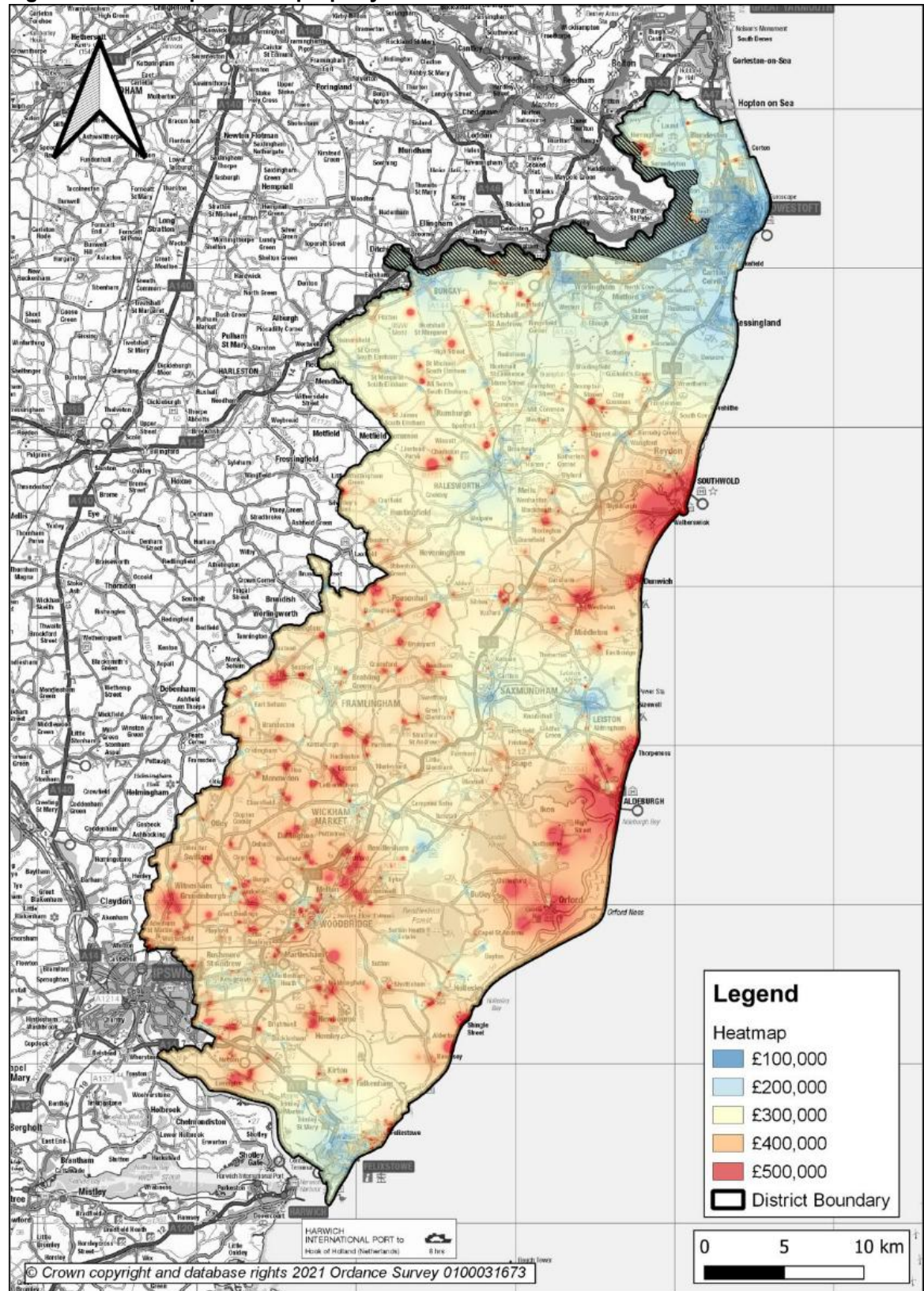
Source: Land Registry, accessed 14 June 2021

## 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
<b>Terraced</b>	2	36	67	£128,796	£185,000	£1,590	£2,842
<b>Terraced</b>	3	11	69	£170,995	£183,995	£2,478	£2,667
<b>Terraced</b>	N/a	3	50	£113,596	£119,996	£2,272	£2,400
<b>Semi Detached</b>	2	2	66	£159,995	£170,995	£2,311	£2,807
<b>Semi Detached</b>	3	13	73	£176,995	£219,000	£2,442	£2,739
<b>Semi Detached</b>	N/a	8	70	£189,000	£225,000	£2,554	£3,261
<b>Detached</b>	2	2	85	£285,000	£324,000	£3,353	£3,812
<b>Detached</b>	3	15	92	£206,950	£315,000	£2,210	£3,938
<b>Detached</b>	4	23	111	£227,995	£344,000	£2,109	£2,500
<b>Detached</b>	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
<b>Terraced</b>	2	3	61	£184,950	£189,950	£3,083	£3,114
<b>Terraced</b>	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
<b>Semi</b>	3	2	83	£199,950	£199,950	£2,409	£2,409
<b>Detached</b>							
<b>Detached</b>	3	2	77	£272,500	£274,950	£3,539	£3,618
<b>Detached</b>	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
<b>Terraced</b>	2	3	70	£185,000	£193,000	£2,643	£2,757
<b>Terraced</b>	N/a	1	72	£200,000	£200,000	£2,778	£2,778
<b>Semi</b>	3	4	80	£200,000	£220,000	£2,500	£2,750
<b>Detached</b>	3	1	119	£370,000	£370,000	£3,109	£3,109
<b>Detached</b>	4	3	122	£350,000	£390,000	£2,953	£3,153
<b>Detached</b>	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
<b>Terraced</b>	3	3	102	£248,000	£269,995	£2,431	£2,647
<b>Semi</b>	2	2	61	£185,000	£199,995	£3,033	£3,279
<b>Detached</b>	2	1	77	£239,995	£239,995	£3,117	£3,117
<b>Detached</b>	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
<b>Terraced</b>	2	2	61	£209,995	£215,000	£3,443	£3,525
<b>Terraced</b>	3	8	120	£249,000	£307,500	£2,110	£2,990
<b>Terraced</b>	4	1	116	£314,995	£314,995	£2,715	£2,715
<b>Terraced</b>	N/a	3	77	£193,450	£264,995	£2,732	£3,171
<b>Semi</b>	3	4	97	£267,995	£294,995	£2,794	£3,229
<b>Detached</b>							
<b>Semi</b>	N/a	4	75	£219,995	£248,200	£2,930	£3,424
<b>Detached</b>							
<b>Detached</b>	3	5	104	£279,995	£310,000	£2,672	£3,494
<b>Detached</b>	4	7	119	£290,000	£359,995	£2,520	£2,903
<b>Detached</b>	N/a	5	108	£289,000	£449,995	£3,125	£4,105
<b>Flats</b>	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
<b>Terraced</b>	2	3	69	£187,500	£195,000	£2,717	£2,826
<b>Terraced</b>	3	5	102	£245,000	£289,995	£2,465	£2,772
<b>Terraced</b>	N/a	9	81	£187,500	£245,000	£2,296	£3,125
<b>Semi</b>	4	1	122	£344,995	£344,995	£2,828	£2,828
<b>Detached</b>							



Typology	No. of beds	Number of sales	Average size Sqm	Sold value min	Sold value max	£psm Min	£psm Max
<b>Semi Detached</b>	N/a	4	103	£199,995	£263,995	£1,944	£3,333
<b>Detached</b>	3	5	109	£247,995	£289,995	£2,275	£2,624
<b>Detached</b>	4	1	144	£395,000	£395,000	£2,743	£2,743
<b>Detached</b>	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
<b>Terraced</b>	2	5	56	£200,995	£209,995	£3,589	£3,750
<b>Terraced</b>	3	13	75	£215,995	£247,995	£2,767	£3,478
<b>Terraced</b>	N/a	15	81	£194,000	£299,995	£2,500	£3,548
<b>Semi Detached</b>	3	6	79	£262,995	£264,995	£3,329	£3,354
<b>Semi Detached</b>	N/a	10	87	£200,000	£310,000	£2,673	£3,226
<b>Detached</b>	3	5	91	£297,995	£303,995	£3,275	£3,341
<b>Detached</b>	4	13	111	£294,995	£374,995	£2,658	£3,275
<b>Detached</b>	5	4	146	£369,995	£406,995	£2,482	£2,891
<b>Detached</b>	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
<b>Terraced</b>	2	3	62	£216,500	£224,995	£3,492	£3,629
<b>Terraced</b>	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
<b>Semi Detached</b>	1	1	67	£200,000	£200,000	£2,985	£2,985
<b>Detached</b>	2	3	91	£245,000	£250,000	£2,717	£2,722
<b>Detached</b>	3	1	212	£647,500	£647,500	£3,054	£3,054
<b>Detached</b>	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
<b>Detached</b>	4	6	204	£725,000	£950,000	£3,417	£4,657
<b>Terraced</b>	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 agents<sup>1</sup> 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.

---

<sup>1</sup> 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**

<b>Location</b>	<b>Typology</b>	<b>Agents quoting unit prices</b>
<b>Lowestoft</b>	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
<b>Halesworth</b>	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
<b>Saxmundham</b>	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
<b>Leiston</b>	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*

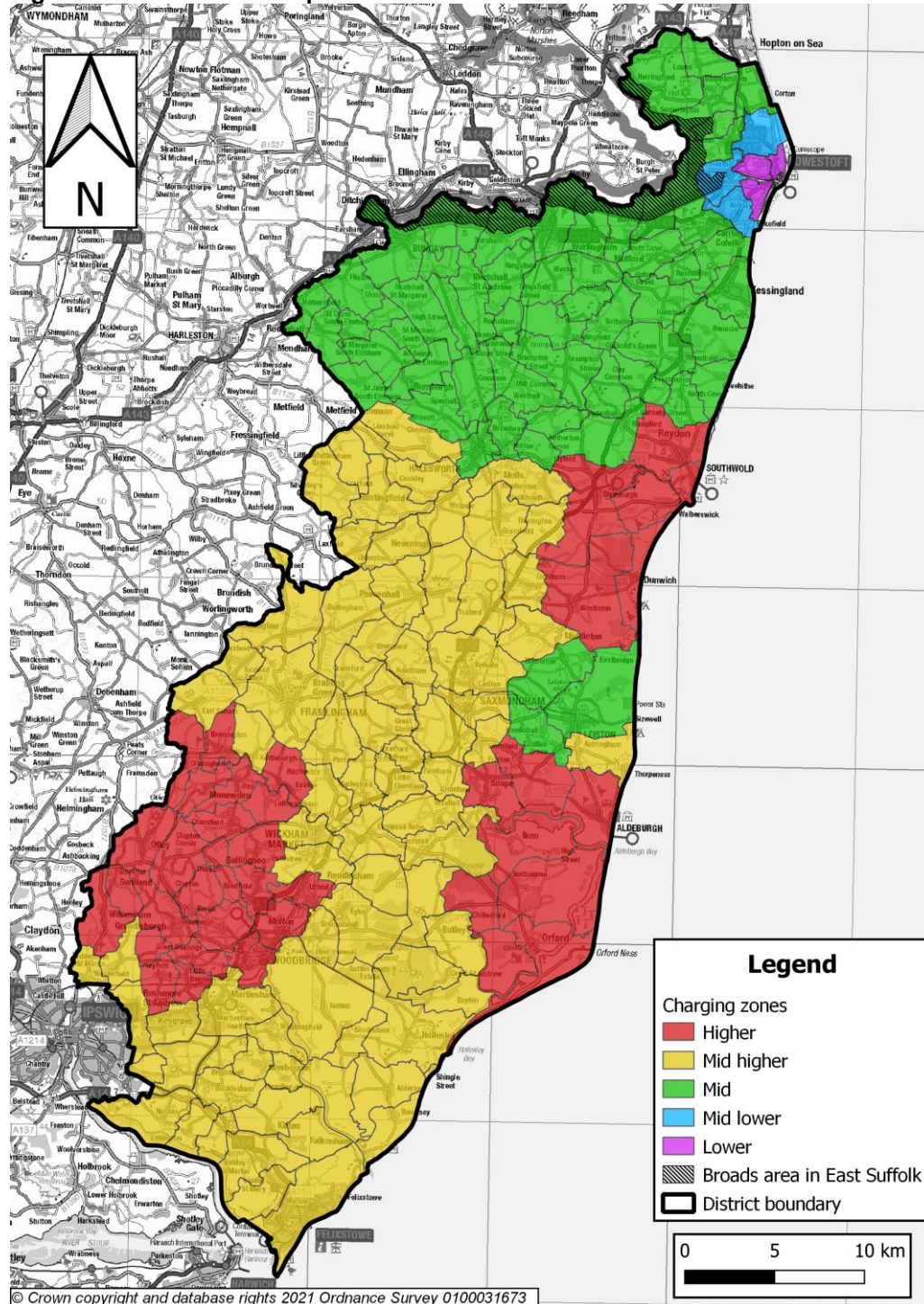
*\*\*Agent quoted this price based on a premium for being a luxury apartment, pricing out the regular market*

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
<b>Higher</b>	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
<b>Mid higher</b>	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
		1 bed	55	£180,000	£3,273
	Flatted	2 bed	65	£200,000	£3,077
<b>Mid</b>	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
		1 bed	55	£160,000	£2,909
	Flatted	2 bed	65	£175,000	£2,692
<b>Mid lower</b>	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
		1 bed	55	£150,000	£2,727
	Flatted	2 bed	65	£165,000	£2,538
<b>Lower</b>	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
		1 bed	55	£120,000	£2,182

2 bed	65	£140,000	£2,154
-------	----	----------	--------

*\*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”.<sup>2</sup>
- 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.’*<sup>3</sup>
- 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.<sup>4</sup>

#### 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	

<sup>2</sup> Moore, C., 2017, Britain's holiday rental market booms.

<sup>3</sup> Sanderson Weatherall, 2021, Holiday & Caravan Park Market Report

<sup>4</sup> <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	

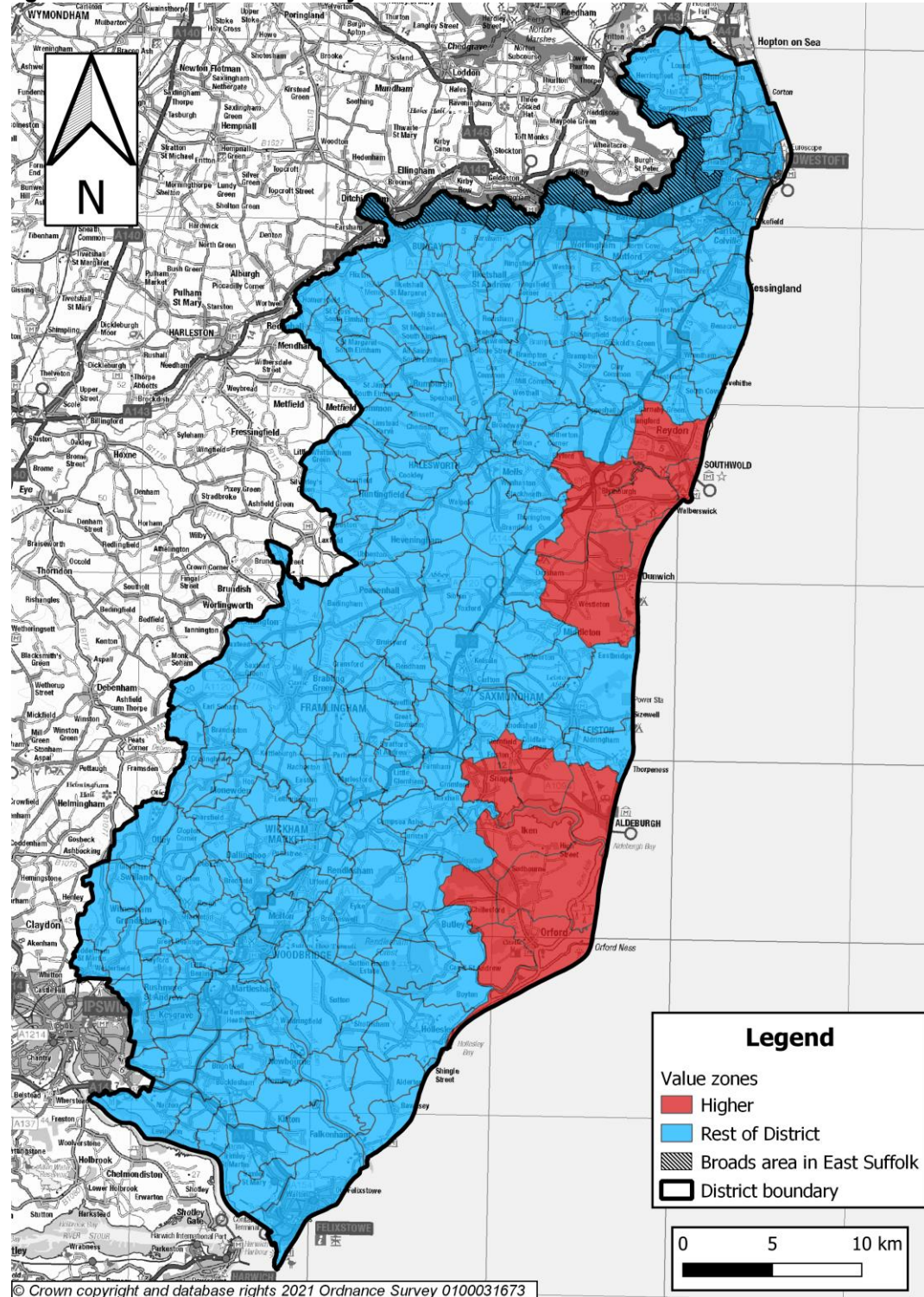


Site address	Scheme description	Quoting prices	Picture
Broadland Sands, Corton	2 bed	£145,000	
Victoria Road, Oulton Broad, Lowestoft	2 bed 769 sqft/72 sqm	£130,000	

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 flattened 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 PPG<sup>5</sup>, 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

---

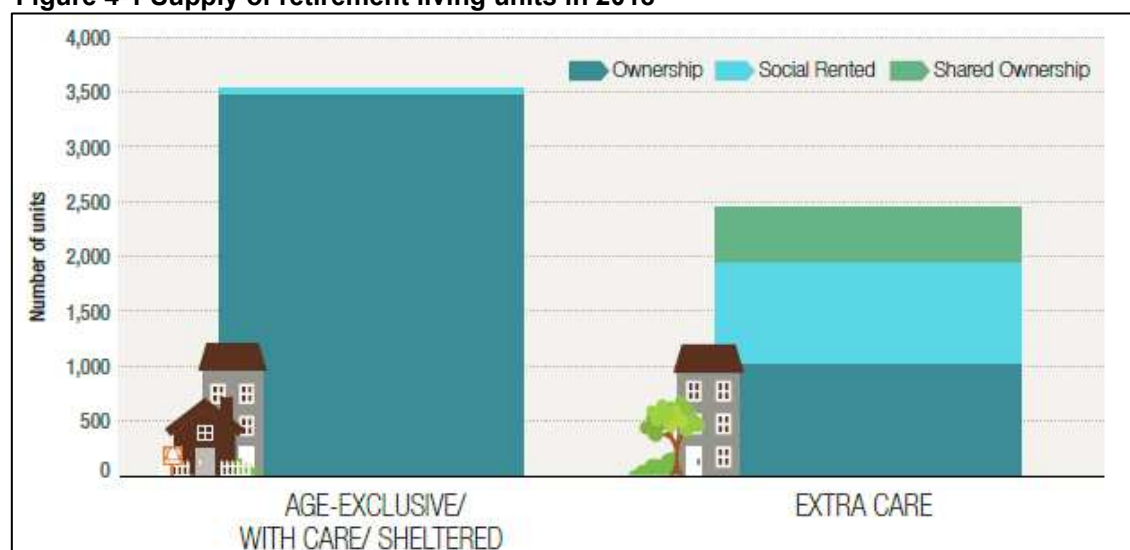
<sup>5</sup> MHCLG, 26 June 2019, PPG, Paragraph: 010 Reference ID: 63-010-20190626



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 Group<sup>6</sup> (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
----------	------------

<sup>6</sup> 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"> <li>10-15% premium to private market 1 – 2-bed flats</li> </ul>
	Or, in lower-value areas (with no apartment scheme comparables) –
Extra care housing unit prices	<ul style="list-style-type: none"> <li>75% value of a 3-bed semi-detached house for a 1-bed sheltered housing unit, and</li> <li>100% value of a 3-bed semi-detached house for a 2-bed sheltered housing unit</li> </ul>
	<ul style="list-style-type: none"> <li>25% premium to private market 1 – 2-bed flats•</li> </ul>

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 2020<sup>7</sup> and not paid rent – CoStar reported that only 41% of March 2020 quarter date rent was collected and 40% June 2020 quarter date.<sup>8</sup>

### 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

---

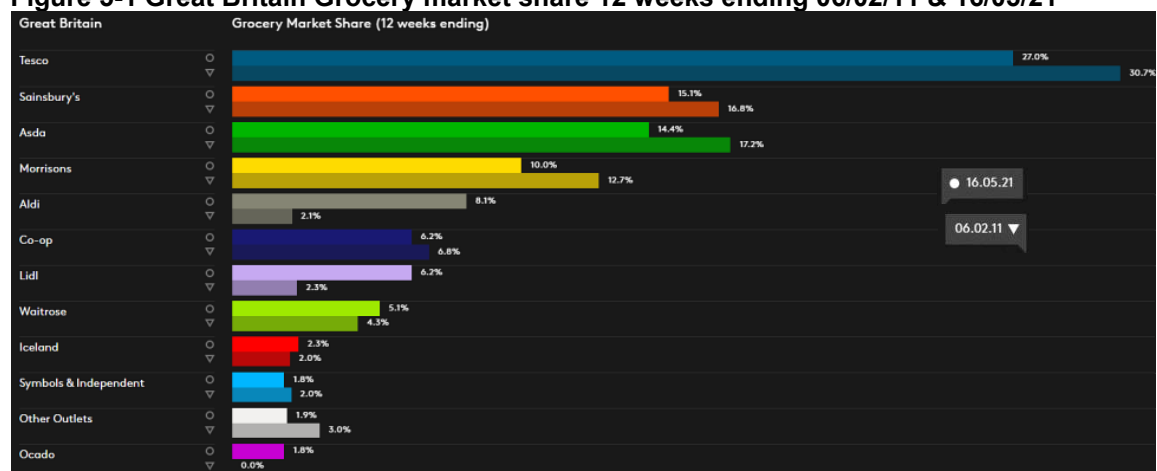
<sup>7</sup> 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legalisation 'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended)).' The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payment in March.

<sup>8</sup> 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 report<sup>9</sup> 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:

<sup>9</sup> 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 sales<sup>10</sup>. 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

<sup>10</sup> 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 guide<sup>11</sup>, 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

<sup>11</sup> 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)).'*<sup>12</sup> 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.'*<sup>13</sup>
- 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.

---

<sup>12</sup> <https://www.rpc.co.uk/perspectives/rpc-big-deal/covid-19-and-commercial-tenants-rights-regarding-rent/>

<sup>13</sup> 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 guide<sup>14</sup> which indicates multi-let south east business

<sup>14</sup> 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
<b>Lowestoft</b>			
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
<b>Oulton Broad</b>			
Pegasus Mews, Oulton Broad	Small waterfront development	N/a	3-bed bungalow: £599,500
<b>Beccles</b>			
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
<b>Halesworth</b>			
Blyth Value, Halesworth	Development of 2, 3 and 4 bed units.	Hopkin Homes	4-bed detached: £480,000 (£3,288 psm)
<b>Leiston</b>			
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
<b>Southwold</b>			
North Road, Southwold	Small infill development	N/a	3-bed townhouse: £675,000
<b>Darsham,</b>			

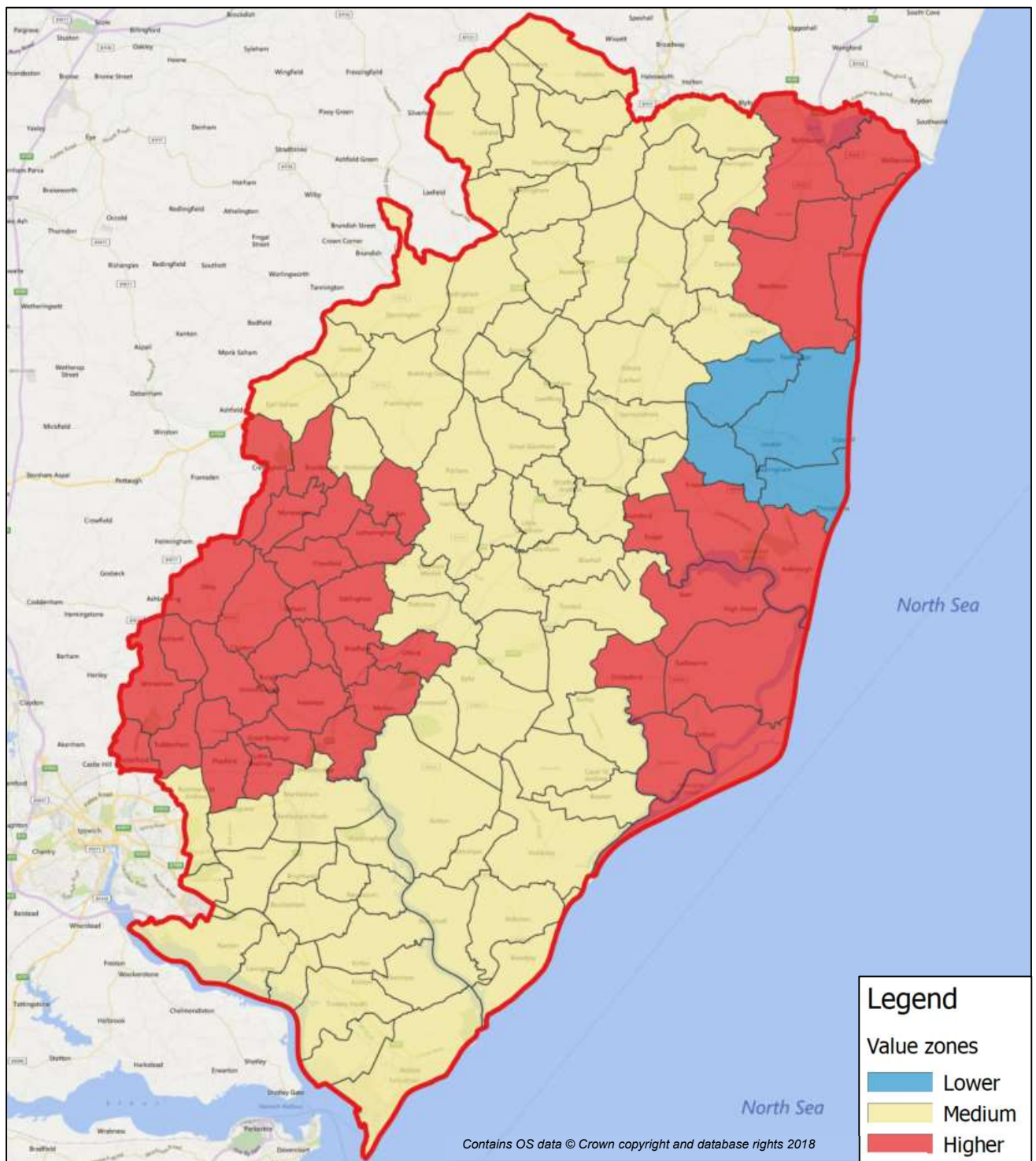
		Hopkins Homes & Moore	2-bed semi-detached: £230,000 - £315,000 3-bed semi-detached: £290,000 - £340,000 3-bed terraced: £345,000 4-bed detached: £650,000 5-bed detached: £675,000
<b>Saxmundham</b>			
Priors Grange	164 dwelling scheme comprising 1-bed apartments, 2-bed apartments, terraced and semi-detached 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
<b>Aldrigham</b>			
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)
<b>Woodbridge</b>			
Deben Meadows, Melton Road, Melton	54 dwellings and offices on the former GAH (Refrigeration) factory	Lynton Build	4-bed town house: £485,000
<b>Felixstowe</b>			
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.		

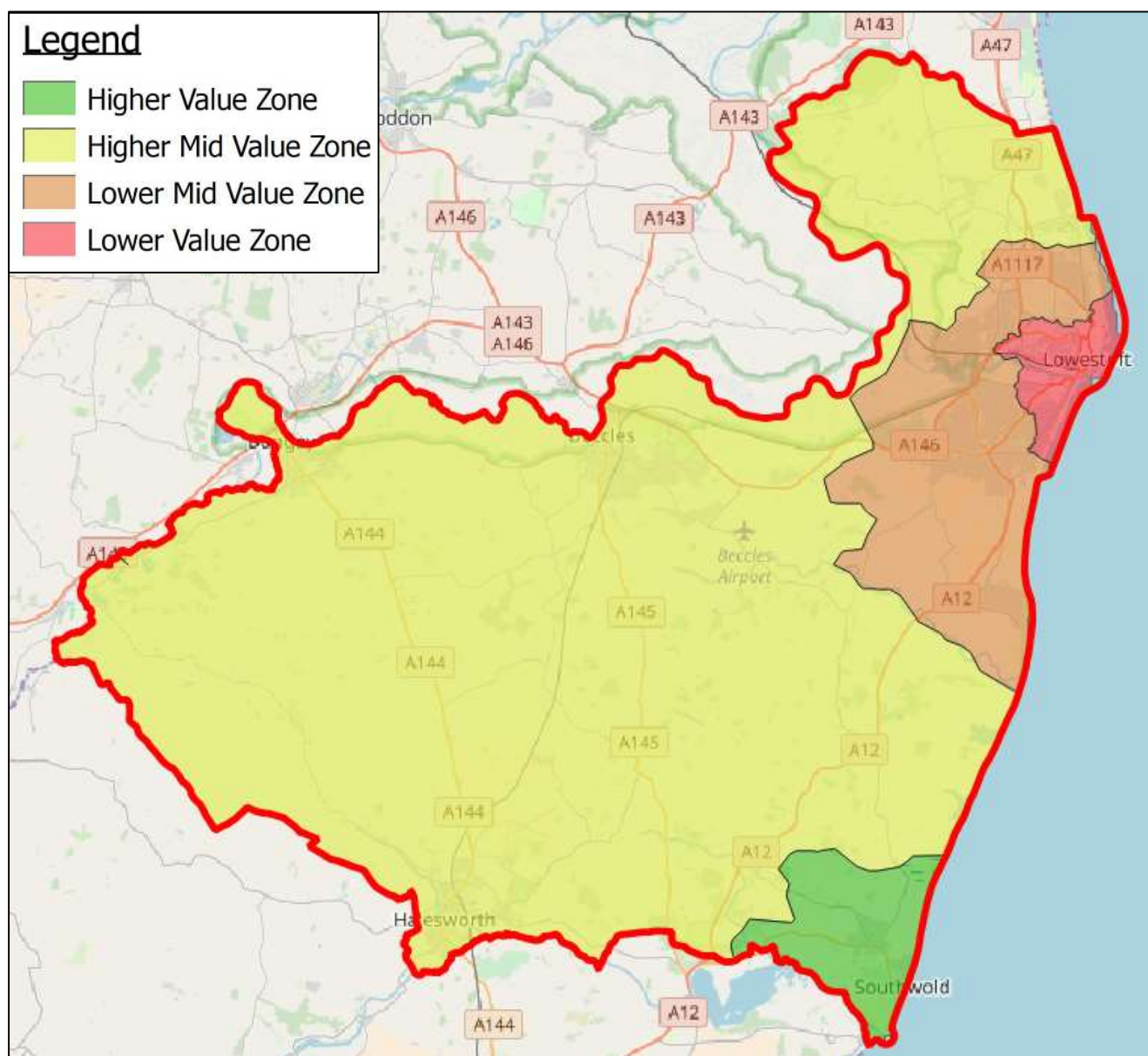
Cliff Hotel	24 dwelling scheme comprising 1-bed and 2-bed flats	Dragonwood Homes	1-bed apartment: £195,000 - £210,000, 2-bed apartment: £395,000
South Beach Mansion	6 x 2-bed apartments, conversion	Parmar Holdings	2-bed apartment: £475,000 - £650,000

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)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>447. Care homes for the elderly</b>							
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							
<b>447. Care homes for the elderly</b>							
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							
<b>320. Offices</b>							
Generally (5)	1,628	948	1,306	1,689	1,780	2,249	9
<b>Air-conditioned</b>							
<b>Not air-conditioned</b>							
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

£/m<sup>2</sup> study

**Description:** Rate per m<sup>2</sup> 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



£/m<sup>2</sup> study

**Description:** Rate per m<sup>2</sup> 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				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>	<b>41.3</b>			<b>5,180,423</b>
<i>AH on-site cost analysis:</i>		<i>EMV less EGDV</i>		
	241 £ psm (total GIA sqm)		16,880 £ per unit (total units)	759,578
<b>Grant</b>	45	@	0	-
<b>Total GDV</b>				<b>5,180,423</b>

# 210806\_Revised flats appraisal

Scheme Ref: Flats  
Title: 45 No. Units at Lower value - Flats  
Notes: Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(7,417,453)</b>

## 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)	(3,036,641)	(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)	(3,376,138)
	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)



# 210806\_Revised flats appraisal

**Scheme Ref:** Flats  
**Title:** 51 No. Units at Mid value - Flats  
**Notes:** Brownfield

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				
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				
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)				
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	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%

## 210806\_Revised flats appraisal

Scheme Ref: Flats  
 Title: 51 No. Units at Mid value - Flats  
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(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
<b>Affordable rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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
<b>Grant</b>				
	51	@	0	-
<b>Total GDV</b>				<b>6,938,627</b>

# 210806\_Revised flats appraisal

Scheme Ref: Flats  
Title: 51 No. Units at Mid value - Flats  
Notes: Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(8,540,788)</b>

## 210806\_Revised flats appraisal

Scheme Ref: Flats  
 Title: 51 No. Units at Mid value - Flats  
 Notes: Brownfield

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)

# 210806\_Revised flats appraisal

Scheme Ref: Flats  
Title: 51 No. Units at Mid value - Flats  
Notes: Brownfield

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		115,512	(85,189)	(307,455)	(608,763)	(771,732)	(888,434)	(1,005,906)
-300		(263,098)	(452,734)	(642,777)	(890,897)	(1,025,195)	(1,121,534)	(1,218,535)
-200		(682,198)	(830,602)	(979,664)	(1,174,357)	(1,279,859)	(1,355,737)	(1,431,616)
-100		(1,103,254)	(1,210,244)	(1,318,134)	(1,459,158)	(1,535,557)	(1,590,127)	(1,644,698)
0		(1,526,287)	(1,591,784)	(1,658,205)	(1,744,687)	(1,791,255)	(1,824,517)	(1,857,779)
100		(1,951,318)	(1,975,227)	(1,999,135)	(2,030,217)	(2,046,953)	(2,058,907)	(2,070,861)
200		(2,377,482)	(2,358,774)	(2,340,066)	(2,315,746)	(2,302,650)	(2,293,297)	(2,283,943)
300		(2,803,645)	(2,742,321)	(2,680,997)	(2,601,275)	(2,558,348)	(2,527,686)	(2,497,024)
400		(3,229,808)	(3,125,868)	(3,021,927)	(2,886,805)	(2,814,046)	(2,762,076)	(2,710,106)
500		(3,655,971)	(3,509,414)	(3,362,858)	(3,172,334)	(3,069,744)	(2,996,466)	(2,932,188)
600		(4,082,134)	(3,892,961)	(3,703,788)	(3,457,863)	(3,325,442)	(3,230,856)	(3,136,269)
700		(4,508,298)	(4,276,508)	(4,044,719)	(3,743,393)	(3,581,140)	(3,465,245)	(3,349,351)
800		(4,934,461)	(4,660,055)	(4,385,649)	(4,028,922)	(3,836,838)	(3,699,635)	(3,562,432)
900		(5,360,624)	(5,043,602)	(4,726,580)	(4,314,451)	(4,092,536)	(3,934,025)	(3,775,514)
1000		(5,786,787)	(5,427,149)	(5,067,511)	(4,599,981)	(4,348,234)	(4,168,415)	(3,988,596)
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		(1,706,317)	(1,772,657)	(1,839,182)	(1,925,664)	(1,972,232)	(2,005,494)	(2,038,757)
0		(1,736,322)	(1,802,820)	(1,869,345)	(1,955,827)	(2,002,395)	(2,035,657)	(2,068,919)
4,000		(1,766,458)	(1,832,983)	(1,899,508)	(1,985,990)	(2,032,557)	(2,065,820)	(2,099,082)
4,500		(1,796,621)	(1,863,146)	(1,929,671)	(2,016,153)	(2,062,720)	(2,095,983)	(2,129,245)
5,000		(1,826,784)	(1,893,309)	(1,959,833)	(2,046,316)	(2,092,883)	(2,126,146)	(2,159,408)
5,500		(1,856,947)	(1,923,471)	(1,989,996)	(2,076,479)	(2,123,046)	(2,156,308)	(2,189,571)
6,000		(1,887,109)	(1,953,634)	(2,020,159)	(2,106,641)	(2,153,209)	(2,186,471)	(2,219,734)
6,500		(1,917,272)	(1,983,797)	(2,050,322)	(2,136,804)	(2,183,372)	(2,216,634)	(2,249,897)
7,000		(1,947,435)	(2,013,960)	(2,080,485)	(2,166,967)	(2,213,535)	(2,246,797)	(2,280,059)
7,500		(1,977,598)	(2,044,123)	(2,110,648)	(2,197,130)	(2,243,697)	(2,276,960)	(2,310,222)
8,000		(2,007,761)	(2,074,286)	(2,140,811)	(2,227,293)	(2,273,860)	(2,307,123)	(2,340,385)
8,500		(2,037,924)	(2,104,449)	(2,170,973)	(2,257,456)	(2,304,023)	(2,337,286)	(2,370,548)
9,000		(2,068,087)	(2,134,611)	(2,201,136)	(2,287,619)	(2,334,186)	(2,367,448)	(2,400,711)
9,500		(2,098,249)	(2,164,774)	(2,231,299)	(2,317,781)	(2,364,349)	(2,397,611)	(2,430,874)
10,000		(2,128,412)	(2,194,937)	(2,261,462)	(2,347,944)	(2,394,512)	(2,427,774)	(2,461,037)
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)
250		(3,105,170)	(2,889,617)	(2,674,064)	(2,458,511)	(2,242,958)	(2,027,405)	(1,811,852)
300		(3,247,934)	(3,032,381)	(2,816,828)	(2,601,275)	(2,385,722)	(2,170,169)	(1,954,616)
CIL Epsm		(3,390,699)	(3,175,146)	(2,959,593)	(2,744,040)	(2,528,487)	(2,312,934)	(2,097,381)
0.00		(3,533,464)	(3,317,911)	(3,102,358)	(2,886,805)	(2,671,252)	(2,455,699)	(2,240,146)
450		(3,676,228)	(3,460,675)	(3,245,122)	(3,029,569)	(2,814,016)	(2,598,463)	(2,382,910)
500		(3,818,993)	(3,603,440)	(3,387,887)	(3,172,334)	(2,956,781)	(2,741,228)	(2,525,675)
550		(3,961,758)	(3,746,205)	(3,530,652)	(3,315,099)	(3,099,546)	(2,883,993)	(2,668,440)
600		(4,104,522)	(3,888,969)	(3,673,416)	(3,457,863)	(3,242,310)	(3,026,757)	(2,811,204)
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)
250		(1,405,617)	(1,756,581)	(2,107,546)	(2,458,511)	(2,809,475)	(3,160,440)	(3,511,404)
300		(1,548,382)	(1,899,346)	(2,250,311)	(2,601,275)	(2,952,240)	(3,303,204)	(3,654,169)
CIL Epsm		(1,691,146)	(2,042,111)	(2,393,075)	(2,744,040)	(3,095,004)	(3,445,969)	(3,796,934)
0.00		(1,833,911)	(2,184,876)	(2,535,840)	(2,886,805)	(3,237,769)	(3,588,734)	(3,939,698)
450		(1,976,676)	(2,327,640)	(2,678,605)	(3,029,569)	(3,380,534)	(3,731,498)	(4,082,463)
500		(2,119,440)	(2,470,405)	(2,821,369)	(3,172,334)	(3,523,299)	(3,874,263)	(4,225,228)
550		(2,262,205)	(2,613,170)	(2,964,134)	(3,315,099)	(3,666,063)	(4,017,028)	(4,367,992)
600		(2,404,970)	(2,755,934)	(3,106,899)	(3,457,863)	(3,808,828)	(4,159,792)	(4,510,757)

# 210806\_Revised flats appraisal

**Scheme Ref:** Flats  
**Title:** 42 No. Units at mid value - Flats  
**Notes:** Brownfield

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)		Total GIA (all units) (sqm)		(sqft)		
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	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%

## 210806\_Revised flats appraisal

Scheme Ref: Flats  
 Title: 42 No. Units at mid value - Flats  
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(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
<b>Affordable rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	38.5			6,190,343
<i>AH on-site cost analysis:</i>			<i>EMV less EGDV</i>	
	308 £ psm (total GIA sqm)		21,611 £ per unit (total units)	907,657
<b>Grant</b>				
	42	@	0	-
<b>Total GDV</b>				<b>6,190,343</b>

## 210806\_Revised flats appraisal

Scheme Ref: Flats  
Title: 42 No. Units at mid value - Flats  
Notes: Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(7,122,916)</b>



## 210806\_Revised flats appraisal

Scheme Ref: Flats  
 Title: 42 No. Units at mid value - Flats  
 Notes: Brownfield

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)

# 210806\_Revised flats appraisal

Scheme Ref: Flats  
Title: 42 No. Units at mid value - Flats  
Notes: Brownfield

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)

# 210806\_Revised flats appraisal

**Scheme Ref:** Flats  
**Title:** 100 No. Units at high value - Flats  
**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		
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)		Total GIA (all units) (sqm)		(sqft)		
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		27,024
2 bed Flat	3,074	33,090	1,421		15,295		4,495		48,384
	4,808	51,755	2,197		23,653		7,006		75,408
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%

## 210806\_Revised flats appraisal

Scheme Ref: Flats  
 Title: 100 No. Units at high value - Flats  
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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
			29,028	<i>£ per unit (total units)</i>
Grant	100	@	0	-
<b>Total GDV</b>				<b>19,797,238</b>

# 210806\_Revised flats appraisal

Scheme Ref: Flats  
Title: 100 No. Units at high value - Flats  
Notes: Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(18,540,141)</b>

## 210806\_Revised flats appraisal

Scheme Ref: Flats  
 Title: 100 No. Units at high value - Flats  
 Notes: Brownfield

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				<b>1,104,174</b>
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
				<b>265,867</b>

BALANCE				
Surplus/(Deficit)	662,262	£ per ha	268,014	£ per acre
				<b>838,307</b>

# 210806\_Revised flats appraisal

Scheme Ref: Flats  
Title: 100 No. Units at high value - Flats  
Notes: Brownfield

## SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)	838,307	25%	30%	35%	40%	45%	50%	55%
	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
CIL Epsm	125	103,887	125,834	147,323	168,812	190,300	211,203	232,014
0.00	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%
-		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
Site Specific S106	0	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%
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
CIL Epsm	350	(3,168,110)	(2,528,231)	(1,895,477)	(1,268,254)	(646,603)	(58,374)	475,874
0.00	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%
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)
CIL Epsm	350	839,894	186,560	(504,682)	(1,268,254)	(2,039,066)	(2,816,446)	(3,600,546)
0.00	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)

# 210910\_Revised residential appraisals

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		
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>		<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>
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
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>
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
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>
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
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>		<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>
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			
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>			<b>total MV £ (no AH)</b>	
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	
<b>Affordable Housing values (£) -</b>	<b>Affordable rent £</b>	<b>£psm</b>	<b>% of MV Shared ownership £</b>	<b>£psm</b>	<b>% of MV First Homes £</b>	<b>£psm</b>	<b>% of MV</b>
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%



## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 22 No. Units at Higher Value - low density  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				<b>6,733,249</b>
<i>AH on-site cost analysis:</i>				
	603	<i>£ psm (total GIA sqm)</i>		<i>£MV less EGDV 1,328,652</i>
				<i>60,393 £ per unit (total units)</i>
<b>Grant</b>	22	@	0	-
<b>Total GDV</b>				<b>6,733,249</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 22 No. Units at Higher Value - low density  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	4.94 acres @			£ per acre (if brownfield)	-
<b>Infrastructure costs -</b>					
	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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)
<b>TOTAL COSTS</b>					<b>(4,911,646)</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 22 No. Units at Higher Value - low density  
 Notes: Greenfield

<b>RESIDUAL LAND VALUE</b>				
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				<b>1,595,294</b>
RLV analysis:	72,513 £ per plot	797,647 £ per ha	322,803 £ per acre	

<b>THRESHOLD LAND VALUE</b>				
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	<b>549,111</b>
Gross to net land area	90%			

<b>BALANCE</b>				
Surplus/(Deficit)		523,092 £ per ha	211,692 £ per acre	<b>1,046,184</b>

# 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 22 No. Units at Higher Value - low density  
 Notes: Greenfield

## SENSITIVITY ANALYSIS

		AH - % on site 40%						
		25%	30%	35%	40%	45%	50%	55%
Balance (RLV - BLV)	1,046,184							
		(91,853)	(31,042)	29,522	89,705	149,887	209,423	268,729
CIL Epsm	700	(100,507)	(39,119)	22,061	82,818	143,574	203,714	263,617
	710	(109,161)	(47,196)	14,600	75,931	137,261	198,004	258,506
0.00	715	(117,815)	(55,273)	7,139	69,044	130,948	192,295	253,395
	720	(126,468)	(63,350)	(322)	62,157	124,635	186,586	248,275
	725	(135,122)	(71,427)	(7,782)	55,270	118,322	180,877	243,137
	730	(143,776)	(79,504)	(15,243)	48,383	112,009	175,168	237,999
	735	(152,430)	(87,581)	(22,732)	41,496	105,696	169,459	232,861
	740	(161,084)	(95,658)	(30,232)	34,609	99,383	163,750	227,723
	745	(169,738)	(103,735)	(37,732)	27,722	93,070	158,041	222,584
	750	(178,392)	(111,812)	(45,232)	20,835	86,757	152,332	217,446
	755	(187,046)	(119,889)	(52,733)	13,948	80,444	146,623	212,308
	760	(195,700)	(127,966)	(60,233)	7,062	74,131	140,914	207,170
	765	(204,354)	(136,043)	(67,733)	175	67,818	135,205	202,032
	770	(213,008)	(144,120)	(75,233)	(6,712)	61,505	129,496	196,894
	775	(221,662)	(152,197)	(82,733)	(13,599)	55,192	123,787	191,756
	780	(230,316)	(160,274)	(90,233)	(20,486)	48,879	118,078	186,617
	785	(238,970)	(168,351)	(97,733)	(27,373)	42,566	112,369	181,479
	790	(247,624)	(176,428)	(105,233)	(34,260)	36,253	106,659	176,341
	795	(256,278)	(184,506)	(112,733)	(41,147)	29,940	100,950	171,203
	800	(264,932)	(192,583)	(120,233)	(48,034)	23,627	95,241	166,065
	805	(273,586)	(200,660)	(127,733)	(54,921)	17,314	89,532	160,927

		AH - % on site 40%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	1,046,184							
	-	1,131,513	1,110,483	1,089,360	1,076,416	1,046,184	1,024,031	1,001,766
	4,000	1,049,856	1,028,947	1,007,917	995,299	965,103	943,346	921,193
	8,000	967,890	947,369	926,381	913,763	883,993	862,420	840,508
	12,000	885,925	865,403	844,844	832,227	802,785	781,310	759,737
	16,000	803,959	783,438	762,916	750,603	721,249	700,201	678,627
Site Specific S106	20,000	721,994	701,472	680,951	668,638	639,712	618,683	597,518
	24,000	640,028	619,507	598,985	586,672	557,942	537,146	516,117
0	28,000	557,756	537,541	517,020	504,707	475,977	455,455	434,580
	32,000	475,359	455,194	435,030	422,741	394,011	373,490	352,968
	36,000	392,962	372,798	352,633	340,534	312,046	291,524	271,003
	40,000	310,565	290,401	270,236	258,137	229,907	209,559	189,037
	44,000	228,169	208,004	187,839	175,741	147,510	127,345	107,072
	48,000	145,697	125,607	105,443	93,344	65,113	44,949	24,784
	52,000	62,867	42,907	22,947	10,947	(17,283)	(37,448)	(57,613)
	56,000	(19,963)	(39,923)	(59,883)	(71,859)	(99,802)	(119,845)	(140,009)
	60,000	(102,794)	(122,753)	(142,713)	(154,689)	(182,632)	(202,592)	(222,552)
	64,000	(185,624)	(205,584)	(225,543)	(237,519)	(265,463)	(285,422)	(305,382)
	68,000	(268,454)	(288,414)	(308,373)	(320,349)	(348,293)	(368,252)	(388,212)
	72,000	(351,515)	(371,422)	(391,329)	(403,274)	(431,144)	(451,083)	(471,042)
	76,000	(434,781)	(454,688)	(474,595)	(486,540)	(514,410)	(534,317)	(554,276)
	80,000	(518,047)	(537,954)	(557,861)	(574,467)	(606,502)	(629,384)	(652,266)

		AH - % on site 40%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	1,046,184							
	125%	1,689,704	1,622,636	1,555,568	1,515,328	1,421,433	1,354,365	1,287,297
	120%	1,501,677	1,448,023	1,394,368	1,362,176	1,287,060	1,233,406	1,179,751
	115%	1,313,650	1,273,409	1,233,168	1,209,024	1,152,687	1,112,446	1,072,206
	110%	1,125,623	1,098,796	1,071,969	1,055,872	1,018,314	991,487	964,660
	105%	937,596	924,182	910,769	902,720	883,941	870,528	857,114
% on GDV	100%	749,569	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	642,023
100%	90%	373,514	400,342	427,169	443,265	480,823	507,650	534,477
	85%	185,487	225,728	265,969	290,113	346,450	386,691	426,932
	80%	(2,540)	51,114	104,769	136,961	212,077	265,732	319,386
	75%	(190,567)	(123,499)	(56,433)	(16,194)	77,699	144,764	211,830
	70%	(378,777)	(298,323)	(217,880)	(169,614)	(56,995)	23,448	103,890

		GDV - % 100%						
		75.00%	77.50%	80.00%	82.50%	85.00%	87.50%	90.00%
Balance (RLV - BLV)	1,046,184							
	290	(161,832)	(80,206)	1,421	83,047	164,473	245,791	327,110
	300	(175,606)	(93,980)	(12,353)	69,273	150,771	232,089	313,408
	310	(189,380)	(107,754)	(26,127)	55,499	137,069	218,388	299,706
	320	(203,154)	(121,527)	(39,901)	41,725	123,352	204,686	286,004
	330	(216,929)	(135,301)	(53,675)	27,952	109,578	190,984	272,303
CIL Epsm	340	(230,775)	(149,075)	(67,449)	14,178	95,804	177,282	258,601
	350	(244,621)	(162,849)	(81,223)	404	82,030	163,581	244,899
0.00	360	(258,468)	(176,623)	(94,996)	(13,370)	68,257	149,879	231,197
	370	(272,314)	(190,397)	(108,770)	(27,144)	54,483	136,109	217,496
	380	(286,160)	(204,178)	(122,544)	(40,918)	40,709	122,335	203,794
	390	(300,007)	(218,024)	(136,318)	(54,691)	26,935	108,561	190,092
	400	(313,853)	(231,871)	(150,092)	(68,465)	13,161	94,788	176,390
	410	(327,699)	(245,717)	(163,866)	(82,239)	(613)	81,014	162,640

		Build rate (£ psm) 100%						
		100.00%	105.00%	110.00%	115.00%	120.00%	125.00%	130.00%
Balance (RLV - BLV)	1,046,184							
	290	652,123	499,264	346,144	192,656	38,730	(115,399)	(270,134)
	300	638,493	485,562	332,442	178,882	24,957	(129,245)	(283,980)
	310	624,863	471,861	318,741	165,108	11,183	(143,091)	(297,827)
	320	611,233	458,159	305,039	151,334	(2,591)	(156,938)	(311,673)
	330	597,577	444,457	291,337	137,560	(16,365)	(170,784)	(325,519)
CIL Epsm	340	583,875	430,755	277,635	123,787	(30,139)	(184,630)	(339,366)
	350	570,173	417,054	263,934	110,013	(43,913)	(198,477)	(353,212)

## 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)

## 210910\_Revised residential appraisals

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		
<b>Unit mix -</b>	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
<b>OMS Unit Floor areas -</b>	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
<b>AH Unit Floor areas -</b>	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
<b>Total Gross Floor areas -</b>	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			
<b>Open Market Sales values (£) -</b>	£ 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	
<b>Affordable Housing values (£) -</b>	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	75%	70%
2 bed House	140,000	2,000	50%	210,000	3,000	75%	70%
3 bed House	165,000	1,964	50%	247,500	2,946	75%	70%
4 bed House	190,000	1,959	50%	285,000	2,938	75%	70%
5 bed House	0	0	50%	0	0	75%	70%
1 bed Flat	100,000	2,000	50%	150,000	3,000	75%	70%
2 bed Flat	122,500	2,008	50%	183,750	3,012	75%	70%

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 29 No. Units at Higher Value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				<b>7,671,312</b>
<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>
<b>Grant</b>	29	@	0	-
<b>Total GDV</b>				<b>7,671,312</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 29 No. Units at Higher Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	2.39 acres @			£ per acre (if brownfield)	-
<b>Infrastructure costs -</b>					
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)
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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR			0.526% pcm	(32,979)
<b>Developers Profit -</b>					
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)
<b>TOTAL COSTS</b>					<b>(5,761,820)</b>



## 210910\_Revised residential appraisals

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				<b>1,671,758</b>
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	<b>265,403</b>
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)		1,454,850 £ per ha	588,770 £ per acre	1,406,355

# 210910\_Revised residential appraisals

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	(268,086)	(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	(259,155)	(74,994)	109,167	293,328	477,489	661,285	844,751
	380	(274,489)	(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)

## 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)

## 210910\_Revised residential appraisals

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%				
CIL Rate (£ psm)			100%				
			0.00	£ psm			
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>	
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	
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>	
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	
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>	
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	
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>	
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					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>		<b>total MV £ (no AH)</b>		
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		
<b>Affordable Housing values (£) -</b>	<b>Affordable rent £</b>	<b>£psm</b>	<b>% of MV ared ownership</b>	<b>£</b>	<b>£psm</b>	<b>% of MV</b>	<b>% of MV</b>
1 bed House	110,000	1,897	50%	165,000	2,845	75%	70%
2 bed House	140,000	2,000	50%	210,000	3,000	75%	70%
3 bed House	165,000	1,964	50%	247,500	2,946	75%	70%
4 bed House	190,000	1,959	50%	285,000	2,938	75%	70%
5 bed House	0	0	50%	0	0	75%	70%
1 bed Flat	100,000	2,000	50%	150,000	3,000	75%	70%
2 bed Flat	122,500	2,008	50%	183,750	3,012	75%	70%

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 145 No. Units at Higher Value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				<b>38,356,560</b>
<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>
<b>Grant</b>	145	@	0	-
<b>Total GDV</b>				<b>38,356,560</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 145 No. Units at Higher Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(90,000)
Statutory Planning Fees (Residential)					(29,974)
CIL	8,318 sqm	0.00 £ psm			-
	0.00% % of GDV	0 £ per unit (total units)			
<b>CIL analysis:</b>					
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)	-
<b>S106 analysis:</b>					
	0.94% % of GDV	2,477 £ per unit (total units)			
AH Commuted Sum	12,992 sqm (total)	£ psm			-
<b>Comm. Sum analysis:</b>					
	0.00% % of GDV				
<b>Construction Costs -</b>					
Site Clearance and Demolition	12.36 acres @	£ per acre (if brownfield)			-
<b>Infrastructure costs -</b>					
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)	-
<b>Infra. Costs analysis:</b>					
	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)
<b>Professional Fees</b>	18,263,673 @	10.0%			(1,826,367)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR	0.526% pcm			(44,274)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(28,602,626)</b>

## 210910\_Revised residential appraisals

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				<b>8,496,422</b>
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	<b>1,647,329</b>
Gross to net land area	75%			

BALANCE				
Surplus/(Deficit)		1,369,819 £ per ha	554,358 £ per acre	<b>6,849,093</b>

# 210910\_Revised residential appraisals

Scheme Ref: B (4)  
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%
CIL Epsm 0.00	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%	50%
Site Specific S106 0	-	7,763,658	7,535,446	7,306,808	7,169,546	6,849,093	6,619,711	6,390,188
	4,000	7,221,488	6,993,782	6,766,075	6,629,451	6,310,584	6,082,373	5,854,161
	8,000	6,678,419	6,450,713	6,223,006	6,086,382	5,767,593	5,539,887	5,312,180
	12,000	6,135,350	5,907,643	5,679,937	5,543,313	5,224,524	4,996,817	4,769,111
	16,000	5,592,281	5,364,574	5,136,868	5,000,244	4,681,455	4,453,748	4,226,042
	20,000	5,049,212	4,821,505	4,593,799	4,457,175	4,138,386	3,910,679	3,682,973
	24,000	4,506,142	4,278,436	4,050,729	3,914,106	3,595,316	3,367,610	3,139,903
	28,000	3,963,073	3,735,367	3,507,660	3,371,036	3,052,247	2,824,541	2,596,834
	32,000	3,420,004	3,192,298	2,964,591	2,827,967	2,509,178	2,281,472	2,053,765
	36,000	2,876,935	2,649,229	2,421,522	2,284,898	1,966,109	1,738,403	1,510,696
	40,000	2,333,866	2,106,159	1,878,453	1,741,829	1,423,040	1,195,333	967,627
	44,000	1,790,797	1,563,090	1,335,384	1,198,760	879,971	652,264	424,558
	48,000	1,247,728	1,020,021	792,315	655,691	336,902	109,195	(118,511)
	52,000	704,659	476,952	249,246	112,622	(206,167)	(433,874)	(661,580)
	56,000	161,589	(66,117)	(293,824)	(430,448)	(749,237)	(976,943)	(1,204,650)
	60,000	(381,480)	(609,186)	(836,893)	(973,517)	#####	(1,520,012)	(1,764,288)
	64,000	(924,549)	(1,152,255)	(1,379,962)	(1,516,586)	#####	(2,126,774)	(2,388,506)
68,000	(1,467,618)	(1,704,065)	(1,965,797)	(2,122,836)	#####	(2,750,992)	(3,012,723)	
72,000	(2,066,551)	(2,328,283)	(2,590,014)	(2,747,053)	#####	(3,375,209)	(3,636,941)	
76,000	(2,690,768)	(2,952,500)	(3,214,232)	(3,371,271)	#####	(3,999,426)	(4,261,158)	
80,000	(3,314,986)	(3,576,717)	(3,838,449)	(3,995,488)	#####	(4,623,644)	(4,885,375)	

		AH - % on site 40%						
Balance (RLV - BLV)	6,849,093	20%	25%	30%	33%	40%	45%	50%
% on GDV 100%	125%	8,936,743	8,558,447	8,180,150	7,953,173	7,423,558	7,045,262	6,666,965
	120%	7,961,589	7,658,952	7,356,315	7,174,733	6,751,041	6,448,404	6,145,767
	115%	6,986,435	6,759,457	6,532,479	6,396,292	6,078,523	5,851,546	5,624,568
	110%	6,011,280	5,859,962	5,708,643	5,617,852	5,406,006	5,254,688	5,103,368
	105%	5,036,126	4,960,467	4,884,808	4,839,412	4,733,489	4,657,830	4,582,171
	100%	4,060,972	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	3,539,773
	90%	2,110,651	2,261,968	2,413,286	2,504,076	2,715,921	2,867,238	3,018,556
	85%	1,135,358	1,362,334	1,589,311	1,725,496	2,043,263	2,270,240	2,497,216
	80%	160,047	462,680	765,313	946,892	1,370,578	1,673,211	1,975,843
75%	(816,769)	(438,472)	(60,175)	166,792	696,356	1,074,616	1,452,875	
70%	(1,824,199)	(1,344,382)	(889,453)	(616,721)	19,343	473,564	927,644	

		GDV - % 100%						
Balance (RLV - BLV)	6,849,093	70.00%	75.00%	80.00%	85.00%	90.00%	95.00%	100.00%
CIL Epsm 0.00	290	(835,172)	75,745	986,661	1,897,578	2,808,494	3,719,411	4,630,328
	300	(911,841)	(925)	909,992	1,820,909	2,731,825	3,642,742	4,553,659
	310	(988,510)	(77,594)	833,323	1,744,240	2,655,156	3,566,073	4,476,989
	320	(1,065,179)	(154,263)	756,654	1,667,571	2,578,487	3,489,404	4,400,320
	330	(1,141,848)	(230,932)	679,985	1,590,901	2,501,818	3,412,735	4,323,651
	340	(1,218,518)	(307,601)	603,316	1,514,232	2,425,149	3,336,066	4,246,982
	350	(1,295,187)	(384,270)	526,647	1,437,563	2,348,480	3,259,396	4,170,313
	360	(1,371,856)	(460,939)	449,978	1,360,894	2,271,811	3,182,727	4,093,644
	370	(1,448,525)	(537,608)	373,308	1,284,225	2,195,142	3,106,058	4,016,975
	380	(1,525,194)	(614,277)	296,639	1,207,556	2,118,473	3,029,389	3,940,306
390	(1,601,863)	(690,946)	219,970	1,130,887	2,041,804	2,952,720	3,863,637	
400	(1,684,764)	(767,615)	143,301	1,054,218	1,965,134	2,876,051	3,786,968	
410	(1,772,889)	(844,285)	66,632	977,549	1,888,465	2,799,382	3,710,299	

		Build rate (£ psm) 100%						
Balance (RLV - BLV)	6,849,093	100.00%	105.00%	110.00%	115.00%	120.00%	125.00%	130.00%
CIL Epsm @	290	4,630,328	3,748,661	2,866,994	1,985,327	1,103,661	221,994	(659,673)
	300	4,553,659	3,671,992	2,790,325	1,908,658	1,026,991	145,325	(736,342)
	310	4,476,989	3,595,323	2,713,656	1,831,989	950,322	68,656	(813,011)
	320	4,400,320	3,518,654	2,636,987	1,755,320	873,653	(8,014)	(889,680)
	330	4,323,651	3,441,985	2,560,318	1,678,651	796,984	(84,683)	(966,349)
	340	4,246,982	3,365,315	2,483,649	1,601,982	720,315	(161,352)	(1,043,019)
	350	4,170,313	3,288,646	2,406,980	1,525,313	643,646	(238,021)	(1,119,888)



## 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)

## 210910\_Revised residential appraisals

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 %					50%	
			Affordable Rent:		25%	
			Shared ownership:		25%	
			First Homes			
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%	4.5	28.0%	2.2	28%	6.7
3 bed House	30.0%	4.8	30.0%	2.4	30%	7.2
4 bed House	29.0%	4.7	29.0%	2.3	29%	7.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	13.0%	2.1	13.0%	1.0	13%	3.1
2 bed Flat	0.0%	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	0
2 bed House	360	3,877	155	1,671	515	5,548
3 bed House	482	5,193	200	2,148	682	7,341
4 bed House	560	6,023	223	2,398	782	8,421
5 bed House	0	0	0	0	0	0
1 bed Flat	135	1,456	61	652	196	2,108
2 bed Flat	0	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)		
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	75%
2 bed House	117,500	1,679	50%	176,250	2,518	75%
3 bed House	147,500	1,756	50%	221,250	2,634	75%
4 bed House	175,000	1,804	50%	262,500	2,706	75%
5 bed House	0	0	50%	0	0	75%
1 bed Flat	87,500	1,750	50%	131,250	2,625	75%
2 bed Flat	97,500	1,598	50%	146,250	2,398	75%

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 24 No. Units at Mid Higher Value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				<b>5,830,330</b>
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV 854,870</i>
	393	<i>£ psm (total GIA sqm)</i>		<i>35,620 £ per unit (total units)</i>
<b>Grant</b>	24	@	0	-
<b>Total GDV</b>				<b>5,830,330</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 24 No. Units at Mid Higher Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
Site Clearance and Demolition	1.80 acres @	£ per acre (if brownfield)			-
<b>Infrastructure costs -</b>					
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% 15,890 £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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR	0.526% pcm			(43,542)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(4,791,130)</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 24 No. Units at Mid Higher Value  
 Notes: Greenfield

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				<b>914,604</b>
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	111,111 £ per acre	<b>199,677</b>
Gross to net land area	90%			

BALANCE			
Surplus/(Deficit)	983,026 £ per ha	397,825 £ per acre	714,928

# 210910\_Revised residential appraisals

Scheme Ref: B (4)  
Title: 24 No. Units at Mid Higher Value  
Notes: Greenfield

## SENSITIVITY ANALYSIS

		AH - % on site 33%						
Balance (RLV - BLV)	714,928	20%	25%	30%	33%	40%	45%	50%
CIL Epsm 0.00	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%
Site Specific S106 0	-	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)	(919,853)	(961,969)	(992,052)	(1,248,554)
	72,000	(947,149)	(977,231)	(1,007,314)	(1,025,364)	(1,067,480)	(1,437,523)	(1,928,365)
	76,000	(1,052,659)	(1,082,742)	(1,112,825)	(1,130,874)	(1,626,491)	(2,117,334)	(2,608,176)
	80,000	(1,158,169)	(1,188,252)	(1,324,617)	(1,619,123)	(2,306,302)	(2,797,145)	(3,287,987)

		AH - % on site 33%						
Balance (RLV - BLV)	714,928	20%	25%	30%	33%	40%	45%	50%
% on GDV 100%	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)	(59,584)	(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%
CIL Epsm 0.00	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	(107,851)	(31,866)	44,048	119,962	195,875	271,659	347,243
	270	(122,171)	(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%
CIL Epsm @	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	246,472	169,993	93,514	17,035
	180	460,607	384,529	308,450	232,227	155,748	79,269	2,790
	190	446,437	370,358	294,279	217,982	141,503	65,024	(11,455)
	200	432,266	356,188	280,109	203,736	127,257	50,778	(25,701)
	210	418,096	342,017	265,938	189,491	113,012	36,533	(39,946)

## 210910\_Revised residential appraisals

Scheme Ref:  
Title:  
Notes:

B (4)  
24 No. Units at Mid Higher Value  
Greenfield

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)

# 210910\_Revised residential appraisals

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%



## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 76 No. Units at Mid Higher Value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>	<b>76.0</b>			<b>18,462,712</b>
<i>AH on-site cost analysis:</i>				
	393	<i>£ psm (total GIA sqm)</i>		<i>£MV less £GDV 2,707,088</i>
				<i>35,620 £ per unit (total units)</i>
<b>Grant</b>	76	@	0	-
<b>Total GDV</b>				<b>18,462,712</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 76 No. Units at Mid Higher Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	9.88 acres @			£ per acre (if brownfield)	-
<b>Infrastructure costs -</b>					
	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% per unit		(1,207,638)
			15,890 £ per unit		
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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR		0.526% pcm		(72,564)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(15,074,370)</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 76 No. Units at Mid Higher Value  
 Notes: Greenfield

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				<b>2,958,358</b>
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	<b>1,235,500</b>
Gross to net land area	85%			

BALANCE				
Surplus/(Deficit)	430,714 £ per ha	174,308 £ per acre		<b>1,722,858</b>

# 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 76 No. Units at Mid Higher Value  
 Notes: Greenfield

SENSITIVITY ANALYSIS									
		AH - % on site 33%							
Balance (RLV - BLV)	1,722,858	20%	25%	30%	33%	40%	45%	50%	
CIL Epsm 0.00	325	175,584	201,105	226,526	241,361	275,536	299,309	322,330	
	330	147,645	175,049	202,291	218,207	254,910	280,500	305,231	
	335	119,706	148,994	177,973	195,052	234,283	261,619	288,132	
	340	91,767	122,938	153,654	171,898	213,656	242,711	271,033	
	345	63,829	96,882	129,336	148,744	193,029	223,803	253,934	
	350	35,890	70,827	105,017	125,531	172,302	204,895	236,835	
	355	7,951	44,659	80,699	102,255	151,566	185,987	219,736	
	360	(19,988)	18,466	56,380	78,979	130,831	167,080	202,637	
	365	(47,927)	(7,726)	32,062	55,703	110,096	148,172	185,538	
	370	(75,865)	(33,919)	7,743	32,426	89,360	129,264	168,439	
	375	(103,824)	(60,111)	(16,575)	9,150	68,625	110,356	151,340	
	380	(131,910)	(86,304)	(40,894)	(14,126)	47,890	91,448	134,241	
	385	(159,996)	(112,497)	(65,312)	(37,402)	27,154	72,540	117,065	
	390	(188,082)	(138,689)	(89,758)	(60,679)	6,419	53,609	99,876	
	395	(216,168)	(164,882)	(114,205)	(83,955)	(14,316)	34,601	82,687	
	400	(244,253)	(191,075)	(138,651)	(107,231)	(35,051)	15,594	65,498	
	405	(272,339)	(217,350)	(163,098)	(130,596)	(55,891)	(3,413)	48,309	
	410	(300,425)	(243,680)	(187,544)	(153,994)	(76,735)	(22,421)	31,120	
	415	(328,511)	(270,011)	(211,990)	(177,393)	(97,580)	(41,428)	13,931	
420	(356,597)	(296,341)	(236,437)	(200,792)	(118,424)	(60,435)	(3,258)		
425	(384,715)	(322,672)	(260,883)	(224,191)	(139,268)	(79,443)	(20,447)		
430	(412,949)	(349,002)	(285,330)	(247,589)	(160,113)	(98,450)	(37,636)		
		AH - % on site 33%							
Balance (RLV - BLV)	1,722,858	20%	25%	30%	33%	40%	45%	50%	
Site Specific S106 0	-	1,955,776	1,866,465	1,776,743	1,722,858	1,596,888	1,506,529	1,415,898	
	0	1,668,952	1,580,089	1,491,013	1,437,427	1,312,392	1,222,672	1,132,862	
	8,000	1,380,519	1,292,051	1,203,579	1,150,261	1,025,853	936,940	847,629	
	12,000	1,090,458	1,002,336	914,213	861,339	737,490	649,023	560,480	
	16,000	798,755	710,925	623,094	570,396	447,286	359,163	271,041	
	20,000	505,392	417,802	330,212	277,658	155,032	67,393	(20,437)	
	24,000	210,352	122,950	35,548	(16,894)	(139,257)	(226,659)	(314,061)	
	28,000	(86,329)	(173,599)	(260,870)	(313,232)	(435,411)	(522,681)	(609,952)	
	32,000	(384,699)	(471,876)	(559,057)	(611,374)	(733,447)	(820,643)	(907,838)	
	36,000	(684,825)	(772,040)	(859,255)	(911,584)	(1,033,685)	(1,120,900)	(1,208,115)	
	40,000	(986,383)	(1,073,598)	(1,160,813)	(1,213,142)	(1,351,716)	(1,451,963)	(1,552,248)	
	44,000	(1,297,550)	(1,398,074)	(1,498,597)	(1,558,911)	(1,699,644)	(1,800,167)	(1,900,691)	
	48,000	(1,645,993)	(1,746,516)	(1,847,040)	(1,907,354)	(2,048,552)	(2,149,585)	(2,250,619)	
	52,000	(1,994,695)	(2,095,728)	(2,196,761)	(2,257,381)	(2,398,828)	(2,500,132)	(2,601,910)	
	56,000	(2,344,971)	(2,446,004)	(2,547,037)	(2,607,984)	(2,750,473)	(2,852,251)	(2,954,582)	
	60,000	(2,695,480)	(2,797,258)	(2,899,036)	(2,960,103)	(3,103,037)	(3,205,795)	(3,308,652)	
	64,000	(3,047,599)	(3,149,377)	(3,251,491)	(3,313,146)	(3,457,009)	(3,560,510)	(3,664,486)	
	68,000	(3,399,946)	(3,502,704)	(3,605,463)	(3,667,118)	(3,812,367)	(3,979,821)	(5,481,463)	
	72,000	(3,753,917)	(3,856,676)	(3,960,249)	(4,022,635)	(4,630,915)	(6,132,556)	(7,634,198)	
76,000	(4,108,130)	(4,212,106)	(4,316,083)	(4,681,351)	(6,783,649)	(8,285,291)	(9,786,933)		
80,000	(4,463,964)	(4,567,941)	(5,933,101)	(6,834,086)	(8,936,384)	(10,438,026)	(11,939,668)		
		AH - % on site 33%							
Balance (RLV - BLV)	1,722,858	20%	25%	30%	33%	40%	45%	50%	
% on GDV 100%	125%	4,789,732	4,522,018	4,254,304	4,093,540	3,718,157	3,450,026	3,181,892	
	120%	4,224,116	3,991,753	3,759,390	3,619,972	3,294,507	3,061,680	2,828,853	
	115%	3,657,894	3,461,312	3,264,476	3,146,269	2,870,452	2,673,334	2,475,811	
	110%	3,091,371	2,930,196	2,769,022	2,672,317	2,446,240	2,284,579	2,122,769	
	105%	2,523,953	2,398,670	2,273,314	2,197,854	2,021,780	1,895,718	1,769,408	
	100%	1,955,776	1,866,465	1,776,743	1,722,858	1,596,888	1,506,529	1,415,898	
	95%	1,386,389	1,333,164	1,279,437	1,247,181	1,171,431	1,117,044	1,062,093	
	90%	815,312	798,315	781,005	770,452	745,303	726,877	708,016	
	85%	241,516	261,468	280,873	292,269	318,173	336,031	353,272	
	80%	(336,400)	(278,859)	(221,971)	(188,219)	(110,427)	(55,846)	(2,138)	
	75%	(921,671)	(824,902)	(729,203)	(672,428)	(541,502)	(449,448)	(358,724)	
70%	(1,556,042)	(1,400,856)	(1,246,430)	(1,163,184)	(976,662)	(845,825)	(716,985)		
		GDV - %							
Balance (RLV - BLV)	1,722,858	85.0%	87.5%	90.0%	92.5%	95.0%	97.5%	100.0%	
CIL Epsm 0.00	150	(399,711)	(157,179)	84,513	325,446	565,714	805,615	1,045,041	
	160	(446,336)	(203,548)	38,301	279,379	519,888	760,030	999,456	
	170	(493,133)	(250,101)	(8,008)	233,313	474,063	714,208	953,870	
	180	(539,931)	(296,653)	(54,317)	187,246	428,178	668,382	908,285	
	190	(586,728)	(343,206)	(100,625)	141,164	382,112	622,557	862,699	
	200	(633,663)	(389,813)	(147,043)	94,855	336,045	576,731	816,876	
	210	(680,706)	(436,610)	(193,595)	48,546	289,979	530,906	771,051	
	220	(727,750)	(483,408)	(240,148)	2,237	243,912	484,845	725,225	
	230	(774,794)	(530,205)	(286,700)	(44,072)	197,717	438,778	679,400	
	240	(822,045)	(577,056)	(333,289)	(90,537)	151,408	392,712	633,575	
	250	(869,337)	(624,099)	(380,087)	(137,090)	105,100	346,645	587,578	
260	(916,628)	(671,143)	(426,884)	(183,642)	58,791	300,579	541,511		
270	(963,954)	(718,187)	(473,682)	(230,195)	12,482	254,271	495,445		
		Build rate (£ psm) 100%							
Balance (RLV - BLV)	1,722,858	100.0%	102.5%	105.0%	107.5%	110.0%	112.5%	115.0%	
CIL Epsm @	150	1,045,041	806,371	566,863	326,665	85,616	(156,445)	(399,638)	
	160	999,456	760,607	521,037	280,598	39,307	(202,998)	(446,435)	
	170	953,870	714,782	475,058	234,532	(7,002)	(249,550)	(493,303)	
	180	908,285	668,957	428,991	188,227	(53,497)	(296,301)	(540,347)	
	190	862,699	623,131	382,925	141,918	(100,050)	(343,098)	(587,391)	
	200	816,876	577,306	336,858	95,609	(146,602)	(389,896)	(634,435)	
	210	771,051	531,318	290,792	49,300	(193,155)	(436,693)	(681,527)	
	220								
	230								
	240								
	250								

## 210910\_Revised residential appraisals

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	75%	140,000 2,414
2 bed House		117,500	1,679	50%	176,250	75%	164,500 2,350
3 bed House		147,500	1,756	50%	221,250	75%	206,500 2,458
4 bed House		175,000	1,804	50%	262,500	75%	245,000 2,526
5 bed House		0	0	50%	0	75%	0 0
1 bed Flat		87,500	1,750	50%	131,250	75%	122,500 2,450
2 bed Flat		97,500	1,598	50%	146,250	75%	136,500 2,238

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 140 No. Units at Mid Higher Value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	<b>140.0</b>			<b>34,010,259</b>
<i>AH on-site cost analysis:</i>				
	393 £ psm (total GIA sqm)		EMV less £GDV 4,986,741	
			35,620 £ per unit (total units)	
<b>Grant</b>				
	140	@	0	-
<b>Total GDV</b>				
				<b>34,010,259</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 140 No. Units at Mid Higher Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
Site Clearance and Demolition	7.86 acres @	£ per acre (if brownfield)			-
<b>Infrastructure costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR	0.526% pcm			(69,131)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(27,653,890)</b>



## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 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				<b>5,540,541</b>
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

# 210910\_Revised residential appraisals

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)

## 210910\_Revised residential appraisals

Scheme Ref:

B (4)

Title:

140 No. Units at Mid Higher Value

Notes:

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%
Total 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
				28,622		97,575
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	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 £	£psm	% of MV ared ownership £	£psm	% of MV first Homes £	£psm
1 bed House	100,000	1,724	50%	150,000	2,586	75%
2 bed House	117,500	1,679	50%	176,250	2,518	75%
3 bed House	147,500	1,756	50%	221,250	2,634	75%
4 bed House	175,000	1,804	50%	262,500	2,706	75%
5 bed House	0	0	50%	0	0	75%
1 bed Flat	87,500	1,750	50%	131,250	2,625	75%
2 bed Flat	97,500	1,598	50%	146,250	2,398	75%
						2,238

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 100 No. Units at Mid Higher Value  
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	100.0			24,293,042
<i>AH on-site cost analysis:</i>				
	393	£ psm (total GIA sqm)	EMV less £GDV	3,561,958
			35,620	£ per unit (total units)
<b>Grant</b>				
	100	@	0	-
<b>Total GDV</b>				
				24,293,042

# 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 100 No. Units at Mid Higher Value  
 Notes: Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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)			-
<b>CIL analysis:</b>					
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)	-
<b>S106 analysis:</b>					
	0.70% % of GDV	1,693 £ per unit (total units)			-
AH Commuted Sum	9,065 sqm (total)	£ psm			-
<b>Comm. Sum analysis:</b>					
	0.00% % of GDV				-
<b>Construction Costs -</b>					
Site Clearance and Demolition	8.24 acres @	£ per acre (if brownfield)			-
<b>Infrastructure costs -</b>					
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)
<b>Infra. Costs analysis:</b>					
	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			-
<b>External works</b>					
	10,593,318 @	15.0% £ per unit			(1,588,998)
<b>M4(2) Category 2 Housing</b>					
	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)
<b>Contingency</b>					
	13,642,388 @	5.0%			(682,119)
<b>Professional Fees</b>					
	13,642,388 @	10.0%			(1,364,239)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR	0.526% pcm			(86,672)
<b>Developers Profit -</b>					
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)		
<b>TOTAL COSTS</b>					<b>(20,763,124)</b>

## 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				<b>3,081,529</b>
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	<b>933,486</b>
Gross to net land area	75%			

BALANCE			
Surplus/(Deficit)	<b>644,413</b> £ per ha	<b>260,790</b> £ per acre	<b>2,148,043</b>

# 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)	(5,600,849)	(5,753,177)	(5,906,505)
	72,000	(5,499,330)	(5,647,111)	(5,795,853)	(5,885,989)	(6,100,428)	(6,253,866)	(6,408,304)
	76,000	(5,994,829)	(6,142,599)	(6,291,340)	(6,382,476)	(6,600,915)	(6,754,353)	(6,908,791)
	80,000	(6,492,488)	(6,640,258)	(6,790,000)	(6,882,136)	(7,105,575)	(7,259,013)	(7,413,451)

		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)



## 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 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%

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 300 No. Units at Mid Value  
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>	<b>300.0</b>			<b>72,879,126</b>
<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>
<b>Grant</b>	300	@	0	-
<b>Total GDV</b>				<b>72,879,126</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 300 No. Units at Mid Value  
 Notes: Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	18.08 acres @		110,000 £ per acre (if brownfield)		(1,988,854)
<b>Infrastructure costs -</b>					
	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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR		0.526% pcm		(255,145)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(61,351,969)</b>

## 210910\_Revised residential appraisals

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				<b>10,039,127</b>
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	<b>2,195,496</b>
Gross to net land area	70%			

BALANCE				
Surplus/(Deficit)	1,071,963 £ per ha	433,817 £ per acre		<b>7,843,631</b>

# 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	
CIL Epsm @	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)	
CIL Epsm @	150	4,986,859	4,041,392	3,092,744	2,140,552	1,184,118	222,734	(744,486)	

## 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				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	17.0			3,778,438
<i>AH on-site cost analysis:</i>				
	360	<i>£ psm (total GIA sqm)</i>		<i>£MV less £GDV</i> 554,012
				<i>32,589 £ per unit (total units)</i>
Grant	17	@	0	-
<b>Total GDV</b>				
				3,778,438

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 17 No. Units at Mid Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition		3.00 acres @	£ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
	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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
		6.50% APR	0.526% pcm		(36,330)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(3,329,631)</b>

## 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				<b>400,962</b>
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	<b>333,389</b>
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)	55,648 £ per ha	22,521 £ per acre		<b>67,573</b>

# 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 17 No. Units at Mid Value  
 Notes: Greenfield

## SENSITIVITY ANALYSIS

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	67,573							
	0	107,286	92,012	76,738	67,573	46,189	30,915	15,598
	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)
	100	(12,901)	(20,557)	(28,213)	(32,807)	(43,699)	(51,482)	(59,266)
	105	(18,925)	(26,205)	(33,484)	(37,852)	(48,193)	(55,602)	(63,011)

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	67,573							
	-	107,286	92,012	76,738	67,573	46,189	30,915	15,598
	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	(212,512)	(227,692)	(242,872)	(251,980)	(273,232)	(288,412)	(303,592)
	22,000	(244,683)	(259,863)	(275,043)	(284,151)	(305,403)	(320,583)	(337,686)
	24,000	(276,854)	(292,034)	(307,214)	(316,322)	(339,768)	(357,216)	(374,665)
	26,000	(309,025)	(324,402)	(341,850)	(352,319)	(376,746)	(394,195)	(411,643)
	28,000	(343,932)	(361,380)	(378,828)	(389,297)	(413,725)	(431,173)	(448,621)
	30,000	(380,910)	(398,358)	(415,806)	(426,275)	(450,703)	(468,151)	(485,656)
	32,000	(417,888)	(435,336)	(452,784)	(463,253)	(487,757)	(505,293)	(522,829)
	34,000	(454,866)	(472,321)	(489,857)	(500,379)	(524,930)	(542,466)	(560,002)
	36,000	(491,958)	(509,494)	(527,030)	(537,552)	(562,102)	(579,638)	(597,174)
	38,000	(529,131)	(546,667)	(564,203)	(574,724)	(599,275)	(616,811)	(634,347)
	40,000	(566,303)	(583,840)	(601,376)	(611,897)	(636,448)	(653,984)	(671,606)

		AH - % on site 33%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	67,573							
	125%	690,937	639,075	587,214	556,097	483,329	431,333	379,337
	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 - %						
		80.0%	85.0%	90.0%	95.0%	100.0%	105.0%	110.0%
Balance (RLV - BLV)	67,573							
	90	(431,149)	(318,196)	(219,504)	(121,110)	(22,764)	75,203	173,170
	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%						
		90.0%	95.0%	100.0%	105.0%	110.0%	115.0%	120.0%
Balance (RLV - BLV)	67,573							
	90	192,672	85,014	(22,764)	(131,062)	(239,407)	(352,105)	(477,322)
	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)
	160							
	170							
	180							
	190							

## 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	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%

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 50 No. Units at Mid Value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				
				11,113,053

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 50 No. Units at Mid Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition		4.94 acres @	£ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
	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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
		6.50% APR	0.526% pcm		(97,085)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(9,784,443)</b>



## 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				<b>1,166,391</b>
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	<b>617,750</b>
Gross to net land area	85%			

BALANCE				
Surplus/(Deficit)	274,320 £ per ha	111,016 £ per acre		<b>548,641</b>

# 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)

## 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)

## 210910\_Revised residential appraisals

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				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>	<b>102.0</b>			<b>22,670,628</b>
<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>
<b>Grant</b>	102	@	0	-
<b>Total GDV</b>				<b>22,670,628</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 102 No. Units at Mid Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	8.13 acres @			£ per acre (if brownfield)	-
<b>Infrastructure costs -</b>					
	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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR		0.526% pcm		(86,231)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(19,791,800)</b>

## 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				<b>2,515,080</b>
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	<b>1,084,049</b>
Gross to net land area	80%			

BALANCE				
Surplus/(Deficit)		434,921 £ per ha	176,010 £ per acre	1,431,031

# 210910\_Revised residential appraisals

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)	



## 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	
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	2,000

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 255 No. Units at Mid Value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>	<b>255.0</b>			<b>56,676,569</b>
<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>
<b>Grant</b>	255	@	0	-
<b>Total GDV</b>				<b>56,676,569</b>

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 255 No. Units at Mid Value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			-
<b>Construction Costs -</b>					
Site Clearance and Demolition		27.40 acres @	£ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
	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)
<b>Professional Fees</b>		32,477,705 @	10.0%		(3,247,770)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
		6.50% APR	0.526% pcm		(101,997)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(49,275,971)</b>

## 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				<b>6,449,021</b>
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	142,857 £ per acre	<b>3,913,692</b>
Gross to net land area	75%			

BALANCE			
Surplus/(Deficit)	228,677 £ per ha	92,544 £ per acre	<b>2,535,329</b>

# 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%
	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)	(449,815)
	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)

## 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%



## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 8 No. Units at Mid Value  
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	8.0			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	-
<b>Total GDV</b>				
				1,778,088

## 210910\_Revised residential appraisals

Scheme Ref: B (4)  
 Title: 8 No. Units at Mid Value  
 Notes: Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition		0.51 acres @	110,000 £ per acre (if brownfield)		(55,756)
<b>Infrastructure costs -</b>					
	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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
		6.50% APR	0.526% pcm		(20,975)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(1,629,272)</b>

## 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				<b>139,970</b>
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	<b>47,871</b>
Gross to net land area	90%			

BALANCE			
Surplus/(Deficit)	448,984 £ per ha	181,701 £ per acre	<b>92,099</b>

# 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)

Page 77/78

Printed: 08/10/2021 11:44

L:\\_Client Projects\1904 CIL Review\_East Suffolk\\_Appraisals, typologies and land value\Residential and residence\2108\_Revisions\210910\_Revised residential appraisals\8MVB

© Copyright Aspinall Verdi Limited

**Aspinall**  
**Verdi**

## 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						
<b>Unit mix -</b>									
	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		
<b>OMS Unit Floor areas -</b>		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			
<b>AH Unit Floor areas -</b>		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			
<b>Total Gross Floor areas -</b>		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		24.77%			
<b>Open Market Sales values (£) -</b>		£ 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					
<b>Affordable Housing values (£) -</b>		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%

## 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.29 Saxmundham Garden Neighbourhood  
 Title: 800 No. Units at mid higher value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(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
<b>Affordable Rent GDV -</b>				
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
<b>Shared home ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	<b>800.0</b>			<b>196,346,734</b>
<i>AH on-site cost analysis:</i>				
	394 £ psm (total GIA sqm)		£MV less £GDV	28,789,266
			35,987 £ per unit (total units)	
<b>Grant</b>				
	800	@	0	-
<b>Total GDV</b>				<b>196,346,734</b>



## 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.29 Saxmundham Garden Neighbourhood  
 Title: 800 No. Units at mid higher value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				-
<b>Construction Costs -</b>					
Site Clearance and Demolition	82.37 acres @	£ per acre (if brownfield)			-
<b>Infrastructure costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(159,631,421)</b>

## 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.29 Saxmundham Garden Neighbourhood  
 Title: 800 No. Units at mid higher value  
 Notes: Greenfield

<b>RESIDUAL LAND VALUE</b>				
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				<b>31,952,822</b>
RLV analysis:	39,941 £ per plot	958,585 £ per ha	387,934 £ per acre	

<b>Benchmark Land Value</b>				
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
				<b>14,975,743</b>

<b>BALANCE</b>				
Surplus/(Deficit)		509,312	£ per ha	206,116 £ per acre
				<b>16,977,079</b>

# 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.29 Saxmundham Garden Neighbourhood  
 Title: 800 No. Units at mid higher value  
 Notes: Greenfield

## 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

# 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.29 Saxmundham Garden Neighbourhood  
Title: 800 No. Units at mid higher value  
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
RAMS contribution	300.00	23,725,973	21,687,004	20,667,519	16,994,336	15,565,285	14,543,617	13,521,949
321.22	250.00	23,767,139	21,728,170	20,708,685	17,035,424	15,606,297	14,584,629	13,562,961
	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	14,689,714	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  
 Title: 2000 No. Units at mid higher value  
 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			
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	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	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	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%

## 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.3 Felixstowe Garden Neighbourhood  
 Title: 2000 No. Units at mid higher value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared home ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				<b>490,866,835</b>
<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)
<b>Grant</b>	2,000	@	0	-
<b>Total GDV</b>				<b>490,866,835</b>

## 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.3 Felixstowe Garden Neighbourhood  
 Title: 2000 No. Units at mid higher value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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	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)				-
Comm. Sum analysis:	0.00% % of GDV				
<b>Construction Costs -</b>					
Site Clearance and Demolition	176.50 acres @				-
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 @			(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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR	0.526% pcm			(1,864,859)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(389,766,739)</b>

## 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.3 Felixstowe Garden Neighbourhood  
 Title: 2000 No. Units at mid higher value  
 Notes: Greenfield

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				<b>87,967,584</b>
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
Gross to net land area	50%		200,000	£ per acre
				<b>35,300,000</b>

BALANCE				
Surplus/(Deficit)		737,346	£ per ha	298,400
				£ per acre
				<b>52,667,584</b>



# 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.3 Felixstowe Garden Neighbourhood  
 Title: 2000 No. Units at mid higher value  
 Notes: Greenfield

## 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	35,882,730	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	46,616,620	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

Page 12/48 Highlighted in yellow are input cells

Printed: 08/10/2021 11:40

L:\\_Client Projects\1904 CIL Review\_East Suffolk\\_Appraisals, typologies and land value\Strategic sites\2 Revisions\211004\_strategic sites\_zero CIL\Felixstowe G. Neighbourhood

© Copyright Aspinall Verdi Limited

Aspinall  
Verdi

## 211004\_strategic sites\_zero CIL

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	
1 bed House		100,000		1,724		50%		150,000		2,586		75%	
2 bed House		117,500		1,679		50%		176,250		2,518		75%	
3 bed House		147,500		1,756		50%		221,250		2,634		75%	
4 bed House		175,000		1,804		50%		262,500		2,706		75%	
5 bed House		0		0		50%		0		0		75%	
1 bed Flat		90,000		1,800		50%		135,000		2,700		75%	
2 bed Flat		100,000		1,639		50%		150,000		2,459		75%	

# 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.64 Trimley St Martin  
 Title: 360 No. Units at mid higher value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared home ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				<b>88,356,030</b>
<i>AH on-site cost analysis:</i>				<i>EMV less EGDV</i> 12,955,170
	394	<i>£ psm (total GIA sqm)</i>		<i>35,987 £ per unit (total units)</i>
Grant	360	@	0	-
<b>Total GDV</b>				<b>88,356,030</b>

# 211004\_strategic sites\_zero CIL

Scheme Ref: SCLP12.64 Trimley St Martin  
 Title: 360 No. Units at mid higher value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
Site Clearance and Demolition	21.18 acres @	£ per acre (if brownfield)			-
<b>Infrastructure costs -</b>					
	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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR	0.526% pcm			(147,569)
<b>Developers Profit -</b>					
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)		
<b>TOTAL COSTS</b>					<b>(70,828,447)</b>

## 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				<b>15,259,498</b>
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	<b>2,647,500</b>
Gross to net land area	80%			

BALANCE				
Surplus/(Deficit)	1,471,400	£ per ha	595,467	£ per acre
				<b>12,611,998</b>

# 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%						
Balance (RLV - BLV)	12,611,998	20%	25%	30%	33%	40%	45%	50%
BLV (per acre)	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
	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%						
Balance (RLV - BLV)	12,611,998	20%	25%	30%	33%	40%	45%	50%
Density (dph)	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
	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
	42							

		AH - % on site 33%						
Balance (RLV - BLV)	12,611,998	20%	25%	30%	33%	40%	45%	50%
% Cat M4(2)	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
	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
50%								

		AH - % on site 33%						
Balance (RLV - BLV)	12,611,998	0%	10%	15%	33%	40%	45%	50%
RAMS contribution	321.22	15,689,339	14,735,207	14,258,140	12,539,495	11,871,096	11,393,273	10,915,410
	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%						
Balance (RLV - BLV)	12,611,998	75.00%	77.50%	80.00%	82.50%	85.00%	87.50%	90.00%
CIL Epsm	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
	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%						
Balance (RLV - BLV)	12,611,998	110.00%	112.50%	115.00%	117.50%	120.00%	122.50%	125.00%
CIL Epsm	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)
	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						
Balance (RLV - BLV)	12,611,998	35.00	40.00	45.00	50.00	55.00	60.00	65.00
CIL Epsm	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
	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

Page 19/48 Highlighted in yellow are input cells

Printed: 08/10/2021 11:40

L:\\_Client Projects\1904 CIL Review\_East Suffolk\\_Appraisals, typologies and land value\Strategic sites\2110

Revisions\211004\_strategic sites\_zero CIL\Howlett Way, Trimley St Martin

© Copyright Aspinall Verdi Limited

## 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 % 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: WLP2.16 Land south of the Street, Carlton Colville  
 Title: 900 No. Units at mid value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared home ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	<b>900.0</b>			<b>214,889,456</b>
<i>AH on-site cost analysis:</i>				
	230 £ psm (total GIA sqm)		EMV less £GDV	18,053,044
			20,059 £ per unit (total units)	
<b>Grant</b>	900	@	0	-
<b>Total GDV</b>				
				<b>214,889,456</b>

## 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

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				-
<b>Construction Costs -</b>					
Site Clearance and Demolition	63.54 acres @		£ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR		0.526% pcm		(923,513)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(174,347,409)</b>

## 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

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				<b>35,282,081</b>
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
				<b>13,237,479</b>

BALANCE				
Surplus/(Deficit)	857,290	£ per ha	346,941	£ per acre
				<b>22,044,602</b>

# 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

## 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	

# 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

		AH - % on site 20%					
		20%	25%	30%	33%	40%	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
	80,000	30,198,881	28,731,369	27,263,857	26,383,350	24,328,833	22,861,321
BLV (per acre)	90,000	29,563,481	28,095,969	26,628,457	25,747,950	23,693,433	22,225,921
	208,333	28,928,081	27,460,569	25,993,057	25,112,550	23,058,033	21,590,521
	110,000	28,292,681	26,825,169	25,357,657	24,477,150	22,422,633	20,955,121
	125,000	27,339,581	25,872,069	24,404,557	23,524,050	21,469,533	20,002,021
	130,000	27,021,881	25,554,369	24,086,857	23,206,350	21,151,833	19,684,321
	140,000	26,386,481	24,918,969	23,451,457	22,570,950	20,516,433	19,048,921
	150,000	25,751,081	24,283,569	22,816,057	21,935,550	19,881,033	18,413,521
	160,000	25,115,681	23,648,169	22,180,657	21,300,150	19,245,633	17,778,121

		AH - % on site 20%					
		20%	25%	30%	33%	40%	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)
	12	(3,327,232)	(4,794,744)	(6,262,256)	(7,142,763)	(9,197,280)	(10,664,792)
Density (dph)	35	4,394,630	2,927,118	1,459,606	579,099	(1,475,417)	(2,942,929)
	15	9,542,539	8,075,027	6,607,515	5,727,008	3,672,491	2,204,979
	20	12,116,493	10,648,981	9,181,469	8,300,962	6,246,445	4,778,933
	23	15,138,091	13,670,579	12,203,068	11,322,560	9,268,044	7,800,532
	25	16,749,610	15,282,099	13,814,587	12,934,080	10,879,563	9,412,051
	30	19,838,356	18,370,844	16,903,332	16,022,825	13,968,308	12,500,796
	36	22,412,310	20,944,798	19,477,286	18,596,779	16,542,262	15,074,750
	40	23,699,287	22,231,775	20,764,263	19,883,756	17,829,239	16,361,727
	45	24,986,264	23,518,752	22,051,240	21,170,733	19,116,216	17,648,705

		AH - % on site 20%					
		20%	25%	30%	33%	40%	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
	45%	21,980,530	20,513,018	19,045,506	18,164,999	16,110,482	14,642,970
% Cat M4(2)	50%	21,916,457	20,448,946	18,981,434	18,100,927	16,046,410	14,578,898
	55%	21,852,385	20,384,873	18,917,361	18,036,854	15,982,338	14,514,826
	60%	21,788,313	20,320,801	18,853,289	17,972,782	15,918,265	14,450,754
	65%	21,724,241	20,256,729	18,789,217	17,908,710	15,854,193	14,386,681
	70%	21,660,168	20,192,657	18,725,145	17,844,637	15,790,121	14,322,609
	75%	21,596,096	20,128,584	18,661,072	17,780,565	15,726,049	14,258,537
	80%	21,532,024	20,064,512	18,597,000	17,716,493	15,661,976	14,194,464

		AH - % on site 33%					
		0%	10%	15%	33%	40%	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
RAMS contribution	300.00	27,933,871	24,998,847	23,531,336	18,248,293	16,193,776	14,726,264
	250.00	27,979,637	25,044,613	23,577,101	18,294,059	16,239,542	14,772,030
	200.00	28,025,403	25,090,379	23,622,867	18,339,825	16,285,308	14,817,796
	121.89	28,096,898	25,161,875	23,694,363	18,411,320	16,356,803	14,889,292
	100.00	28,116,935	25,181,911	23,714,399	18,431,356	16,376,840	14,909,328
	50.00	28,162,701	25,227,677	23,760,165	18,477,122	16,422,606	14,955,094
	20.00	28,190,160	25,255,136	23,787,625	18,504,582	16,450,065	14,982,553
	0.00	28,208,467	25,273,443	23,805,931	18,522,888	16,468,372	15,000,860

		GDV - % 100%					
		85.00%	87.50%	90.00%	92.50%	95.00%	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
	65.00	(1,466,938)	1,767,364	4,981,754	8,180,334	11,366,620	14,542,491
CIL Epsm	70.00	(1,837,187)	1,403,848	4,623,913	7,827,390	11,018,016	14,197,556
	75.00	(2,209,543)	1,038,434	4,264,288	7,472,915	10,667,608	13,850,858
	80.00	(2,584,028)	671,100	3,902,937	7,116,891	10,315,805	13,502,964
	85.00	(2,960,663)	301,823	3,539,840	6,759,050	9,962,618	13,153,859
	90.00	(3,339,470)	(69,438)	3,174,977	6,399,577	9,608,032	12,803,451
	95.00	(3,720,580)	(442,690)	2,808,329	6,038,510	9,252,028	12,451,275

		Build rate (Epsm) 100%					
		100.00%	101.00%	105.00%	107.50%	110.00%	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
	65.00	17,709,724	16,697,368	12,637,672	10,092,422	7,539,904	4,978,953
	70.00	17,367,949	16,354,239	12,290,283	9,742,013	7,185,798	4,621,111
	75.00	17,024,820	16,009,931	11,941,651	9,389,764	6,830,104	4,261,556
	80.00	16,680,222	15,664,549	11,591,243	9,036,144	6,472,918	3,900,386
CIL Epsm	85.00	16,334,581	15,317,799	11,239,509	8,681,137	6,114,223	3,537,583
	90.00	15,987,831	14,969,503	10,886,490	8,324,724	5,754,001	3,173,129
	95.00	15,639,308	14,620,092	10,532,169	7,966,883	5,392,235	2,807,004
	100.00	15,289,702	14,269,551	10,176,201	7,607,166	5,028,715	2,439,191
	105.00	14,938,998	13,917,299	9,818,689	7,246,000	4,663,473	2,069,669
	110.00	14,586,746	13,563,758	9,459,833	6,883,367	4,296,640	1,698,421

		Density 35.0					
		30.00	35.00	40.00	45.00	50.00	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
	120.00	11,672,020	13,878,266	15,532,951	16,819,928	17,849,510	18,691,895
	140.00	10,238,984	12,445,230	14,099,915	15,386,892	16,416,474	17,258,859
CIL Epsm	160.00	8,783,646	10,989,892	12,644,577	13,931,554	14,961,136	15,803,521
	180.00	7,305,288	9,511,534	11,166,219	12,453,196	13,482,778	14,325,163
	200.00	5,803,175	8,009,421	9,664,106	10,951,083	11,980,665	12,823,050
	220.00	4,276,554	6,482,800	8,137,485	9,424,462	10,454,044	11,296,429
	240.00	2,724,654	4,930,900	6,585,585	7,872,562	8,902,144	9,744,529

## NOTES

Cells highlighted in yellow are input cells

Page 26/48

Printed: 08/10/2021 11:40

L:\\_Client Projects\1904 CIL Review\_East Suffolk\\_Appraisals, typologies and land value\Strategic sites\2

Revisions\211004\_strategic sites\_zero CIL\South of the St Carlton Col

© Copyright Aspinall Verdi Limited

Aspinall  
Verdi



## 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	
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)
1 bed House	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	
1 bed Flat	6,398	68,865		2,493	26,831		8,890	95,696	
2 bed Flat	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
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				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared home ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>	<b>1,250.0</b>			<b>285,920,742</b>
<i>AH on-site cost analysis:</i>				
	326 £ psm (total GIA sqm)		EMV less £GDV	37,610,508
			30,088 £ per unit (total units)	
<b>Grant</b>	1,250	@	0	-
<b>Total GDV</b>				<b>285,920,742</b>

## 211004\_strategic sites\_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham  
 Title: 1250 No. Units at mid value  
 Notes: Greenfield

DEVELOPMENT COSTS						
<b>Initial Payments -</b>						
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					-
<b>Construction Costs -</b>						
Site Clearance and Demolition	102.96 acres @		£ per acre (if brownfield)			-
<b>Infrastructure costs -</b>						
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)
<b>Disposal Costs -</b>						
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)
<b>Developers Profit -</b>						
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)	
<b>TOTAL COSTS</b>						<b>(244,806,197)</b>

## 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%								
		15%	20%	25%	30%	35%	40%	45%		
Balance (RLV - BLV)	15,188,488	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%								
		15%	20%	25%	30%	35%	40%	45%		
Balance (RLV - BLV)	15,188,488	-	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	
	Site Specific S106	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	
	Profit	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%								
		15%	20%	25%	30%	35%	40%	45%		
Balance (RLV - BLV)		15,188,488	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	
		AH - % on site 30%								
		15%	20%	25%	30%	35%	40%	45%		
Balance (RLV - BLV)	15,188,488	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	
		AH - % on site 30%								
		15%	20%	25%	30%	35%	40%	45%		

# 211004\_strategic sites\_zero CIL

Scheme Ref: WLP3.1 Beccles & Worlingham  
Title: 1250 No. Units at mid value  
Notes: Greenfield

		AH - % on site 30%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	15,188,488							
	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
BLV (per acre)	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%						
		20%	25%	30%	33%	40%	45%	50%
Balance (RLV - BLV)	15,188,488							
	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)
Density (dph)	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%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	15,188,488							
	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
% Cat M4(2)	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%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	15,188,488							
	321.22	19,451,827	18,030,701	16,609,454	15,188,206	13,766,958	12,345,710	10,924,001
RAMS contribution	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%						
		85.00%	87.50%	90.00%	92.50%	95.00%	97.50%	100.00%
Balance (RLV - BLV)	15,188,488							
	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
CIL Epsm	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%						
		100.00%	102.50%	105.00%	107.50%	110.00%	112.50%	115.00%
Balance (RLV - BLV)	15,188,488							
	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)
CIL Epsm	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					
		25.00	30.00	35.00	40.00	45.00	55.00
Balance (RLV - BLV)	15,188,488						
	0.00	11,070,154	15,188,488	18,130,154	20,336,404	22,052,376	24,548,336
	10.00	10,156,359	14,274,692	17,216,359	19,422,609	21,138,581	23,634,541
	20.00	9,232,760	13,351,094	16,292,760	18,499,010	20,214,982	22,710,942
CIL Epsm	30.00	8,299,153	12,417,486	15,359,153	17,565,403	19,281,375	21,777,335
	40.00	7,355,328	11,473,661	14,415,328	16,621,578	18,337,550	20,833,510
	50.00	6,401,073	10,519,406	13,461,073	15,667,323	17,383,295	19,879,255
	60.00	5,436,173	9,554,506	12,496,173	14,702,423	16,418,395	17,914,355
	70.00	4,460,068	8,578,402	11,520,068	13,726,318	15,442,291	17,938,250

## NOTES

Page 33/48

Printed: 08/10/2021 11:40

L:\\_Client Projects\1904 CIL Review\_East Suffolk\\_Appraisals, typologies and land value\Strategic sites\2

Revisions\211004\_strategic sites\_zero CIL\Beccles & Worlingham

© Copyright Aspinall Verdi Limited

Aspinall  
Verdi

## 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)	(sqft)	
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	
1 bed House	92,500	1,595	50%	138,750	2,392	75%	
2 bed House	107,500	1,536	50%	161,250	2,304	75%	
3 bed House	137,500	1,637	50%	206,250	2,455	75%	
4 bed House	157,500	1,624	50%	236,250	2,436	75%	
5 bed House	0	0	50%	0	0	75%	
1 bed Flat	80,000	1,600	50%	120,000	2,400	75%	
2 bed Flat	87,500	1,434	50%	131,250	2,152	75%	

## 211004\_strategic sites\_zero CIL

Scheme Ref: WLP2.13 North Lowestoft  
 Title: 1300 No. Units at mid value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared home ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				
				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					
<b>Initial Payments -</b>					
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)		
<b>CIL analysis:</b>					
Site Specific S106 Contributions					(715,540)
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		-
	0.00% % of GDV				
<b>Construction Costs -</b>					
Site Clearance and Demolition	86.82 acres @		£ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
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 @		per acre	(5,920,482)	-
	1.99% % of GDV		4,554 £ per unit (total units)		
<b>Infra. Costs analysis:</b>					
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% 19,223 £ per unit		(24,989,327)
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)
<b>Professional Fees</b>	157,013,442 @		10.0%		(15,701,344)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>					
	6.50% APR		0.526% pcm		(1,528,497)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(253,577,928)</b>

## 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				<b>38,098,790</b>
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%						
Balance (RLV - BLV)	22,867,366	15%	20%	25%	30%	35%	40%	45%
CIL Epsm 0.00	50	21,294,109	20,161,624	19,029,139	17,896,655	16,764,170	15,631,685	14,499,201
	55	20,671,458	19,575,502	18,479,546	17,383,590	16,287,635	15,191,679	14,095,723
	60	20,044,968	18,985,826	17,926,683	16,867,541	15,808,399	14,749,256	13,690,114
	65	19,414,423	18,392,471	17,370,518	16,348,476	15,326,434	14,304,392	13,282,351
	70	18,779,526	17,795,060	16,810,594	15,826,129	14,841,663	13,857,062	12,872,411
	75	18,140,656	17,193,970	16,247,284	15,300,598	14,353,912	13,407,226	12,460,271
	80	17,497,774	16,589,164	15,680,554	14,771,945	13,863,335	12,954,725	12,045,910
	85	16,850,781	15,980,607	15,110,372	14,240,137	13,369,902	12,499,667	11,629,303
	90	16,199,055	15,367,983	14,536,703	13,705,144	12,873,586	12,042,027	11,210,427
	95	15,543,178	14,751,191	13,959,205	13,166,935	12,374,357	11,581,779	10,789,201
	100	14,883,110	14,130,517	13,377,924	12,625,331	11,872,187	11,118,896	10,365,606
	105	14,218,507	13,505,922	12,793,034	12,080,145	11,367,045	10,653,352	9,939,658
	110	13,549,140	12,877,088	12,204,499	11,531,629	10,858,759	10,185,119	9,511,334
	115	12,875,438	12,243,832	11,612,226	10,979,750	10,347,215	9,714,171	9,080,610
	120	12,197,304	11,606,520	11,015,682	10,424,476	9,832,595	9,240,480	8,647,461
	125	11,513,937	10,965,114	10,415,366	9,865,619	9,314,868	8,763,963	8,211,862
	130	10,826,086	10,318,936	9,811,243	9,302,914	8,794,003	8,284,399	7,773,788
	135	10,133,682	9,668,424	9,203,141	8,736,694	8,269,970	7,801,995	7,333,214
	140	9,435,789	9,013,677	8,590,593	8,166,926	7,742,423	7,316,722	6,890,116
	145	8,733,259	8,354,161	7,974,107	7,593,561	7,211,486	6,828,551	6,444,466
	150	8,025,818	7,689,952	7,353,645	7,015,975	6,677,270	6,337,454	5,996,240
		AH - % on site 30%						
Balance (RLV - BLV)	22,867,366	15%	20%	25%	30%	35%	40%	45%
Site Specific S106 0	-	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
	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
	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%						
Balance (RLV - BLV)	22,867,366	15%	20%	25%	30%	35%	40%	45%
Profit 20.00%	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
	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%	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
			AH - % on site 30%					
Balance (RLV - BLV)	22,867,366	15%	20%	25%	30%	35%	40%	45%
Profit 20.00%	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
	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%	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
			AH - % on site 30%					

# 211004\_strategic sites\_zero CIL

Scheme Ref: WLP2.13 North Lowestoft  
Title: 1300 No. Units at mid value  
Notes: Greenfield

		AH - % on site 30%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	22,867,366							
	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
	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	28,908,803	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%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	22,867,366							
	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)
	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%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	22,867,366							
	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
	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	20,917,639	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%						
		15%	20%	25%	30%	35%	40%	45%
Balance (RLV - BLV)	22,867,366							
	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%						
		85.00%	87.50%	90.00%	92.50%	95.00%	97.50%	100.00%
Balance (RLV - BLV)	22,867,366							
	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
	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%						
		100.00%	102.50%	105.00%	107.50%	110.00%	112.50%	115.00%
Balance (RLV - BLV)	22,867,366							
	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)
	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						
		30.00	35.00	40.00	45.00	50.00	55.00	60.00
Balance (RLV - BLV)	22,867,366							
	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

Page 40/48 Highlighted in yellow are input cells

Printed: 08/10/2021 11:40

L:\\_Client Projects\1904 CIL Review\_East Suffolk\\_Appraisals, typologies and land value\Strategic sites\2

Revisions\211004\_strategic sites\_zero CIL\North Lowestoft

© Copyright Aspinall Verdi Limited

Aspinall  
Verdi

## 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				
<b>Unit mix -</b>	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	
<b>OMS Unit Floor areas -</b>	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	
<b>AH Unit Floor areas -</b>	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	
<b>Total Gross Floor areas -</b>	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					
<b>Open Market Sales values (£) -</b>	£ 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		
<b>Affordable Housing values (£) -</b>	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%



## 211004\_strategic sites\_zero CIL

Scheme Ref: WLP2.4 Kirkley Waterfront  
 Title: 1380 No. Units at lower value  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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
<b>Shared home ownership GDV -</b>				
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
<b>First Homes GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	1,380.0			191,912,288
<i>AH on-site cost analysis:</i>			<i>£MV less £GDV</i>	
	154	£ psm (total GIA sqm)	11,683	£ per unit (total units)
Grant	1,380	@	0	-
<b>Total GDV</b>				
				191,912,288

## 211004\_strategic sites\_zero CIL

Scheme Ref: WLP2.4 Kirkley Waterfront  
 Title: 1380 No. Units at lower value  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(258,815,985)</b>

## 211004\_strategic sites\_zero CIL

Scheme Ref: WLP2.4 Kirkley Waterfront  
 Title: 1380 No. Units at lower value  
 Notes: Greenfield

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)

# 211004\_strategic sites\_zero CIL

Scheme Ref: WLP2.4 Kirkley Waterfront  
Title: 1380 No. Units at lower value  
Notes: Greenfield

## 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)	(12,794,478)	(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%
Site Specific S106 0	-	(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%
Profit 20.00%	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)

# 211004\_strategic sites\_zero CIL

Scheme Ref: WLP2.4 Kirkley Waterfront  
Title: 1380 No. Units at lower value  
Notes: Greenfield

		AH - % on site 20%					
Balance (RLV - BLV)	(76,813,170)	20%	25%	30%	33%	40%	50%
BLV (per acre)	70,000	(71,667,170)	(73,954,256)	(76,241,343)	(77,613,595)	(80,815,517)	(85,389,690)
	80,000	(72,349,166)	(74,636,252)	(76,923,339)	(78,295,591)	(81,497,513)	(86,071,686)
	90,000	(73,031,162)	(75,318,248)	(77,605,335)	(78,977,587)	(82,179,509)	(86,753,682)
	100,000	(73,713,158)	(76,000,244)	(78,287,331)	(79,659,583)	(82,861,505)	(87,435,678)
	110,000	(74,395,154)	(76,682,240)	(78,969,327)	(80,341,579)	(83,543,501)	(88,117,674)
	125,000	(75,418,148)	(77,705,234)	(79,992,321)	(81,364,573)	(84,566,495)	(89,140,668)
	130,000	(75,759,146)	(78,046,232)	(80,333,319)	(81,705,571)	(84,907,493)	(89,481,666)
	140,000	(76,441,142)	(78,728,228)	(81,015,315)	(82,387,567)	(85,589,489)	(90,163,662)
	150,000	(77,123,138)	(79,410,224)	(81,697,311)	(83,069,563)	(86,271,485)	(90,845,658)
	160,000	(77,805,134)	(80,092,220)	(82,379,307)	(83,751,559)	(86,953,481)	(91,527,654)

		AH - % on site 20%					
Balance (RLV - BLV)	(76,813,170)	20%	25%	30%	33%	40%	50%
Density (dph)	10	(201,992,988)	(204,280,075)	(206,567,162)	(207,939,414)	(211,141,336)	(215,715,509)
	12	(175,913,860)	(178,200,947)	(180,488,033)	(181,860,285)	(185,062,207)	(189,636,381)
	15	(149,834,731)	(152,121,818)	(154,408,905)	(155,781,157)	(158,983,078)	(163,557,252)
	18	(132,448,645)	(134,735,732)	(137,022,819)	(138,395,071)	(141,596,992)	(146,171,166)
	20	(123,755,602)	(126,042,689)	(128,329,776)	(129,702,028)	(132,903,949)	(137,478,123)
	23	(113,550,726)	(115,837,813)	(118,124,899)	(119,497,151)	(122,699,073)	(127,273,247)
	25	(108,108,125)	(110,395,212)	(112,682,299)	(114,054,551)	(117,256,472)	(121,830,646)
	30	(97,676,473)	(99,963,560)	(102,250,647)	(103,622,899)	(106,824,821)	(111,398,994)
	36	(88,983,431)	(91,270,517)	(93,557,604)	(94,929,856)	(98,131,778)	(102,705,951)
	40	(84,636,909)	(86,923,996)	(89,211,083)	(90,583,335)	(93,785,256)	(98,359,430)
	45	(80,290,388)	(82,577,474)	(84,864,561)	(86,236,813)	(89,438,735)	(94,012,908)

		AH - % on site 20%					
Balance (RLV - BLV)	(76,813,170)	20%	25%	30%	33%	40%	50%
% Cat M4(2)	40%	(76,813,170)	(79,100,257)	(81,387,344)	(82,759,596)	(85,961,518)	(90,535,691)
	45%	(76,998,509)	(79,285,595)	(81,572,682)	(82,944,934)	(86,146,856)	(90,721,029)
	50%	(77,183,847)	(79,470,933)	(81,758,020)	(83,130,272)	(86,332,194)	(90,906,367)
	55%	(77,369,185)	(79,656,271)	(81,943,358)	(83,315,610)	(86,517,532)	(91,091,705)
	60%	(77,554,523)	(79,841,610)	(82,128,696)	(83,500,948)	(86,702,870)	(91,277,044)
	65%	(77,739,861)	(80,026,948)	(82,314,034)	(83,686,286)	(86,888,208)	(91,462,382)
	70%	(77,925,199)	(80,212,286)	(82,499,372)	(83,871,624)	(87,073,546)	(91,647,720)
	75%	(78,110,537)	(80,397,624)	(82,684,710)	(84,056,963)	(87,258,884)	(91,833,058)
	80%	(78,295,875)	(80,582,962)	(82,870,049)	(84,242,301)	(87,444,222)	(92,018,396)

		AH - % on site 33%					
Balance (RLV - BLV)	(76,813,170)	0%	10%	15%	33%	40%	50%
RAMS contribution	321.22	(67,665,406)	(72,239,579)	(74,526,666)	(82,760,179)	(85,962,100)	(90,536,274)
	300.00	(67,609,222)	(72,183,395)	(74,470,482)	(82,703,995)	(85,905,916)	(90,480,090)
	250.00	(67,476,838)	(72,051,011)	(74,338,098)	(82,571,610)	(85,773,532)	(90,347,706)
	200.00	(67,344,453)	(71,918,627)	(74,205,714)	(82,439,226)	(85,641,148)	(90,215,321)
	121.89	(67,137,642)	(71,711,816)	(73,998,903)	(82,232,415)	(85,434,337)	(90,008,510)
	100.00	(67,079,685)	(71,653,858)	(73,940,945)	(82,174,457)	(85,376,379)	(89,950,553)
	50.00	(66,947,300)	(71,521,474)	(73,808,561)	(82,042,073)	(85,243,995)	(89,818,168)
	20.00	(66,867,870)	(71,442,043)	(73,729,130)	(81,962,643)	(85,164,564)	(89,738,738)
	0.00	(66,814,916)	(71,389,090)	(73,676,176)	(81,909,689)	(85,111,610)	(89,685,784)

		AH - % on site 20%					
Balance (RLV - BLV)	(76,813,170)	20.00%	25.00%	30.00%	33.00%	40.00%	50.00%
Build rate (Epsm)	80%	(24,367,860)	(26,321,716)	(28,410,298)	(29,746,536)	(33,179,304)	(38,289,643)
	85%	(36,422,263)	(38,910,412)	(41,398,560)	(42,891,450)	(46,374,858)	(51,351,155)
	90%	(49,885,899)	(52,307,027)	(54,728,155)	(56,180,832)	(59,570,411)	(64,412,667)
	95%	(63,349,535)	(65,703,642)	(68,057,750)	(69,470,214)	(72,765,964)	(77,474,179)
	100%	(76,813,170)	(79,100,257)	(81,387,344)	(82,759,596)	(85,961,518)	(90,535,691)
	105%	(90,276,806)	(92,496,872)	(94,716,939)	(96,048,978)	(99,157,071)	(103,597,203)
	110%	(103,740,442)	(105,893,488)	(108,046,533)	(109,338,361)	(112,352,624)	(116,658,715)
	115%	(117,204,078)	(119,290,103)	(121,376,128)	(122,627,743)	(125,548,178)	(129,720,228)

		AH - % on site 20%					
Balance (RLV - BLV)	(76,813,170)	20.00%	25.00%	30.00%	33.00%	40.00%	50.00%
% on GDV	300%	178,898,823	164,010,421	149,113,693	140,169,694	119,278,050	89,343,111
	275%	151,083,918	137,914,217	124,733,024	116,816,327	98,312,731	71,785,275
	250%	123,211,882	111,753,496	100,277,656	93,383,922	77,268,310	54,135,380
	225%	95,237,466	85,485,415	75,716,634	69,845,483	56,105,613	36,329,381
	200%	67,112,964	59,060,806	50,985,110	46,125,104	34,729,217	18,231,795
	175%	38,701,695	32,322,023	25,904,880	22,031,077	12,900,118	6,263,618
	150%	9,578,705	4,786,653	(83,153)	(3,054,350)	(10,240,298)	(23,078,812)
	125%	(24,244,144)	(28,531,528)	(33,223,481)	(36,334,701)	(44,338,099)	(55,849,509)
	100%	(76,813,170)	(79,100,257)	(81,387,344)	(82,759,596)	(85,961,518)	(90,535,691)
	75%	(132,311,062)	(131,129,531)	(129,947,999)	(129,239,081)	(127,584,937)	(125,221,874)
	50%	(187,808,954)	(183,158,804)	(178,508,655)	(175,718,565)	(169,208,355)	(159,908,056)

		Density 50.0					
Balance (RLV - BLV)	(76,813,170)	50.00	100.00	150.00	200.00	250.00	350.00
% on GDV	-	(76,813,170)	(61,165,693)	(55,949,867)	(53,341,955)	(51,777,207)	(49,988,924)
	10.0	(79,040,920)	(63,393,443)	(58,177,617)	(55,569,704)	(54,004,957)	(52,216,673)
	20.0	(81,268,670)	(65,621,193)	(60,405,367)	(57,797,454)	(56,232,706)	(54,444,423)
	30.0	(83,496,420)	(67,848,942)	(62,633,117)	(60,025,204)	(58,460,456)	(57,417,291)
	40.0	(85,724,169)	(70,076,692)	(64,860,866)	(62,252,953)	(60,688,206)	(59,645,041)
	50.0	(87,951,919)	(72,304,442)	(67,088,616)	(64,480,703)	(62,915,955)	(61,127,672)
	60.0	(90,179,669)	(74,532,192)	(69,316,366)	(66,708,453)	(65,143,705)	(63,355,422)
	70.0	(92,407,418)	(76,759,941)	(71,544,115)	(68,936,203)	(67,371,455)	(65,583,172)

NOTES  
Page 47/48

Printed: 08/10/2021 11:40

L:\\_Client Projects\1904 CIL Review\_East Suffolk\\_Appraisals, typologies and land value\Strategic sites\2 Revisions\211004\_strategic sites\_zero CIL\Kirkley Waterfront  
© Copyright Aspinall Verdi Limited



# 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
3 bed lodge	85,000	944	57%		100,000	1,111	67%	100,000	1,111



## 210908\_Holiday lets

Scheme Ref: Holiday lodges  
 Title: 30 No. Units - Holiday lodges  
 Notes: Greenfield - Rest of District

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(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
<b>Affordable Rent GDV -</b>				
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			-
<b>LCHO GDV -</b>				
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			-
<b>Discounted home ownership GDV -</b>				
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			-
<b>Sub-total GDV Residential</b>				
	30.0			3,750,000
<i>AH on-site cost analysis:</i>				
				<i>EMV less EGDV</i>
				0
				<i>0 £ psm (total GIA sqm)</i>
				<i>0 £ per unit (total units)</i>
<b>Grant</b>				
	30	@	0	-
<b>Total GDV</b>				
				3,750,000

## 210908\_Holiday lets

Scheme Ref: Holiday lodges  
 Title: 30 No. Units - Holiday lodges  
 Notes: Greenfield - Rest of District

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)		
<b>TOTAL COSTS</b>					<b>(3,360,349)</b>

## 210908\_Holiday lets

Scheme Ref: Holiday lodges  
 Title: 30 No. Units - Holiday lodges  
 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				<b>350,470</b>
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
				<b>288,280</b>

BALANCE				
Surplus/(Deficit)	41,460	£ per ha	16,779	£ per acre
				<b>62,190</b>

# 210908\_Holiday lets

Scheme Ref: Holiday lodges  
Title: 30 No. Units - Holiday lodges  
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 %						50%			
		Affordable Rent:				25%			
		Shared ownership				25%			
		Discounted home ownership					0.0%	% of total (>10% for HWP (Feb 2017))	
Open Market Sale (OMS) housing				100%					
				100%					
CIL Rate (£ psm)				0.00	£ psm				
<b>Unit mix -</b>	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	
<b>OMS Unit Floor areas -</b>	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	
<b>AH Unit Floor areas -</b>	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	
<b>Total Gross Floor areas -</b>	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					
<b>Open Market Sales values (£) -</b>	£ 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		
<b>Affordable Housing values (£) -</b>	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	45%
3 bed lodge	85,000	944	28%	100,000	1,111	33%	100,000	1,111	33%

## 210908\_Holiday lets

Scheme Ref: Holiday lodges  
 Title: 30 No. Units - Holiday lodges  
 Notes: Greenfield - Higher value zone

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable Rent GDV -</b>				
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			-
<b>LCHO GDV -</b>				
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			-
<b>Discounted home ownership GDV -</b>				
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			-
<b>Sub-total GDV Residential</b>	<b>30.0</b>			<b>7,500,000</b>
<i>AH on-site cost analysis:</i>		<i>EMV less EGDV</i>		
	0 £ psm (total GIA sqm)		0 £ per unit (total units)	0
<b>Grant</b>	30	@	0	-
<b>Total GDV</b>				<b>7,500,000</b>

## 210908\_Holiday lets

Scheme Ref: Holiday lodges  
 Title: 30 No. Units - Holiday lodges  
 Notes: Greenfield - Higher value zone

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(30,000)
Statutory Planning Fees (Residential)					(11,550)
CIL	2,894 sqm	0.00 £ psm			-
	0.00% % of GDV	0 £ per unit (total units)			
CIL analysis:					
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)				-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	3.71 acres @				-
Infrastructure costs -					
	Year 1	0% build costs			-
	Year 2				-
	Year 3				-
	Year 4				-
	Year 5				-
	Year 6				-
	Year 7				-
	Year 8				-
	Year 9				-
	Year 10				-
	total	3.71 acres @			-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House	- sqm @				-
2 bed House	- sqm @				-
3 bed House	- sqm @				-
4 bed House	- sqm @				-
5 bed House	- sqm @				-
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% per unit			(450,180)
		15,006 £ per unit			
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)
<b>Professional Fees</b>	3,451,650 @	8.0%			(276,132)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>	6.25% APR	0.506% pcm			(149,025)
<b>Developers Profit -</b>					
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)		
<b>TOTAL COSTS</b>					<b>(5,968,616)</b>

## 210908\_Holiday lets

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				<b>1,346,632</b>
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
				<b>288,280</b>

BALANCE			
Surplus/(Deficit)	705,568	£ per ha	285,539 £ per acre
			<b>1,058,352</b>



# 210908\_Holiday lets

Scheme Ref: Holiday lodges  
Title: 30 No. Units - Holiday lodges  
Notes: Greenfield - Higher value zone

## 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)
	400	(156,638)	(261,987)	(380,914)	(502,770)	(625,376)	(748,496)	(872,296)
	425	(235,017)	(345,379)	(462,523)	(580,329)	(698,549)	(817,348)	(936,890)
	450	(318,880)	(431,358)	(544,410)	(657,918)	(771,944)	(886,505)	(1,001,763)
	475	(409,275)	(517,638)	(626,563)	(735,759)	(845,388)	(955,661)	(1,066,636)
	500	(500,096)	(604,336)	(708,747)	(813,741)	(919,155)	(1,025,121)	(1,131,804)

		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)	(319,984)
	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)
	32,000	40,245	(126,647)	(296,967)	(491,047)	(686,707)	(883,823)	(1,082,523)
	34,000	(25,137)	(192,394)	(373,039)	(567,810)	(763,949)	(961,457)	(1,160,945)
	36,000	(90,669)	(258,440)	(449,334)	(644,663)	(841,218)	(1,039,466)	(1,239,470)
	38,000	(156,381)	(331,528)	(525,854)	(721,696)	(918,852)	(1,117,492)	(1,318,289)
	40,000	(222,360)	(407,621)	(602,707)	(798,938)	(996,485)	(1,195,895)	(1,526,267)

		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
<b>GDV</b>					<b>1,032,526</b>

### 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)

<b>Professional Fees</b>	659,225 @	10%		(65,923)
--------------------------	-----------	-----	--	----------

#### 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)
--------------------------------------	-----------	------------	--	----------

<b>Developers Profit</b>	860,404 @	20.00%	on costs	
	1,032,526 @	16.67%	on GDV	(172,122)

<b>TOTAL COSTS</b>				<b>(938,055)</b>
--------------------	--	--	--	------------------

## 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)				<b>85,969</b>

#### 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%			<b>32,390</b>

#### BALANCE

Surplus/(Deficit)				<b>53,579</b>
-------------------	--	--	--	---------------

#### 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	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	
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
<b>GDV</b>					<b>1,032,526</b>

#### 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)

<b>Professional Fees</b>	688,215 @	10%		(68,822)
--------------------------	-----------	-----	--	----------

##### 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)
--------------------------------------	-----------	------------	--	----------

<b>Developers Profit</b>	860,404 @	20.00%	on costs	
	1,032,526 @	16.67%	on GDV	(172,122)

<b>TOTAL COSTS</b>				<b>(972,660)</b>
--------------------	--	--	--	------------------

## 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)				<b>54,479</b>

#### 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%			<b>27,531</b>

#### BALANCE

Surplus/(Deficit)	<b>26,948</b>
-------------------	---------------

#### SENSITIVITY ANALYSIS

		GDV						
Balance	26,948	85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	0	(92,853)	(51,124)	(11,026)	26,948	64,921	102,895	140,869
	10	(97,391)	(55,662)	(15,156)	22,818	60,792	98,766	136,740
	20	(101,929)	(60,200)	(19,286)	18,688	56,662	94,636	132,610
	30	(106,467)	(64,738)	(23,415)	14,559	52,533	90,506	128,480
	40	(111,005)	(69,276)	(27,546)	10,429	48,403	86,377	124,351
	50	(115,543)	(73,814)	(32,084)	6,299	44,273	82,247	120,221
	60	(120,081)	(78,352)	(36,622)	2,170	40,144	78,118	116,092
	70	(124,619)	(82,890)	(41,160)	(1,960)	36,014	73,988	111,962
	80	(129,157)	(87,428)	(45,698)	(6,089)	31,884	69,858	107,832
	90	(133,696)	(91,966)	(50,236)	(10,219)	27,755	65,729	103,703
	100	(138,234)	(96,504)	(54,774)	(14,349)	23,625	61,599	99,573
	110	(142,772)	(101,042)	(59,312)	(18,478)	19,496	57,470	95,443
	120	(147,310)	(105,580)	(63,851)	(22,608)	15,366	53,340	91,314

		Build costs						
Balance	26,948	85%	90%	95%	100%	105%	110%	115%
CIL Epsm / Section 106	0	126,421	93,263	60,105	26,948	(6,210)	(40,539)	(76,976)
	10	122,291	89,133	55,976	22,818	(10,340)	(45,077)	(81,514)
	20	118,161	85,004	51,846	18,688	(14,469)	(49,615)	(86,052)
	30	114,032	80,874	47,716	14,559	(18,599)	(54,153)	(90,590)
	40	109,902	76,745	43,587	10,429	(22,729)	(58,691)	(95,128)
	50	105,773	72,615	39,457	6,299	(26,858)	(63,229)	(99,666)
	60	101,643	68,485	35,328	2,170	(31,330)	(67,767)	(104,204)
	70	97,513	64,356	31,198	(1,960)	(35,868)	(72,305)	(108,742)
	80	93,384	60,226	27,068	(6,089)	(40,406)	(76,843)	(113,280)
	90	89,254	56,096	22,939	(10,219)	(44,944)	(81,381)	(117,818)
	100	85,125	51,967	18,809	(14,349)	(49,482)	(85,919)	(122,356)
	110	80,995	47,837	14,679	(18,478)	(54,020)	(90,457)	(126,894)
	120	76,865	43,708	10,550	(22,608)	(58,558)	(94,995)	(131,432)

## 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
<b>GDV</b>					<b>1,032,526</b>

### 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)

<b>Professional Fees</b>	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)
--------------------------------------	-----------	------------	--	----------

<b>Developers Profit</b>	860,404 @	20.00%	on costs	
	1,032,526 @	16.67%	on GDV	(172,122)

<b>TOTAL COSTS</b>				<b>(973,329)</b>
--------------------	--	--	--	------------------

## 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)				<b>53,870</b>

### 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%			<b>32,390</b>

### BALANCE

Surplus/(Deficit)	<b>21,480</b>
-------------------	---------------

### SENSITIVITY ANALYSIS

		GDV						
Balance	21,480	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	0	(98,380)	(56,651)	(16,493)	21,480	59,454	97,428	135,402
	10	(102,779)	(61,049)	(20,496)	17,478	55,452	93,426	131,400
	20	(107,177)	(65,447)	(24,498)	13,476	51,450	89,423	127,397
	30	(111,575)	(69,846)	(28,501)	9,473	47,447	85,421	123,395
	40	(115,973)	(74,244)	(32,514)	5,471	43,445	81,419	119,393
	50	(120,372)	(78,642)	(36,912)	1,469	39,442	77,416	115,390
	60	(124,770)	(83,040)	(41,311)	(2,534)	35,440	73,414	111,388
	70	(129,168)	(87,438)	(45,709)	(6,536)	31,438	69,412	107,385
	80	(133,566)	(91,837)	(50,107)	(10,539)	27,435	65,409	103,383
	90	(137,964)	(96,235)	(54,505)	(14,541)	23,433	61,407	99,381
	100	(142,363)	(100,633)	(58,904)	(18,543)	19,431	57,404	95,378
	110	(146,761)	(105,031)	(63,302)	(22,546)	15,428	53,402	91,376
	120	(151,159)	(109,430)	(67,700)	(26,548)	11,426	49,400	87,374
		Build costs						
Balance	21,480	85%	90%	95%	100%	105%	110%	115%
CIL £psm / Section 106	0	125,757	90,998	56,239	21,480	(13,278)	(49,585)	(87,781)
	10	121,755	86,996	52,237	17,478	(17,281)	(53,983)	(92,180)
	20	117,752	82,993	48,235	13,476	(21,283)	(58,381)	(96,578)
	30	113,750	78,991	44,232	9,473	(25,286)	(62,780)	(100,976)
	40	109,748	74,989	40,230	5,471	(29,288)	(67,178)	(105,374)
	50	105,745	70,986	36,227	1,469	(33,279)	(71,576)	(109,773)
	60	101,743	66,984	32,225	(2,534)	(37,278)	(75,974)	(114,171)
	70	97,740	62,982	28,223	(6,536)	(42,176)	(80,372)	(118,569)
	80	93,738	58,979	24,220	(10,539)	(46,574)	(84,771)	(122,967)
	90	89,736	54,977	20,218	(14,541)	(50,972)	(89,169)	(127,365)
	100	85,733	50,974	16,216	(18,543)	(55,371)	(93,567)	(131,764)
	110	81,731	46,972	12,213	(22,546)	(59,769)	(97,965)	(136,162)
	120	77,728	42,970	8,211	(26,548)	(64,167)	(102,364)	(140,560)

# 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
<b>GDV</b>					<b>1,032,526</b>

### 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)

<b>Professional Fees</b>	708,158 @	10%	(70,816)
--------------------------	-----------	-----	----------

#### 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)
--------------------------------------	-----------	------------	----------

<b>Developers Profit</b>	860,404 @	20.00%	on costs	
	1,032,526 @	16.67%	on GDV	(172,122)

<b>TOTAL COSTS</b>				<b>(994,980)</b>
--------------------	--	--	--	------------------



## 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)				<b>34,168</b>

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%			<b>27,531</b>

BALANCE	
Surplus/(Deficit)	<b>6,637</b>

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)
<b>GDV</b>					<b>10,916,153</b>

### 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)
--	-------------	--	-----	-----------

#### 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)

<b>TOTAL COSTS</b>				<b>(10,128,010)</b>
--------------------	--	--	--	---------------------

## 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)				<b>693,566</b>

#### 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%			<b>235,246</b>

#### BALANCE

Surplus/(Deficit)	<b>458,320</b>
-------------------	----------------

#### 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
<b>GDV</b>				<b>10,916,153</b>

### 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)
--	-------------	-----	--	-----------

#### 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)

<b>TOTAL COSTS</b>				<b>(10,334,833)</b>
--------------------	--	--	--	---------------------

## 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)				<b>511,561</b>

#### 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%			<b>199,958</b>

#### BALANCE

Surplus/(Deficit)				<b>311,603</b>
-------------------	--	--	--	----------------

#### SENSITIVITY ANALYSIS

		GDV						
Balance	311,603	85%	90%	95%	100%	105%	110%	115%
CIL £psm / 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
	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 £psm / 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)
	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				
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	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				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	50.0			6,963,825
<i>AH on-site cost analysis:</i>				
	147	£ psm (total GIA sqm)	EMV less EGDV	626,175
			12,524	£ per unit (total units)
Grant	50	@	0	-
<b>Total GDV</b>				
				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					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,066,547)</b>

## 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
Gross to net land area	90%		111,111	£ per acre
				171,597

BALANCE				
Surplus/(Deficit)	(5,222,110)	£ per ha	(2,113,359)	£ per acre
				(3,263,819)

# 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at Lower value - sheltered housing  
 Notes: Greenfield

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%				
			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				
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	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: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>	<b>50.0</b>			<b>6,963,825</b>
<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
<b>Grant</b>	50	@	0	-
<b>Total GDV</b>				<b>6,963,825</b>

# 211004\_East Suffolk Specialist residential appraisals

**Scheme Ref:** Flats  
**Title:** 50 No. Units at Lower value - sheltered housing  
**Notes:** Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Professional Fees</b>	6,669,412 @	10.0%			(666,941)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>	6.50% APR	0.526% pcm			(734,310)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,176,333)</b>

# 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		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		1,467		15,787		
2 bed Flat	2,240	24,111	560		2,800		30,139		
	3,413	36,741	853		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				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				
				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					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,361,289)</b>

## 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	274,555 £ per ha	111,111 £ per acre	171,597
Gross to net land area	90%			

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 (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	1,173	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: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				
				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					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,471,074)</b>



## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at mid lower value - sheltered housing  
 Notes: Brownfield

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)

# 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
Title: 50 No. Units at mid lower value - sheltered housing  
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)

# 211004\_East Suffolk Specialist residential appraisals

**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%						
			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%

## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at mid value - sheltered housing  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				<b>8,394,705</b>

# 211004\_East Suffolk Specialist residential appraisals

**Scheme Ref:** Flats  
**Title:** 50 No. Units at mid value - sheltered housing  
**Notes:** Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	1.54 acres @		0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
	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)
<b>Professional Fees</b>	6,588,318 @		10.0%		(658,832)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>	6.50% APR		0.526% pcm		(588,834)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,162,734)</b>

## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at mid value - sheltered housing  
 Notes: Greenfield

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%



## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at mid value - sheltered housing  
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				<b>8,394,705</b>

# 211004\_East Suffolk Specialist residential appraisals

**Scheme Ref:** Flats  
**Title:** 50 No. Units at mid value - sheltered housing  
**Notes:** Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	1.24 acres @	110,000 £ per acre (if brownfield)			(135,905)
<b>Infrastructure costs -</b>					
	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)
<b>Professional Fees</b>	6,669,412 @	10.0%			(666,941)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>	6.50% APR	0.526% pcm			(605,361)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,272,519)</b>

# 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				
1 bed House		0			0.0		(sqft) 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		(sqft) 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)	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	
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				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				
				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					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	1.54 acres @		0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
	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)
		1.72% % of GDV	3,274 £ per unit (total units)		
<b>Infra. Costs analysis:</b>					
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)
<b>Professional Fees</b>	6,588,318 @		10.0%		(658,832)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>	6.50% APR		0.526% pcm		(536,184)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,364,709)</b>

# 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	274,555 £ per ha	111,111 £ per acre	171,597
Gross to net land area	90%			

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 %			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: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	50.0			9,537,180
<i>AH on-site cost analysis:</i>		<i>EMV less EGDV</i>		
	352 £ psm (total GIA sqm)		30,056 £ per unit (total units)	1,502,820
Grant	50	@	0	-
<b>Total GDV</b>				<b>9,537,180</b>

## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at mid higher value - sheltered housing  
 Notes: Brownfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	1.24 acres @	110,000 £ per acre (if brownfield)			(135,905)
<b>Infrastructure costs -</b>					
	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)		
<b>Infra. Costs analysis:</b>					
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)
<b>Professional Fees</b>	6,669,412 @		10.0%		(666,941)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>	6.50% APR		0.526% pcm		(552,712)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,474,494)</b>

## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at mid higher value - sheltered housing  
 Notes: Brownfield

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	94,444 £ per acre
Gross to net land area	90%			116,686

BALANCE				
Surplus/(Deficit)	(2,087,000)	£ per ha	(844,597)	£ per acre
				(1,043,500)

# 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at mid higher value - sheltered housing  
 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%		8.8% % of total (>10% for HWP (Feb 2017))		
			Discounted home ownership:		25%				
			Shared ownership:		25%				
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				
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	1,430	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)	£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%

## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at higher value - sheltered housing  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				
				10,831,670



# 211004\_East Suffolk Specialist residential appraisals

**Scheme Ref:** Flats  
**Title:** 50 No. Units at higher value - sheltered housing  
**Notes:** Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	2,643 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:	0.44% % of GDV	943 £ per unit (total units)		
AH Commuted Sum	4,137 sqm (total)		£ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	1.54 acres @		0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
	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)
<b>Professional Fees</b>	6,393,071 @		10.0%		(639,307)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>	6.50% APR		0.526% pcm		(433,694)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,273,053)</b>

## 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				<b>496,497</b>
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
				<b>171,597</b>

BALANCE			
Surplus/(Deficit)	519,840	£ per ha	210,376 £ per acre
			<b>324,900</b>

# 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	265,677	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

<b>Scheme Ref:</b>	<b>Flats</b>
<b>Title:</b>	<b>50 No. Units at higher value - sheltered housing</b>
<b>Notes:</b>	<b>Brownfield</b>

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)	(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		1,430	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)	£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%

## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at higher value - sheltered housing  
 Notes: Brownfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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	-
<b>Total GDV</b>				
				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					
<b>Initial Payments -</b>					
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			
<b>Construction Costs -</b>					
Site Clearance and Demolition	1.24 acres @	110,000 £ per acre (if brownfield)			(135,905)
<b>Infrastructure costs -</b>					
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)		
<b>Infra. Costs analysis:</b>					
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)
<b>Professional Fees</b>	6,474,165 @	10.0%			(647,416)
<b>Disposal Costs -</b>					
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)
<b>Interest (on Development Costs) -</b>	6.50% APR	0.526% pcm			(448,507)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(10,381,124)</b>

## 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				<b>402,475</b>
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
				<b>116,686</b>

BALANCE			
Surplus/(Deficit)	571,579	£ per ha	231,315 £ per acre
			<b>285,790</b>

# 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
Title: 50 No. Units at higher value - sheltered housing  
Notes: Brownfield

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)	



# 211004\_East Suffolk Specialist residential appraisals

**Scheme Ref:** Flats  
**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%		8.3% % of total (>10% for HWP (Feb 2017))		
			Discounted home ownership:		25%				
			Shared ownership:		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%	13.4	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	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				
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		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	1,149	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%

## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at - extra care  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>				
	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
<b>Grant</b>				
	50	@	0	-
<b>Total GDV</b>				<b>10,366,500</b>

# 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at - extra care  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(12,181,634)</b>

## 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)	(3,123,305)	(3,102,030)	
Site Specific S106 0	340	(3,380,329)	(3,338,518)	(3,296,707)	(3,242,352)	(3,213,084)	(3,192,179)	(3,171,273)	
	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%	
Site Specific S106 0	-	(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)	
CIL Epsm / Section 106	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%	
CIL Epsm / Section 106	-	(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  
**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%

## 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at - extra care  
 Notes: Greenfield

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (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
<b>Affordable rent GDV -</b>				
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
<b>Discounted home ownership GDV -</b>				
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
<b>Shared ownership GDV -</b>				
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
<b>Sub-total GDV Residential</b>	<b>50.0</b>			<b>10,366,500</b>
<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
<b>Grant</b>	50	@	0	-
<b>Total GDV</b>				<b>10,366,500</b>

# 211004\_East Suffolk Specialist residential appraisals

Scheme Ref: Flats  
 Title: 50 No. Units at - extra care  
 Notes: Greenfield

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
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				
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Developers Profit -</b>					
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)	
<b>TOTAL COSTS</b>					<b>(12,261,220)</b>



## 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	97,238
Gross to net land area	90%			

BALANCE				
Surplus/(Deficit)	(4,755,499) £ per ha	(1,924,524) £ per acre	(1,981,458)	

# 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)	(1,981,458)	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	@	15.00	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)				<b>596,280</b>

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%	<b>141,119</b>

BALANCE	
Surplus/(Deficit)	<b>455,161</b>

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)	1,076,671
<b>GDV</b>					<b>1,076,671</b>

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)
<b>Professional Fees</b>	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)
<b>Developers Profit</b>	897,190 @		20.00%	on costs	
	1,076,671 @		16.67%	on GDV	(179,481)
<b>TOTAL COSTS</b>					<b>(933,520)</b>

## 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)				<b>130,267</b>

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%		<b>43,189</b>

BALANCE	
Surplus/(Deficit)	<b>87,079</b>

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)				<b>406,079</b>

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%	
				<b>141,200</b>

BALANCE	
Surplus/(Deficit)	<b>264,879</b>

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)
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)				<b>77,984</b>

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)	<b>41,274</b>

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
<b>GDV</b>					<b>915,991</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(2,852)
Combined CIL	556 sqm @		£ psm		-
Site Specific S106/278					-
<b>Construction Costs -</b>					
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)
<b>Professional Fees</b>	758,947 @		8%		(60,716)
<b>Disposal Costs -</b>					
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)
<b>Finance Costs -</b>					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(28,150)
<b>Developers Profit</b>	763,295 @		20.00%	on costs	
	915,991 @		16.67%	on GDV	(152,696)
<b>TOTAL COSTS</b>					<b>(1,042,406)</b>

## 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)
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
<b>GDV</b>					<b>1,648,783</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(6,039)
Combined CIL	1,176 sqm @		£ psm		-
Site Specific S106/278					-
<b>Construction Costs -</b>					
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)
<b>Professional Fees</b>	1,676,421 @		8%		(134,114)
<b>Disposal Costs -</b>					
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)
<b>Finance Costs -</b>					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(61,926)
<b>Developers Profit</b>	1,373,931 @		20.00%	on costs	
	1,648,783 @		16.67%	on GDV	(274,852)
<b>TOTAL COSTS</b>					<b>(2,223,634)</b>

## 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
<b>GDV</b>					<b>819,303</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(3,020)
Combined CIL	588 sqm @		£ psm		-
Site Specific S106/278					-
<b>Construction Costs -</b>					
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)
<b>Professional Fees</b>	1,199,687 @		8%		(95,975)
<b>Disposal Costs -</b>					
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)
<b>Finance Costs -</b>					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(45,481)
<b>Developers Profit</b>	682,725 @		20.00%	on costs	
	819,303 @		16.67%	on GDV	(136,578)
<b>TOTAL COSTS</b>					<b>(1,512,525)</b>



## 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						
		85%	90%	95%	100%	105%	110%	115%
Balance	(723,504)							
	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)
CIL £psm	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						
		85%	90%	95%	100%	105%	110%	115%
Balance	(723,504)							
	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)
CIL £psm	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)				<b>23,668</b>

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%	<b>61,775</b>

BALANCE	
Surplus/(Deficit)	<b>(38,107)</b>

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)				<b>596,280</b>

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%	
				<b>141,119</b>

BALANCE	
Surplus/(Deficit)	<b>455,161</b>

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					
<b>Initial Payments -</b>					
Planning Application Professional Fees and reports					-
Statutory Planning Fees					(1,996)
Combined CIL	389 sqm @		0 £ psm		-
Site Specific S106/278					-
<b>Construction Costs -</b>					
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)
<b>Disposal Costs -</b>					
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)
<b>Finance Costs -</b>					
Interest (cashflow basis incl. land)	6.50% APR		0.526% pcm		(22,586)
<b>Developers Profit</b>					
	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)				<b>130,267</b>

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%	<b>43,189</b>

BALANCE	
Surplus/(Deficit)	<b>87,079</b>

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\_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)				<b>406,079</b>

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%	
				<b>141,200</b>

BALANCE	
Surplus/(Deficit)	<b>264,879</b>

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)				<b>77,984</b>

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
<b>GDV</b>					<b>915,991</b>

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)
<b>TOTAL COSTS</b>					<b>(1,042,406)</b>

## 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						
	Balance	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	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\_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
<b>GDV</b>					<b>1,648,783</b>

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)
<b>Professional Fees</b>	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)
<b>Developers Profit</b>	1,373,931 @		20.00%	on costs	
	1,648,783 @		16.67%	on GDV	(274,852)
<b>TOTAL COSTS</b>					<b>(2,223,634)</b>

## 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)



London | Leeds | Liverpool

Property | Infrastructure | Planning  
Development | Regeneration

[www.aspinallverdi.co.uk](http://www.aspinallverdi.co.uk)

**Aspinall**  
**Verdi** property  
regeneration  
consultants