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Rutland County Council

CIL Viability Study

**Update**

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June 2014

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# 1. Introduction

- 1.1 Early in 2012, HDH Planning & Development Ltd (HDH) was commissioned (as sub-contractors to URS Infrastructure and Environment UK Ltd) by the Leicestershire Councils (Blaby, Charnwood, Harborough, Hinckley and Bosworth, Leicester City, Melton, North West Leicestershire, Oadby and Wigston) and Rutland County Council to assist with the implementation of CIL through the preparation of Leicester, Leicestershire and Rutland CIL Viability Study which was completed on 14<sup>th</sup> March 2013 (the CIL Viability Study).
- 1.2 Rutland County Council (RCC) published a Preliminary Draft Charging Schedule (PDCS) for consultation during 2013 suggesting the following rates of Community Infrastructure Levy (CIL):

| <b>TABLE 1.1: SCHEDULE OF PROPOSED CIL RATES</b> |                                     |
|--|-------------------------------------|
| <b>Use Type</b>                                  | <b>Proposed CIL Rate (per sq m)</b> |
| Residential                                      | £100                                |
| Distribution                                     | £10                                 |
| Food Retail (Supermarkets)                       | £150                                |
| Retail Warehouses                                | £150                                |
| Hotel  | £150                                |

Source: Table 4.1 Rutland County Council SUMMARY Preliminary Draft Charging Schedule (May 2013)

- 1.3 This paper has been produced to address further points raised either by consultees and stakeholders or by the Council. In addition, since the completion of the Viability Study, further amendments have been made to the CIL Regulations (February 2014) and the Government has finalised the National Planning Practice Guidance (NPPG) (March 2014). The consequences of these new documents have also been considered.
- 1.4 This paper will not repeat the methodology and assumptions used in the CIL Viability Study and should be read as an annex to the earlier work.
- 1.5 The following main topics have been addressed:
- a) The NPPG and amendments to the CIL Regulations
  - b) Passage of time and increases in construction costs and changes in value
  - c) Older People's Housing
  - d) Retail rates for smaller/discount supermarkets
  - e) The viability test and assumptions around land value and competitive return
  - f) Instalments policy.

- 1.6 Within the above the most significant change is the Council's move from a 35% affordable housing requirement to a 30% affordable housing requirement, and the raising of the site size threshold for the provision of affordable housing to 10 units.
- 1.7 As a result of this update we have revised the recommended CIL rates with regard to viability. The Council will, in due course, consider these recommendations with the wider evidence base and, if appropriate, adjust the proposed rates of CIL.

## 2. The NPPG and amendments to the CIL Regulations

- 2.1 During February 2014, further amendments to the CIL Regulations came into effect and on 6<sup>th</sup> March 2014, the Government published National Planning Practice Guidance (NPPG). The NPPG is in the form of a website<sup>1</sup>. In this chapter, we have considered whether work carried out as part of the Viability Study is consistent with these changes.

### **NPPG**

- 2.2 The NPPF introduced a requirement to assess the viability of the delivery of the Local Plan and the impact on development of policies contained within it. The NPPF includes the following paragraphs:

*173. Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.*

*174. Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.*

- 2.3 This requirement remains unchanged, however the NPPG provides further detail as to what this means. Viability is a recurring theme through the NPPG, and it includes specific sections on viability in both the plan-making and the development management processes. The NPPF says that plans should be deliverable and that the scale of development identified in the Plan should not be subject to such a scale of obligations and policy burdens that its ability to be developed viably is threatened. The NPPG says:

*Understanding Local Plan viability is critical to the overall assessment of deliverability. Local Plans should present visions for an area in the context of an understanding of local economic conditions and market realities. This should not undermine ambition for high quality design and wider social and environmental benefit but such ambition should be tested against the realistic likelihood of delivery.*

<sup>1</sup> <http://planningguidance.planningportal.gov.uk/>

*.... viability can be important where planning obligations or other costs are being introduced. In these cases decisions must be underpinned by an understanding of viability, ensuring realistic decisions are made to support development and promote economic growth. Where the viability of a development is in question, local planning authorities should look to be flexible in applying policy requirements wherever possible. NPPG ID: 10-001-20140306*

2.4 These requirements are not new and are simply stating best practice and are wholly consistent with the approach taken through the preparation of RCC's Plan. An example is the inclusion of viability testing in relation to the affordable housing policy.

2.5 In the section on considering land availability, the NPPG says:

*A site is considered achievable for development where there is a reasonable prospect that the particular type of development will be developed on the site at a particular point in time. This is essentially a judgement about the economic viability of a site, and the capacity of the developer to complete and sell the development over a certain period. NPPG ID: 3-021-20140306*

2.6 The NPPG does not prescribe a single approach for assessing viability. The NPPF and the NPPG both set out the policy principles relating to viability assessments.

*There is no standard answer to questions of viability, nor is there a single approach for assessing viability. The National Planning Policy Framework, informed by this Guidance, sets out the policy principles relating to viability assessment. A range of sector led guidance on viability methodologies in plan making and decision taking is widely available. NPPG 10-002-20140306.*

2.7 The CIL Viability Study was carried out under the Harman Guidance and in accordance with the RICS Guidance, it also drew on the Planning Advisory Service (PAS) resources and was informed by appeal decisions and CIL Examiners' reports.

2.8 The NPPG does not require every site to be tested:

*Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable; site typologies may be used to determine viability at policy level. Assessment of samples of sites may be helpful to support evidence and more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies. NPPG ID: 10-006-20140306*

2.9 This supports the approach that was taken in the CIL Viability Study where the analysis was based on a set of typologies that represented the development expected to come forward over the plan-period. These typologies were established through the consultation process and the methodology is fully consistent with the NPPG. In Rutland, the delivery of the Plan is not dependent on the consent of further large strategic sites. The larger sites are already consented, it is therefore not necessary to consider specific strategic sites.

2.10 During the consultation process, the Viability Thresholds were a controversial matter and it is clear that different landowners will take different approaches depending on their personal and corporate priorities. The assessment was based on an informed assumption being made about the 'uplift', being the margin above the 'existing use value' which would be sufficient to incentivise the landowner sell. Both the RICS Guidance and the NPPG make it clear that, when considering land value, that this must be done in the context of current and emerging policies:



**Site Value definition** Site Value either as an input into a scheme specific appraisal or as a benchmark is defined in the guidance note 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.’ Box 7, Page 12, RICS Guidance

*In all cases, estimated land or site value should: ...reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge. NPPG ID 10-014-20140306*

- 2.11 This supports the approach taken in the CIL Viability Study.
- 2.12 The NPPG stresses the importance of working from evidence and in collaboration with the development industry:

**Evidence based judgement:** *assessing viability requires judgements which are informed by the relevant available facts. It requires a realistic understanding of the costs and the value of development in the local area and an understanding of the operation of the market.*

*Understanding past performance, such as in relation to build rates and the scale of historic planning obligations can be a useful start. Direct engagement with the development sector may be helpful in accessing evidence.*

**Collaboration:** *a collaborative approach involving the local planning authority, business community, developers, landowners and other interested parties will improve understanding of deliverability and viability. Transparency of evidence is encouraged wherever possible. Where communities are preparing a neighbourhood plan (or Neighbourhood Development Order), local planning authorities are encouraged to share evidence to ensure that local viability assumptions are clearly understood. ID: 10-004-20140306*

- 2.13 As set out in the CIL Viability Study, considerable emphasis has been put on consultation and collaboration and, whilst not all aspects of the viability were agreed (there was a degree of inconsistency amongst the consultees as well as between the Council and consultees), much common ground was established. Further, following the publication of the PDCS a number of consultation responses were received which have been considered.
- 2.14 The meaning of *competitive returns* is discussed in the CIL Viability Study and is at the core of a viability assessment. The RICS Guidance includes the following definition:

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

- 2.15 The NPPG now adds to this saying:

*Competitive return to developers and land owners*

*The National Planning Policy Framework states that viability should consider “competitive returns to a willing landowner and willing developer to enable the development to be deliverable.” This return will vary significantly between projects to reflect the size and risk profile of the development and the risks to the project. A rigid approach to assumed profit levels should be avoided and comparable schemes or data sources reflected wherever possible.*

*A competitive return for the land owner is the price at which a reasonable land owner would be willing to sell their land for the development. The price will need to provide an incentive for the land owner to sell in comparison with the other options available. Those options may include the current use value of the land or its value for a realistic alternative use that complies with planning policy. NPPG ID: 10-015-20140306.*

## **Community Infrastructure Levy (CIL) Regulations**

- 2.16 A further amendment to the CIL Regulations came into effect on 24<sup>th</sup> February 2014. These make some important changes across the whole CIL regime. For the purpose of this work the most important change is to CIL Regulation 14 which has been altered as follows:

### **Setting rates**

*14.—(1) In setting rates (including differential rates) in a charging schedule, a charging authority must aim to strike ~~what appears to the charging authority to be~~ an appropriate balance between—*

*(a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and*

*(b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*

*(2) In setting rates ....*

- 2.17 The precise meaning of these changes has not yet been explicitly confirmed through the examination and legal process, however this does reduce some of the latitude that a council had in the approach taken to setting CIL. In the case of Rutland, the impact is minimal as the Council has already taken a cautious approach through the Viability Study in terms of the assumptions taken.

- 2.18 In March 2010 CLG published *Community Infrastructure Levy Guidance, Charge setting and charging schedule procedures* to support the CIL Regulations. These were replaced by *Community Infrastructure Levy, Guidance* (December 2012 and April 2013). These have now been replaced by *Community Infrastructure Levy, Guidance* (February 2014). On preparing the evidence base on economic viability the CIL Guidance now says:

*A charging authority must use ‘appropriate available evidence’ (as defined in the Planning Act 2008 section 211(7A)) to inform their draft charging schedule. The Government recognises 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.*

*A charging authority should draw on existing data wherever it is available. They may consider a range of data, including values of land in both existing and planned uses, and property prices – for example, house price indices and rateable values for commercial property. They may also want to build on work undertaken to inform their assessments of land availability.*

*In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in order to supplement existing data. This will require support from local developers. The exercise should focus on strategic sites on which the relevant Plan (the Local Plan in England, Local Development Plan in Wales, and the London Plan in London ) relies, and those sites where the impact of the levy on economic viability is likely to be most significant (such as brownfield sites).*

*The sampling should reflect a selection of the different types of sites included in the relevant Plan, and should be consistent with viability assessment undertaken as part of plan-making.*

*CIL Guidance February 2014, Section 2:2:2:4*

- 2.19 The test that will be applied to the proposed rates of CIL are set out in Section 2.2 of the CIL Guidance, putting greater emphasis on demonstrating how CIL will be used to deliver the infrastructure required to support the Plan.

*The levy is expected 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.*

*This balance is at the centre of the charge-setting process. In meeting the regulatory requirements (see Regulation 14(1)), charging authorities should be able to show and explain how their proposed levy rate (or rates) will contribute towards the implementation of their relevant plan and support development across their area.*

*As set out in the National Planning Policy Framework in England (paragraphs 173 – 177), the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. The same principle applies in Wales.*

*CIL Guidance February 2014, Section 2:2*

- 2.20 The test is whether the sites and the scale of development identified in the Plan are subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened by CIL. This is somewhat more cautious than the approach set out in earlier guidance. In the March 2010 CIL Guidance, the test was whether the Plan was put at 'serious risk', and in the April 2013 CIL Guidance, the test was whether CIL 'threatened the development plan as a whole' – although it is important to note that the CIL Regulation 14 is clear that the purpose of the viability testing is to establish 'the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area' rather in specific sites.
- 2.21 From the outset, the approach taken by RCC has been cautious and recognises the challenges of development. This approach is consistent with the February 2014 CIL Guidance. It is relevant to note that CIL may make some sites unviable, just as some schemes are unviable anyway due to factors such as site clearance and decontamination. The Council proposes to set CIL and its other policy requirements (such as affordable housing) at a level as to ensure the Plan is deliverable, and that the broad range of priorities and needs (including paying for infrastructure and delivering the quantum and mix of housing identified in the SHMA) are met.

#### *Payments in Kind*

- 2.22 Under changes to CIL Regulation 73, a local authority (at its discretion) can accept CIL 'in kind'. The changes to this Regulation have extended this provision from the payment of CIL through the transfer of land, to the payment through the transfer of infrastructure as well as land.

2.23 These changes give the increased flexibility to both the Charging Authority and the developer allowing CIL to be 'paid' through the provision of infrastructure. This may be on site or nearby.

### 3. Increases in costs, changes in value, and adjustments to the modelling

3.1 The CIL Viability Study was carried out during 2012, and was based on costs and values gathered in the first few months of that year. Since then the property market has moved on with increased confidence but costs have also increased. In addition to these changes, the Council has changed its affordable housing policy, reducing the target from 35% to 30% and increasing the threshold to 10 units.

3.2 In this chapter we have considered the impact of these changes in the context of CIL.

#### **Residential Values**

3.3 In the Viability Study we stressed the uncertainty in the market including Figure 4.1 which showed average house prices from January 2006. Since then the market has improved and it is now generally accepted that Britain is in a period of recovery. There has been considerable coverage in the national press. The BBC News reported on the 20<sup>th</sup> May 2014:

*UK house prices rose by 8% in the year to the end of March, official figures show, as the prime minister says he will consider changes to Help to Buy.*

*The annual increase slowed compared with a 9.2% year-on-year price rise to the end of February.*

*However, the latest official data from the Office for National Statistics (ONS) showed that the annual property price increase in London stood at 17%.*

*Excluding London and the South East of England, prices were up by 4.7%.*

3.4 Since the data for the Viability Study was undertaken, prices in Rutland have increased.

3.5 The Land Registry shows that from March 2012 to March 2014 average house prices have risen 8.75% from £203,822 to £221,665, although over the same period the number of house sales per month has remained more or less constant.

3.6 Zoopla.com estimates the following price changes for all homes (new build and existing stock) over the last 12 months:

| <b>Table 3.1 Average prices by main settlement</b> |               |                   |
|--|---------------|-------------------|
|  | Average Price | Percentage Change |
| Oakham   | £292,849      | 9.52%             |
| Uppingham  | £245,429      | 9.52%             |
| Cottesmore   | £251,476      | 9.52%             |
| Edith Weston                                       | £335,750      | 9.52%             |
| Ketton   | £353,100      | 8.09%             |
| Ryhall   | £245,116      | 8.09%             |
| UK   | £253,996      | 4.17%             |

Source: Zoopla.com (June 2014)

3.7 We have undertaken a refresh of the market survey. At the time of this update there are 38 new homes for sale in the County. The limited available information is summarised below:

**Table 3.2 June 2014 New Build Asking Prices**

| Agent          | Development Scheme | Town      | Type                | Bedrooms | T/SD/D | m2      |       | Asking Price | £/m2  |        |  |
|----------------|--------------------|-----------|---------------------|----------|--------|---------|-------|--------------|-------|--------|--|
|                |                    |           |                     |          |        | Flats   | House |              | Flats | Houses |  |
| King West      | Audit Hall         | Empingham | Beech House         | 5        | d      |         | 288   | 885,000      |       | 3,073  |  |
|                |                    |           | Ash House           | 5        | d      |         | 279   | 845,000      |       | 3,032  |  |
| Sharman Quay   | Back Lane          | Ryhall    | under construction  | 4        | d      |         |       | 485,000      |       |        |  |
| Murray/Lark    | Leighfield         | Oakham    | Thirsk              | 5        | d      |         | 229   | 460,000      |       | 2,009  |  |
|                |                    |           | Cheltenham          | 5        | d      |         | 171   | 455,000      |       | 2,661  |  |
|                |                    |           | Bath                | 4        | d      |         | 150   | 425,000      |       | 2,833  |  |
|                |                    |           | Brighton            | 4        | d      |         | 120   | 289,995      |       | 2,417  |  |
|                |                    |           | Ripon               | 5        |        |         |       | 279,995      |       |        |  |
|                |                    |           | Manor House         | 2        | f      | 58      |       | 129,995      | 2,241 |        |  |
|                |                    |           | Manor House         | 1        | f      | 38      |       | 114,995      | 3,026 |        |  |
|                | Oaklawn            | 4         | d                   |          | 140    | 349,950 |       | 2,500        |       |        |  |
| Bellway Homes  | Maltings, L        | Oakham    | Spinney             | 5        | d      |         | 145   | 339,495      |       | 2,341  |  |
|                |                    |           | Laughton            | 4        | d      |         | 139   | 326,995      |       | 2,361  |  |
|                |                    |           | Orton               | 4        | d      |         | 128   | 305,495      |       | 2,386  |  |
|                |                    |           | Twyford             | 4        | d      |         | 129   | 298,495      |       | 2,320  |  |
|                |                    |           | Smithy              | 4        | d      |         | 116   | 272,495      |       | 2,358  |  |
|                |                    |           | Walton              | 4        | d      |         | 112   | 249,995      |       | 2,228  |  |
|                |                    |           | Worcester           | 4        | sd     |         | 105   | 222,995      |       | 2,124  |  |
|                |                    |           | Litchfield          | 3        | t      |         | 83    | 209,995      |       | 2,528  |  |
|                |                    |           | Foxtan              | 2        | fog    |         | 52    | 136,995      |       | 2,619  |  |
|                |                    |           |                     |          |        |         |       |              |       |        |  |
| Bellway        | Huntsman           | Oakham    | Smithy              | 4        | d      |         | 116   | 293,995      |       | 2,544  |  |
|                |                    |           | Twyford             | 4        | d      |         | 129   | 318,995      |       | 2,479  |  |
|                |                    |           | Laughton            | 4        | d      |         | 139   | 344,995      |       | 2,491  |  |
|                |                    |           | Cadeby              | 5        | d      |         | 194   | 464,995      |       | 2,395  |  |
|                |                    |           | Belfry              | 4        | d      |         | 120   | 264,995      |       | 2,208  |  |
|                |                    |           | Willersley          | 4        | d      |         | 113   | 269,995      |       | 2,398  |  |
| Linden Homes   | John Clare         | Oakham    | Apptmnt A           | 2        | f      | 63      |       | 117,950      | 1,872 |        |  |
| Waterloo Homes | Coleridge          | Oakham    | x2                  | 3        | t      |         | 94    | 160,000      |       | 1,702  |  |
|                |                    |           | x2                  | 2        | t      |         |       | 140,000      |       |        |  |
| Charles Church | Thorpe Meadows     | Oakham    | 133 to build 6 sold |          |        |         |       |              |       |        |  |
|                |                    |           | Kenilworth          | 4        | d      |         | 164   | 299,995      |       | 1,829  |  |
|                |                    |           | Knebworth           | 5        | d      |         | 149   | 369,995      |       | 2,483  |  |
|                |                    |           | Harewood            | 4        | d      |         | 104   | 269,995      |       | 2,596  |  |
|                |                    |           | Blickling           | 3        | sd     |         | 79    | 194,995      |       | 2,468  |  |
|                |                    |           | Badminton           | 2        | t      |         | 61    | 169,995      |       | 2,787  |  |

Source: Market Survey June 2014

3.8 In this update we have assumed the following prices. Through the updating process we have gathered further data, including from estate agents. Agents report strong demand for high quality new homes on smaller sites (that is to say, not 'estate housing') in 'green' settings with views over open countryside and also report very limited supply. A particular premium was reported for single units on single plots.

|    |                        |       |
|----|------------------------|-------|
| 4  | Greenfield             | 2,400 |
| 10 | Medium greenfield      | 2,600 |
| 11 | Urban edge             | 2,600 |
| 13 | Ex-garage              | 2,300 |
| 14 | Town village Infill    | 2,850 |
| 15 | Smaller village scheme | 3,100 |
| 16 | Single village         | 3,300 |

Source: HDH (June 2014)

- 3.9 The assumptions with regard to the values of affordable housing remain unchanged.

### **Non-Residential Values**

- 3.10 We have reviewed the non-residential values used in the report. There is a notable increase in confidence and activity in the area however this has not yet fed through into increased rents or capital values.
- 3.11 Following representations from stakeholders we have considered additional retail modelling in Chapter 6 below.

### **Development Costs**

#### *Construction Costs*

- 3.12 In the appraisals, much of the development costing is built up from the BCIS average build costs (in line with the Harman Guidance). These are based on real tenders in the area so represent the 'normal' types of construction in terms of design and finish that prevail in Rutland (including the use of stone and slate where this prevails).
- 3.13 In the Viability Study we used the March 2012 BCIS costs. In Appendix 1 of this update we have set out the June 2014 BCIS Costs. For housing, generally, these have increased by about 9% although it is important to note that some types have increased substantially more than this. In part this increase is due to straight forward inflation, but it is also due to the increased Building Regulation and environmental standards that are now been reflected in the costs. We have assimilated these increased costs into this update.
- 3.14 In the previous work the modelling was based on building to Building Regulations and a scenario was tested in relation to the impact of building to the Code for Sustainable Homes Level 4 (BCIS costs were increased by 6% to reflect increased environmental standards).
- 3.15 In May 2014 The Department for Communities and Local Government (CLG) published Code for Sustainable Homes, Technical Guide, Code Addendum (2014) England, which sets out the latest changes in building standards. Since this process of viability testing started,



the national policies in relation to climate change and overall national minimum building standards have been clarified and not all the requirements of CfSH Level 4 will become mandatory. The costs assumptions set out in the previous paragraph are likely to overstate the expected actual costs.

- 3.16 Based on the best currently available information, the costs of building to the now clarified, enhanced building standards is estimated to be an extra 1% to 2% of the BCIS costs.
- 3.17 The Council's adopted policy is contained in Policy CS20. Policy CS20 encourages renewable, low carbon and de-centralised energy in all development, particularly through the design, layout and orientation of buildings. All new housing "will be encouraged to meet the minimum energy efficiency standards of the Code for Sustainable Homes in accordance with the government's proposed timetable for improving energy efficiency standards beyond the requirements of the Building Regulations".
- 3.18 Supporting text in the Core Strategy set out the Government's proposed programme, at that time, for adjusting upwards the minimum requirements of the Building Regulations in terms of the Code level ratings. The Council's approach is in accordance with the conclusions reached by the Government following its review of standards for new homes design published on March 13<sup>th</sup> 2014.
- 3.19 In this update we have adjusted the appraisal inputs:
- a. The BCIS cost for residential development have been increased using the current (June 2014) costs. These are about 13% higher.
  - b. Increased BCIS by 2% to reflect the increase in environmental standards being at the top end of the range.

#### *S106 costs*

- 3.20 As the project has developed, the Council has developed its strategy with regard to future s106 payments and the relationship between CIL and s106 and the content of the Council's 123 List.
- 3.21 In the CIL Viability Study, it was assumed that no s106 payments would be made following the adoption of CIL. In January 2013 we prepared a paper *Rutland County Council Affordable housing commuted sums in the context of CIL*.
- 3.22 The Council adopted the '*Planning Obligations and Developer Contributions Supplementary Planning Document*' on 14<sup>th</sup> June 2010. This sets out the contributions that developers are expected to make in relation to development to mitigate the impact of the scheme and to ensure a fair contribution is made to infrastructure.

| <b>Table 3.4 Summary of Developer Contributions Requirements - Contribution per m<sup>2</sup> Service Contribution per m<sup>2</sup> of gross internal floor space</b>   |                             |
|--|-----------------------------|
| Recreation, Sport and Leisure  | £43.49m <sup>2</sup>        |
| Children and Young People's Service  | £78.28m <sup>2</sup>        |
| Fire and Rescue Service  | £1.00m <sup>2</sup>         |
| Police Crime and Disorder  | £7.13m <sup>2</sup>         |
| Adult Social Services  | Not Specified               |
| Library Service  | £2.51m <sup>2</sup>         |
| Museum and Archive Service   | £0.60m <sup>2</sup>         |
| Highways & Transportation  | Not Specified               |
| Health Service   | £5.76m <sup>2</sup>         |
| Civic Waste Amenity and Recycling Provision  | £3.29m <sup>2</sup>         |
| <b>Total Contributions</b>   | <b>£142.06m<sup>2</sup></b> |
| <p>The summary table of developer contributions identifies a total overall requirement from the service providers of approximately £140 per square metre of gross internal floorspace (£12,000 per dwelling), based on average house size of 85 square metres. This, however, only provides a benchmark and negotiates with developers will need to consider the individual site circumstances and changing economic conditions in determining Appropriate contributions on any planning applications on a case-by-case basis.</p> |                             |

Source: Table 2.1 and paragraph 2.50. Planning Obligations and Developer Contributions Supplementary Planning Document, Rutland County Council (June 2010)

- 3.23 The Council are in the process of updating this and scaling back these requirements. In this update we have assumed a s106 contribution over and above CIL of £2,500 per dwelling on the modelled site 4 (a 110 unit greenfield site) being the largest modelled site.
- 3.24 Historically, on all the small sites, there has been no requirement for any s106 contribution. We have therefore not modelled any additional s106 contribution. We understand that, when drafting the Regulation 123 List, that the Council will clarify what will be exclusively funded from CIL – so developers know they will not be ‘double dipped’ for these infrastructure items. The current plan (and assumption in this update) is that the Regulation 123 List will cover everything in the Councils Infrastructure Project List but under general headings stating the type of infrastructure rather than full details of individual projects.

*Adjustments to modelling / policy requirements*

- 3.25 The Council's policy for Affordable Housing is set out at Policy CS11 of the Core Strategy. The policy sets an annual delivery target and states that “a minimum target of 35% affordable housing provision will apply to all new housing developments”. This is qualified however. Firstly the policy states “The Council will expect this requirement to be met where it considers evidence indicates this would be viable”. The policy then makes provision for viability testing. Secondly, the Council, in the supporting text at paragraph 3.32, states “The overall requirement is based on market conditions when the affordable housing study was prepared. This will be reviewed annually in accordance with the methodology set out in the study”.

- 3.26 A recent review of affordable housing needs concluded that larger sites of 10 dwellings or more should make a reduced 30% contribution towards Affordable Housing at the point that the proposed CIL is adopted. This change will be included as part of the consultation process on the CIL Draft Charging Schedule.
- 3.27 The Council have suggested that flexibility is required on making this change because the proportion of affordable housing required on the large sites is linked to housing need as well as being subject to viability. Once a viable rate of CIL is confirmed through the CIL examination process, the Council can implement an appropriate percentage of affordable housing requirement that will be consistent with the CIL Examiner's judgement on viability, but may also be further adjusted (without compromising viability) on the basis of need at the point CIL is to be adopted (Summer 2015).
- 3.28 In this update we have tested the 30% affordable housing requirement on sites of 10 units or more.**
- 3.29 In the CIL Viability Study, it was assumed that market housing and affordable housing are generally to be the same size. Since then the Council has been a partner to the *Peterborough Sub-Regional Strategic Housing Market Assessment*. This has yet to be finalised however we have been provided with a copy of the March 2014 draft. This sets the following mix of housing to meet the requirements of the County going forward.

|                | Estimated net need for Equity-based Products | Net Need from Households which could afford more than existing Social Rents without Benefits but not Equity Products | Net Need from Households who cannot afford more than existing Social Rent Levels |
|----------------|--|--|--|
| Peterborough   | 19%  | 56%  | 25%  |
| Rutland        | 21%  | 34%  | 45%  |
| South Holland  | 15%  | 47%  | 38%  |
| South Kesteven | 20%  | 56%  | 24%  |
| HMA            | 19%  | 53%  | 28%  |

Source: Table 55 Peterborough Sub-Regional Strategic Housing Market Assessment. March 2014 draft

| <b>MARKET</b>  | <b>1-bed</b> | <b>2-bed</b> | <b>3-bed</b> | <b>4+ bed</b> |
|----------------|--------------|--------------|--------------|---------------|
| Peterborough   | 5-10%        | 20-25%       | 45-50%       | 20-25%        |
| Rutland        | 0-5%         | 25-30%       | 45-50%       | 20-25%        |
| South Holland  | 0-5%         | 30-35%       | 45-50%       | 15-20%        |
| South Kesteven | 0-5%         | 30-35%       | 45-50%       | 15-20%        |
| HMA            | 0-5%         | 25-30%       | 45-50%       | 20-25%        |

Source: Table 62 Peterborough Sub-Regional Strategic Housing Market Assessment. March 2014 draft

| <b>AFFORDABLE</b> | <b>1-bed</b> | <b>2-bed</b> | <b>3-bed</b> | <b>4+ bed</b> |
|-------------------|--------------|--------------|--------------|---------------|
| Peterborough      | 35-40%       | 25-30%       | 25-30%       | 5-10%         |
| Rutland           | 40-45%       | 30-35%       | 15-20%       | 5-10%         |
| South Holland     | 20-25%       | 35-40%       | 30-35%       | 5-10%         |
| South Kesteven    | 20-25%       | 40-45%       | 25-30%       | 5-10%         |
| HMA               | 30-35%       | 30-35%       | 25-30%       | 5-10%         |

Source: Table 63 Peterborough Sub-Regional Strategic Housing Market Assessment. March 2014 draft

- 3.30 It is clear that the affordable housing required is substantially smaller than market housing. 65% to 75% of market housing is to be three or four bed, whilst 70% to 80% of affordable housing is to be one or two bed.
- 3.31 The policy gives some flexibility as to the type of affordable housing provided. In line with the draft SHMA, we have assumed 20% of affordable housing is intermediate housing (i.e. shared ownership) housing for sale and 80% affordable housing for rent as Affordable Rent where the rent is set at 80% of open market rent.
- 3.32 The viability model works on a £/m<sup>2</sup> basis but the policy is written and implemented on a unit basis. This causes a distortion as, on the whole, the affordable units are substantially smaller than the market units. At the time of this update the size of typical market units is a little over 110m<sup>2</sup>, and the typical affordable units are about 75m<sup>2</sup>.
- 3.33 In this update we have followed these sizes through into the modelling and converted the percentage of units into a percentage of floor space as follows:

|                   | Proportion | Units | Size           | Floor Area   | % of floor area |
|-------------------|------------|-------|----------------|--------------|-----------------|
| <b>30%</b>        |            |       |                |              |                 |
| Total Scheme      |            | 100   | m <sup>2</sup> |              |                 |
| Market Unit       | 70.00%     | 70    | 110            | 7,700        | 77.39%          |
| Intermediate Unit | 6.00%      | 6     | 75             | 450          | 4.52%           |
| Affordable Rent   | 24.00%     | 24    | 75             | 1,800        | 18.09%          |
| Social Rent       | 0.00%      | 0     | 75             | 0            | 0.00%           |
|                   |            |       | Total          | <b>9,950</b> | m <sup>2</sup>  |

Source: HDH (June 2014)

### **Planned development**

- 3.34 In this update we have further considered the expected pattern of development over the remaining Plan period. The Council have provided an analyse, relating the expected and planned development to the modelled sites typologies in the CIL Viability Study, and the

subsequent further modelling undertaken in the January 2013 paper *Rutland County Council Affordable housing commuted sums in the context of CIL*:

| <b>Table 3.9 Unconsented Development (All Typologies)</b> |  |              |              |            |            |
|---|--|--------------|--------------|------------|------------|
|   |  | 2014 to 2019 | 2019 to 2026 | Total      |            |
|   | Site Typology  | Units        | Units        | Units      | %          |
| <b>1</b>  | <b>SUE 1</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>   |            |
| <b>2</b>  | <b>SUE 2</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>   |            |
| <b>3</b>  | <b>Greenfield 1</b>  | <b>0</b>     | <b>0</b>     | <b>0</b>   |            |
| <b>4</b>  | <b>Greenfield 2 Totals</b>   | <b>82</b>    | <b>82</b>    | <b>164</b> | <b>23</b>  |
|   | Areas A B and C Uppingham  | 82           | 82           | 164        |            |
| <b>5</b>  | <b>Greenfield 3</b>  | <b>0</b>     | <b>0</b>     | <b>0</b>   |            |
| <b>6</b>  | <b>Brownfield redev. L</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>   |            |
| <b>7</b>  | <b>Urban Flats</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>   |            |
| <b>8</b>  | <b>Brownfield redev. M</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>   |            |
| <b>9</b>  | <b>Medium Brownfield</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>   |            |
| <b>10</b>   | <b>Medium greenfield</b>   | <b>74</b>    | <b>33</b>    | <b>107</b> | <b>15</b>  |
|   | Oakham Parks Site  | 40           | 0            | 40         |            |
|   | H4 Ketton  | 34           | 0            | 34         |            |
|   | H8 Ketton  | 0            | 33           | 33         |            |
| <b>11</b>   | <b>Urban edge</b>  | <b>72</b>    | <b>43</b>    | <b>115</b> | <b>16</b>  |
|   | H5/H6 Ketton   | 39           | 0            | 39         |            |
|   | H7 Greetham  | 0            | 19           | 19         |            |
|   | H9 Ryhall  | 0            | 9            | 9          |            |
|   | Catmose Farm Park  | 18           | 0            | 18         |            |
|   | 9% of remaining windfall requirement of 344 split over two time periods  | 15           | 15           | 30         |            |
| <b>12</b>   | <b>Town centre flats</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>   | <b>0</b>   |
| <b>13</b>   | <b>Ex garage site</b>  | <b>5</b>     | <b>5</b>     | <b>10</b>  | <b>1</b>   |
|   | 3% of remaining windfall requirement of 344 split over two time periods  | 5            | 5            | 10         | 1          |
| <b>14</b>   | <b>Town Village Infill</b>   | <b>27</b>    | <b>27</b>    | <b>54</b>  | <b>7</b>   |
|   | 16% of remaining windfall requirement of 344 split over two time periods | 27           | 27           | 54         |            |
| <b>15</b>   | <b>Small Village Scheme</b>  | <b>53</b>    | <b>43</b>    | <b>96</b>  | <b>14</b>  |
|   | H2/H3 Empingham allocations  | 10           | 0            | 10         |            |
|   | 26% of remaining windfall requirement of 344 split over two time periods | 43           | 43           | 86         |            |
| <b>16</b>   | <b>Village House</b>   | <b>79</b>    | <b>79</b>    | <b>158</b> | <b>22</b>  |
|   | 46% of remaining windfall requirement of 344 split over two time periods | 79           | 79           | 158        |            |
|   | <b>TOTAL</b>   | <b>392</b>   | <b>312</b>   | <b>704</b> | <b>100</b> |

Source: RCC April 2014

- 3.35 In this update we have updated the model to include the following typologies taken from both the CIL Viability Study and the affordable housing commuted sums in the context of CIL paper and so be representative of the development anticipated in the future:

| <b>Table 3.10 Modelled Typologies for Update</b> |                        |              |              |            |            |
|--|------------------------|--------------|--------------|------------|------------|
| <b>Proportion of future development to 2026</b>  |                        |              |              |            |            |
|  |                        | 2014 to 2019 | 2019 to 2026 | Total      |            |
|  | Site Typology          | Units        | Units        | Units      | %          |
| 4  | Greenfield             | 82           | 82           | 164        | 23         |
| 10   | Medium greenfield      | 74           | 33           | 107        | 15         |
| 11   | Urban edge             | 72           | 43           | 115        | 16         |
| 13   | Ex-garage              | 5            | 5            | 10         | 1          |
| 14   | Town village infill    | 27           | 27           | 54         | 7          |
| 15   | Smaller village scheme | 53           | 43           | 96         | 14         |
| 16   | Single village         | 79           | 79           | 158        | 22         |
|  | <b>TOTAL</b>           | <b>392</b>   | <b>312</b>   | <b>704</b> | <b>100</b> |

Source: RCC April 2014

3.36 Modelled sites are summarised in the table below:

| <b>Table 3.11 Revised Modelling</b> |                        |       |         |                     |                      |                    |
|-------------------------------------|------------------------|-------|---------|---------------------|----------------------|--------------------|
|                                     |                        | Units | Area ha | Density<br>Units/ha | Average<br>Unit Size | Density            |
|                                     | Site Typology          |       | ha      |                     | m <sup>2</sup>       | m <sup>2</sup> /ha |
| 4                                   | Greenfield             | 110   | 2.50    | 44.00               | 89.07                | 3,919              |
| 10                                  | Medium greenfield      | 24    | 0.57    | 42.11               | 90.46                | 3,809              |
| 11                                  | Urban edge             | 12    | 0.30    | 40.00               | 86.75                | 3,470              |
| 13                                  | Ex-garage              | 5     | 0.12    | 41.67               | 84.60                | 3,525              |
| 14                                  | Town village infill    | 4     | 9.00    | 0.44                | 83.50                | 3,340              |
| 15                                  | Smaller village scheme | 3     | 0.10    | 30.00               | 92.00                | 2,760              |
| 16                                  | Single village         | 1     | 0.10    | 10.00               | 111.00               | 1,110              |

Source: HDH June 2014

## Revised appraisal results

3.37 The following appraisals are based on the same assumptions used in the base appraisals on the DPD Viability Study being as follows These include CIL and s106 payments:

- a. Affordable Housing 30% (based on GIA) as 20% intermediate housing and 80% as affordable rent on sites of 10 and over.
- b. Environmental Standards Building Regulations (Part L), Enhanced Building Regulations (+2%), and Lifetime Homes (+£11/m<sup>2</sup>).
- c. CIL and s106 £2,500 per unit (market and affordable) plus CIL at £100/m<sup>2</sup> on market housing.
- d. Developers' Return 20% of GDV.

| Table 3.12 Residual Value. £/ha |                        |       |              |      |       |                |
|---------------------------------|------------------------|-------|--------------|------|-------|----------------|
|                                 | Site Typology          |       |              | Area | Units | Residual Value |
| 4                               | Greenfield             | Green | Agricultural | 2.5  | 110   | 429,151        |
| 10                              | Medium greenfield      | Green | Agricultural | 0.57 | 24    | 968,035        |
| 11                              | Urban edge             | Green | Paddock      | 0.3  | 12    | 833,333        |
| 13                              | Ex-garage              | Brown | Industrial   | 0.12 | 5     | 207,486        |
| 14                              | Town village infill    | Green | Residential  | 0.1  | 4     | 2,265,215      |
| 15                              | Smaller village scheme | Green | Paddock      | 0.1  | 3     | 1,017,170      |
| 16                              | Single village         | Green | Paddock      | 0.2  | 1     | 424,556        |

Source: HDH June 2014

3.38 The revised appraisals are included in Appendix 2.

3.39 The consequence of these revised appraisals are considered in Chapter 4 where the land value/cost assumptions are considered.





## 4. The viability test, land value and competitive return

- 4.1 As set out in Chapter 6 of the CIL Viability Study, the assumptions around land value were the controversial area on the study.
- 4.2 The following table is taken from *Affordable housing commuted sums in the context of CIL* (January 2013) shows the Residual Value calculated to reflect the full requirements of the Core Strategy and with differing levels of developer contributions applied.

| <b>Table 4.1 Impact of Financial Contributions – per site</b>            |                       |         |        |         |         |         |         |
|--|-----------------------|---------|--------|---------|---------|---------|---------|
| CIL £100/m <sup>2</sup> , Affordable Housing 30% on site of 10 and over. |                       |         |        |         |         |         |         |
|  | Site P                | Site Q  | Site R | Site 13 | Site 14 | Site 15 | Site 16 |
| Site Area (ha)   | 0.05                  | 0.23    | 0.05   | 0.12    | 0.10    | 0.10    | 0.10    |
| Units  | 3                     | 3       | 1      | 5       | 4       | 3       | 1       |
| Alternative Land Value   | 37,000                | 307,050 | 12,250 | 42,000  | 75,000  | 5,000   | 5,000   |
| Viability Threshold  | 44,400                | 368,460 | 14,700 | 50,400  | 90,000  | 31,000  | 31,000  |
| <b>Total Contribution</b>  | <b>Residual Value</b> |         |        |         |         |         |         |
| Zero   | -31,086               | 518,457 | 56,743 | 192,273 | 193,889 | 154,944 | 69,407  |
| £50/m <sup>2</sup>   | -41,903               | 488,877 | 51,881 | 169,391 | 175,821 | 140,013 | 63,342  |
| £100/m <sup>2</sup>  | -52,996               | 454,336 | 47,018 | 146,510 | 157,754 | 125,082 | 57,278  |
| £150/m <sup>2</sup>  | -64,115               | 419,795 | 42,156 | 124,846 | 139,687 | 111,237 | 51,213  |
| £200/m <sup>2</sup>  | -75,235               | 385,254 | 37,293 | 101,739 | 122,818 | 96,159  | 45,149  |
| £250/m <sup>2</sup>  | -86,354               | 350,713 | 32,431 | 78,632  | 104,572 | 81,081  | 39,084  |
| £300/m <sup>2</sup>  | -97,473               | 316,172 | 27,568 | 55,525  | 86,327  | 66,003  | 33,020  |
| £350/m <sup>2</sup>  | -108,592              | 281,631 | 22,706 | 32,418  | 68,082  | 50,925  | 26,955  |
| £400/m <sup>2</sup>  | -119,711              | 250,000 | 17,843 | 9,311   | 49,836  | 35,847  | 20,891  |
| £450/m <sup>2</sup>  | -130,831              | 216,696 | 12,981 | -13,796 | 31,591  | 20,768  | 14,827  |

Source: Table 3 Affordable housing commuted sums in the context of CIL (January 2013)

- 4.3 The above table was produced to supplement the CIL Viability Study. The four small sites that were modelled in the CIL Viability Study (Sites 13 to 16) and the three smallest sites modelled by Fordham Research in the AHVS (sites P, Q and R) were used to run further analysis. The sites from the CIL Viability Study were used without alteration, however with the sites modelled by Fordhams were updated, the current BCIS costs were applied and the assumptions were adjusted so as to be consistent with those in the CIL Viability Assessment. The main site characteristics are set out in the table below (these are as in the source reports).

| Table 4.2 Summary of modelled sites |                    |      |  |
|-------------------------------------|--------------------|------|--|
| P. Small site BF                    | Units              | 3    | Small site based on a consented site in Uppingham. Brownfield / industrial land. Allowance made for demolition                       |
|                                     | Area (ha)          | 0.05 |  |
|                                     | Density (units/ha) | 59   |  |
| Q. Rural small conv                 | Units              | 3    | Conversion of disused farm buildings   |
|                                     | Area (ha)          | 0.23 |  |
|                                     | Density (units/ha) | 13   |  |
| R. Rural small NB                   | Units              | 1    | Newbuild scheme on land previously used as garden land   |
|                                     | Area (ha)          | 0.05 |  |
|                                     | Density (units/ha) | 22   |  |
| 13. Ex garage site                  | Units              | 5    | A disused garage site in roadside location. 3 detached homes, comprising two 3 and one 4 bed and a pair of 2 bedroom semi - detached |
|                                     | Area (ha)          | 0.12 |  |
|                                     | Density (units/ha) | 42   |  |
| 14. Town village infill             | Units              | 4    | 2 pairs of 3 bed semi-detached homes on a cleared village or town site.  |
|                                     | Area (ha)          | 0.1  |  |
|                                     | Density (units/ha) | 40   |  |
| 15. Small village site              | Units              | 3    | A pair of semi-detached and a single unit on a small infill type site.   |
|                                     | Area (ha)          | 0.1  |  |
|                                     | Density (units/ha) | 30   |  |
| 16. Village house                   | Units              | 1    | A single 4 bedroom detached house with its own highway access.   |
|                                     | Area (ha)          | 0.1  |  |
|                                     | Density (units/ha) | 10   |  |

Source: Table 2 Affordable housing commuted sums in the context of CIL (January 2013)

4.4 It is not possible to simply convert the s106 contribution in this analysis into a rate of CIL as it is assumed that the s106 contribution is due on all units and not only the market units. A proportion of the units are not subject of CIL as they are affordable units, and generally the affordable units are smaller than the market units. This did however provide a useful starting point for considering the appropriate rates of CIL.

4.5 From this the following conclusion was drawn in the *Affordable housing commuted sums in the context of CIL* (January 2013):

*From the above, we can see that CIL by itself at £85/m<sup>2</sup> will not put the Development Plan at serious risk. However, when CIL is considered with the requirement to make a financial contribution of £23,900 per market unit for affordable housing on smaller sites, viability is impinged to such an extent that the affordable housing element of the Development Plan could be put at risk. Based on our further analysis, we recommend that this financial contribution is reduced to £18,000 per market unit. At £18,000 per unit (£215/m<sup>2</sup> or so) the commuted sum payment, when added to CIL, would not put the Development Plan at serious risk.*

4.6 Since the above work was undertaken the Council have made a decision to lower the affordable housing target to 30% and increase the site threshold size to 10 units.

## Viability Threshold

- 4.7 The analysis in the previous work assumed that a reasonable competitive return for the landowner should be Existing Use Value plus 20% plus a further £250,000/ha on greenfield sites. We consider this the starting point as it represents an uplift in value of over 10 times. This figure was derived through a process of consultation through which there was a broad consensus (across the whole of Leicestershire) but we acknowledge that this assumption is not widely accepted.
- 4.8 In the following tables we have considered the Residual Values from the appraisals run at the end of the previous chapter and compared these, for the sake of consistency, with the same viability threshold. The Residual Value represents the maximum price a developer could pay for a piece of land having paid CIL at £100/m<sup>2</sup>, and met the full policy requirements of the adopted Core Strategy (including affordable housing), whilst making a 'competitive return' (20% of GDV).
- 4.9 We have presented these using the same system as in the CIL Viability Study, we have colour coded the results using a simple traffic light system:
- a. **Green** Viable – where the Residual Value exceeds the Existing Use Value plus the appropriate uplift to provide a competitive return for the landowner.
  - b. **Amber** Marginal – where the Residual Value exceeds the Existing Use Value, but not the Existing Use Value plus appropriate uplift to provide a competitive return for the landowner. These sites should not be considered as viable as it is unlikely that the land would be made available to a developer at this level.
  - c. **Red** Non-viable – where the Residual Value does not exceed the Existing Use Value.
- 4.10 Some concern has been expressed, through the consultation process, that the Council is attempting to set the price of land – and is doing so at an unrealistically low level. This is not the case. It is however necessary to make some assumption as to the prices that may be acceptable to 'reasonable' landowners:

| <b>Table 4.3 Residual Value compared to Viability Threshold (£/ha)</b>   |                        |                       |                     |                |
|--|------------------------|-----------------------|---------------------|----------------|
| CIL £100/m <sup>2</sup> , Affordable Housing 30% on site of 10 and over. |                        |                       |                     |                |
|  |                        | Alternative Use Value | Viability Threshold | Residual Value |
|  | Site Typology          | £/ha                  | £/ha                | £/ha           |
| 4  | Greenfield             | 25,000                | 280,000             | 613,174        |
| 10   | Medium greenfield      | 25,000                | 280,000             | 1,239,690      |
| 11   | Urban edge             | 50,000                | 310,000             | 1,099,194      |
| 13   | Ex-garage              | 350,000               | 420,000             | 498,857        |
| 14   | Town village infill    | 750,000               | 900,000             | 2,503,810      |
| 15   | Smaller village scheme | 50,000                | 310,000             | 1,250,000      |
| 16   | Single village         | 50,000                | 310,000             | 520,072        |

Source: HDH 2014

## Analysis

- 4.11 As set out in Chapter 2 above, the purpose of viability testing is to assess the effect of CIL and to assist the Council in striking the balance to ensure that the Development Plan is not threatened. CIL is not calculated but set through a process of quantitative and qualitative judgements and assessment.
- 4.12 The starting point for the Council's CIL setting process has been its track record and practical experience of what is actually being collected on the ground and being agreed with the development industry. The Council has applied its SPD Policy on Planning Obligations and Developer Contributions since it was adopted in June 2010.
- 4.13 In June 2012, the Council adopted an SPD with respect to developer contributions for off-site affordable housing to clarify how contributions towards such housing should be made for sites of 5 dwellings or fewer. This set a rate based on a contribution of £23,900 per unit. In July 2013, a review on how this policy should be applied resulted in the maximum payment per residential property being capped at a lower rate. The 'capped' rate per dwelling was reduced from £23,922 to £20,223. The effect of applying these policies has been assessed. Evidence suggests that:
- a. The average value of negotiated S106 contributions on all qualifying residential developments (excluding affordable housing contributions) since adoption of the June 2010 SPD = £81m<sup>2</sup>
  - b. The average value of s106 contributions (excluding affordable housing) on 3 'large' sites (i.e. of more than 5 dwellings) is £87m<sup>2</sup>.
  - c. The average value of S106 contributions (excluding affordable housing) on 20 small sites of 5 or fewer dwellings is £64m<sup>2</sup>. This is with off- affordable housing on some of these sites to which CIL will not apply.

- d. Up to March 2014, off-site commuted sums for AH have only been successfully negotiated on 6 small sites. The average contribution secured is £90m<sup>2</sup>.
- 4.14 The reduction of the affordable housing (and commuted sum) requirement and the raising of the threshold is a significant reduction in the policy 'ask' from developers, Based on the recent track record set out above, the Council has confidence that the new rate of CIL will actually be less than what is being achieved currently – thus demonstrating the cautious overall approach to setting CIL.
- 4.15 In the re-run and updated appraisals above it can be seen that, on all the greenfield sites, the Residual Value is greater than £600,000/ha. This is calculated over the whole site (the gross area). The exception to this is site 13, the site modelled on an ex-garage. This typology represents about 1% of the development anticipated over the Plan period. The Residual Value is still substantial at just under £500,000/ha. Whilst it is inevitable that any new policy or levy that adds to the cost of development will render some development unviable, in Rutland it is clear that the modelled development types remain viable and CIL at £100/m<sup>2</sup> does not threaten the Plan.
- 4.16 Sites 10, 11 14 and 15, together represent about 52% of future development. All four generate very substantial Residual Values of well over £1,000,000/ha, so the Council can have confidence that such development sites that fall within these typologies will be forthcoming.
- 4.17 Site typology 4 represents the larger greenfield sites that are likely to come forward and will make up about 23% of planned development. The Residual Value is about £615,000/gross ha. Sites of this scale (over 100 units) are likely to incorporate at least 30% open space. When considered on a net basis the Residual Value equates to about £875,000/ha. At twice the viability threshold this represents a comfortable cushion so the Council can have confidence that development will be forthcoming and is not threatened.
- 4.18 Typology 16, the large detached house on a single plot makes up an important element of the future housing delivery, being about 22% of future housing over the remaining Plan period. It is however important to note that a significant proportion of development within this typology will be 'self-build' so would be exempt from CIL.
- 4.19 Based on the above, we are able to confirm that CIL at £100/m<sup>2</sup> would not threaten development and that the Plan will continue to be delivered.
- 4.20 In the following table we have set CIL as a proportion of both GDV and total development cost.

| Table 4.4 CIL as a proportion of GDV and of cost |                        |         |                         |      |                        |      |
|--|------------------------|---------|-------------------------|------|------------------------|------|
|  |                        | CIL     | Gross Development Value |      | Total Development Cost |      |
|  | Site Typology          | £       | £                       | %    | £                      | %    |
| 4  | Greenfield             | 758,267 | 20,571,323              | 3.7% | 19,561,048             | 3.9% |
| 10   | Medium greenfield      | 168,014 | 4,907,874               | 3.4% | 4,633,096              | 3.6% |
| 11   | Urban edge             | 80,563  | 2,353,338               | 3.4% | 2,231,608              | 3.6% |
| 13   | Ex-garage              | 42,300  | 972,900                 | 4.3% | 929,091                | 4.6% |
| 14   | Town village infill    | 33,400  | 951,900                 | 3.5% | 893,743                | 3.7% |
| 15   | Smaller village scheme | 27,600  | 855,600                 | 3.2% | 811,011                | 3.4% |
| 16   | Single village         | 11,100  | 366,300                 | 3.0% | 347,287                | 3.2% |

Source: HDH 2014

- 4.21 It can be seen that CIL is a small proportion of development cost and land value and should give the Council added confidence that, when set at the proposed levels, CIL will not threaten development.

## 5. Older People's Housing

- 5.1 Concern was raised through the consultation process with regard to older people's housing as the modelling carried out to date has not considered the affordable housing target in relation to older people's housing (because at the time of the report it was not thought to apply to this sector). Additionally some concern was raised as to the definitions of sheltered housing and extracare housing.
- 5.2 To date the Council has not applied its Affordable Housing policy to sheltered housing or to an extracare housing development. Following the consultation responses, they are now planning to clarify that the affordable housing policy does not apply to Use Class C2 "Residential Institutions" developments generally. This would include not just residential accommodation and care to people in need of care other than a use within class C3 (dwelling houses) but also hospital/nursing homes and residential school colleges or training centres.
- 5.3 Within this sector there are a multitude of different products offered by developers. Private sheltered/retirement accommodation is self-contained accommodation that is available to the open market for sale or rent. In some cases a concierge service may be provided as opposed to on-site care and some communal cleaning and laundry services. Ultimately however these tend to be age restricted market accommodation.
- 5.4 There are a wide range of models that can fall under the extracare model and it is difficult to categorise every model. In this study we have assumed that extracare is self-contained housing that has been specifically designed to suit people with long-term conditions or disabilities that make living in their own home difficult, but who do not want to move into a residential care home. Schemes can be brought forward in the open market or in the social sector. Most residents are older people, but this type of housing is becoming popular with people with disabilities regardless of their age. Usually, it is seen as a long-term housing solution. Typically these schemes have relatively large common and communal areas that includes dining facilities, bathing facilities, circulation space as well as administrative areas. Extracare housing residents still have access to means-tested local authority services.
- 5.5 The modelling set out below is based on recommendations from the Retirement Housing Group (RHG) being a trade group representing private sector developers and operators of retirement, care and extracare homes. They set out a case that these products should be tested separately.
- 5.6 In line with the RHG recommendations, it has been assumed the price of a 1 bed sheltered property is about 75% of the price of an existing 3 bed semi-detached house, and the price of a 2 bed sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition, and in line with the RHG recommendations, we assumed extracare housing is 25% more expensive than sheltered. In Rutland, at the time of this update, the median price of a 3 bed semi-detached home was £195,000 so we used this as a starting point. On this basis we assumed older people's housing has the following worth:

| <b>Table 5.1 Worth of Sheltered and Extracare</b> |      |                |                  |
|---|------|----------------|------------------|
|   | Area | £              | £/m <sup>2</sup> |
| 3 bed semi-detached                               |      | <b>195,000</b> |                  |
| 1 bed Sheltered                                   | 50   | 146,250        | 2,925            |
| 2 bed Sheltered                                   | 75   | 195,000        | 2,600            |
| 1 bed Extracare                                   | 65   | 182,813        | 2,813            |
| 2 bed Extracare                                   | 80   | 243,750        | 3,047            |

Source: Table 4.1 SLDC CIL Viability Study HDH 2013

- 5.7 The above prices are applied to the net saleable areas of market housing.
- 5.8 In these figures we have not added a further amount to reflect the value for the ground rent of the units. Typically this will be in the region of £450/flat/year. When capitalised at a yield of 6%, a further value of £7,500 per flat is derived. Not adding this in underlines the fact that we have taken a cautious approach.

### **The modelling and impact of affordable housing**

- 5.9 The Council has clarified that it will seek affordable housing from older people's housing schemes. It is therefore necessary to run the viability assessment to ensure that the requirement to provide an element of affordable housing does not put this development type at serious risk, and that CIL is set in the context of the affordable housing requirement.
- 5.10 We have considered the value of the units which are provided as affordable housing. We have not been able to find any direct comparables where housing associations have purchased social units in a market led extracare scheme. We have consulted private sector developers of extracare housing who have indicated that they would not dispose of units within a block to a housing association. If they were to develop a block of affordable units beside a market block, they would expect the value to be in line with that of general needs affordable housing. In the Viability Study affordable housing to rent is assumed to have a value of £919/m<sup>2</sup>.
- 5.11 We have modelled a private extracare scheme and a sheltered scheme, each on a 0.5 ha site as follows.
- a. Sheltered scheme of 20 x 1 bed units of 50m<sup>2</sup> and 25 x 2 bed units of 75m<sup>2</sup> to give a net saleable area (GIA) of 2,875m<sup>2</sup>. We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 3,450m<sup>2</sup>.
  - b. Extracare scheme of 24 x 1 bed units of 65m<sup>2</sup> and 16 x 2 bed units of 80m<sup>2</sup> to give a net saleable area (GIA) of 2,840m<sup>2</sup>. We have assumed a further 30% non-saleable service and common areas to give a scheme GIA of 3,834m<sup>2</sup>.



5.12 We have run the appraisals, assuming the affordable housing is provided as affordable rent. These are based on the June 2014 BCIS costs. These include the Council's recommended CIL rate of £100/m<sup>2</sup> for residential development.

5.13 The appraisals are set out in **Appendix 3**:

| <b>Table 5.2 Residual Value of Sheltered and Extracare - £100/m<sup>2</sup> CIL</b> |      |                  |          |            |            |            |                   |
|---|------|------------------|----------|------------|------------|------------|-------------------|
| <b>Greenfield</b>   |      | <b>SHELTERED</b> |          |            |            |            | <b>EXTRA-CARE</b> |
| AFFORDABLE %  |      | 0%               | 20%      | 30%        | 35%        | 40%        | 0%                |
| <b>Residual Land Worth</b>  | Site | 1,005,995        | 256,631  | -118,051   | -305,392   | -492,733   | 125,841           |
| Existing Use Value  | £/ha | 25,000           | 25,000   | 25,000     | 25,000     | 25,000     | 25,000            |
| Viability Threshold   | £/ha | 280,000          | 280,000  | 280,000    | 280,000    | 280,000    | 280,000           |
| <b>Residual Value</b>   | £/ha | 2,011,991        | 513,263  | -236,101   | -610,784   | -985,466   | 251,681           |
| <b>Brownfield</b>   |      | <b>SHELTERED</b> |          |            |            |            | <b>EXTRA-CARE</b> |
| AFFORDABLE %  |      | 0%               | 20%      | 30%        | 35%        | 40%        | 0%                |
| <b>Residual Land Worth</b>  | Site | 533,601          | -215,763 | -590,445   | -777,786   | -965,127   | -368,205          |
| Existing Use Value  | £/ha | 250,000          | 250,000  | 250,000    | 250,000    | 250,000    | 250,000           |
| Viability Threshold   | £/ha | 300,000          | 300,000  | 300,000    | 300,000    | 300,000    | 300,000           |
| <b>Residual Value</b>   | £/ha | 1,067,203        | -431,525 | -1,180,889 | -1,555,572 | -1,930,254 | -736,410          |

Source: HDH (June 2014)

5.14 The above analysis is in the context of the viability threshold used in the CIL Viability Study.

5.15 On this basis, the table shows that extracare housing is unlikely to be viable and therefore unlikely to be able to bear CIL. Sheltered housing is likely to be viable without affordable housing but cannot bear the Council's affordable housing requirement of 30% on greenfield sites or brownfield sites. We have run an alternate appraisal without CIL.

| <b>Table 5.3 Additional Profit of Sheltered and Extracare – No CIL</b> |      |                  |         |          |            |            |                   |
|--|------|------------------|---------|----------|------------|------------|-------------------|
| <b>Greenfield</b>  |      | <b>SHELTERED</b> |         |          |            |            | <b>EXTRA-CARE</b> |
| AFFORDABLE %   |      | 0%               | 20%     | 30%      | 35%        | 40%        | 0%                |
| <b>Residual Land Worth</b>   | Site | 1,305,570        | 496,291 | 91,652   | -110,668   | -312,988   | 375,921           |
| Existing Use Value   | £/ha | 25,000           | 25,000  | 25,000   | 25,000     | 25,000     | 25,000            |
| Viability Threshold  | £/ha | 280,000          | 280,000 | 280,000  | 280,000    | 280,000    | 280,000           |
| <b>Residual Value</b>  | £/ha | 2,611,141        | 992,583 | 183,304  | -221,336   | -625,976   | 751,841           |
| <b>Brownfield</b>  |      | <b>SHELTERED</b> |         |          |            |            | <b>EXTRA-CARE</b> |
| AFFORDABLE %   |      | 0%               | 20%     | 30%      | 35%        | 40%        | 0%                |
| <b>Residual Land Worth</b>   | Site | 833,176          | 23,897  | -380,742 | -583,062   | -785,382   | -118,125          |
| Existing Use Value   | £/ha | 250,000          | 250,000 | 250,000  | 250,000    | 250,000    | 250,000           |
| Viability Threshold  | £/ha | 300,000          | 300,000 | 300,000  | 300,000    | 300,000    | 300,000           |
| <b>Residual Value</b>  | £/ha | 1,666,353        | 47,795  | -761,484 | -1,166,124 | -1,570,764 | -236,250          |

Source: HDH (June 2014)

5.16 These show very much better results in terms of Residual Value.

5.17 When considering the levels of CIL, it is important to consider where development is expected. Firstly it is important to note that the Plan does not specifically allocate land for development within this sector and little, if any, is anticipated over the remaining Plan period. Should any such development come forward, it is expected that it would be on greenfield sites rather than brownfield sites.

- 5.18 The residential rate of £100/m<sup>2</sup> for retirement housing is not sustainable in the context of the 30% affordable housing requirement.
- 5.19 **Taking a cautious view, we would recommend that CIL is not charged on either sheltered housing or extracare housing.**
- 5.20 Even without an affordable element, extracare housing is unlikely to be able to bear CIL, but it should be noted that there are several alternatives open to the Council in relation to Sheltered Housing. The Council could maintain the affordable housing requirement and not charge CIL, or alternatively reduce the affordable housing target within this sector. Should the Council decide to maintain the £100/m<sup>2</sup> rate of CIL in this area we would recommend that the affordable housing requirement is removed (reduced to 0%).

## 6. Retail rates for smaller/discount supermarkets

6.1 The Council received a consultation response with regard to the smaller 'discount' supermarket operators suggesting that these should be considered separately. No objections have been made about the assumptions used in the Viability Study, however we have reviewed these and confirm that, as far as they relate to the typologies they were applied, they remain appropriate. It is important to note that the Council is not anticipating and the Plan does not make provision for, new retail development outside the main town centres.

6.2 In the Viability Study, we modelled the following distinct types of retail development. During the duration of this project there have been a number of CIL examiners' reports that clarify the use of differential rates in this sector. The modelling has been changed to reflect this.

- i. **Supermarket** is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 m<sup>2</sup> (being smaller than that modelled originally). It is assumed to require 300 car parking spaces, and to occupy a total site area of 2ha. The building is taken to be of steel construction.
- ii. **Smaller 'discount' supermarkets** is a smaller 1,700m<sup>2</sup> unit on a 0.5ha site (35% coverage) of steel frame construction.
- iii. **Retail Warehouse** is a single storey retail unit development with a gross (i.e. GIA) area of 3,000 m<sup>2</sup>. It is assumed to occupy a total site area of 1.5ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
- iv. **Town Centre Shop** is a brick built development on two storeys, of 150 m<sup>2</sup>. No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.017 ha.

6.3 In this context it was recommended that the definition set out by the examiner at the Wycombe District Council CIL Examination be used when setting rates of CIL, and in the Charging Schedule:

***Superstores/supermarkets** are shopping destinations in their own right where weekly food shopping needs are met and which can also include non-food floorspace as part of the overall mix of the unit.*

***Retail warehouses** are large stores specialising in the sale of household goods (such as carpets, furniture and electrical goods) DIY items and other ranges of goods catering for mainly car-borne customers.*

6.4 In line with the Guidance, we only assessed developments of over 100 m<sup>2</sup>. There are other types of retail development, such as small single farm shops, petrol filling stations and garden centres. We have not included these in this high level study due to the great diversity of development and little such development is anticipated.

6.5 Since undertaking this work, the February 2014 amendments to the CIL Regulations have allowed, subject to viability evidence, for rates of CIL to be set relative to development size. It is therefore appropriate to reconsider the proposed retail rates.

- 6.6 In addition, it has been suggested that the proposed CIL rates do not reflect the size of store that is likely to be promoted by the 'discount' operators (such as Lidl and Aldi and others). No objections have been made about the assumptions used in the Viability Study, however we have reviewed these and confirm that, as far as they relate to the typologies to which they were applied, they remain appropriate.
- 6.7 As set out above we have added an extra typology (smaller supermarket) to the retail analysis. We have assumed a rent of £150/m<sup>2</sup> (being at the lower end of the expected range of £180m<sup>2</sup> to £150m<sup>2</sup>) and a 6.5% yield (being at the higher end of the expected range of 6.25% to 6.5%) to derive a capital value of £2,300/m<sup>2</sup>.
- 6.8 We have set out the revised appraisals below. In these we have used the June 2014 BCIS construction costs. BCIS do not publish a rate for discount supermarkets. We have used a mid-price between retail warehouses and supermarkets.
- 6.9 It is notable that, since the initial work was undertaken, the BCIS estimate for supermarkets has increased from £984/m<sup>2</sup> to £1,1,175/m<sup>2</sup> and for retail wares from 486/m<sup>2</sup> to £535/m<sup>2</sup>.

| <b>Table 6.1 Retail – Revised Appraisals</b> |               |                |                |       |            |
|--|---------------|----------------|----------------|-------|------------|
|  | Greenfield    |                |                |       |            |
|  | Larger Superm | Smaller Superm | Retail Warehou | Shops |            |
| Residual Land Worth (APPRO)                  | 1,864,022     | 957,736        | 904,657        |       | 0          |
| Additional Profit (/site)                    | 1,304,022     | 845,736        | 484,657        |       | 0          |
| £/m2   | 326           | 497            | 162            |       | #DIV/0!    |
| Existing Use Value                           | 25,000        | 25,000         | 25,000         |       | 0          |
| Viability Threshold                          | 280,000       | 280,000        | 280,000        |       | 0          |
| Residual Value                               | 932,011       | 2,394,340      | 603,105        |       | #DIV/0!    |
|  | Brownfield    |                |                |       |            |
|  | Larger Superm | Smaller Superm | Retail Warehou | Shops |            |
| Residual Land Worth (APPRO)                  | 947,172       | 704,787        | 477,179        |       | -54,461    |
| Additional Profit                            | 107,172       | 536,787        | -152,821       |       | -94,461    |
| £/m2   | 27            | 316            | -51            |       | -630       |
| Existing Use Value                           | 350,000       | 350,000        | 350,000        |       | 2,000,000  |
| Viability Threshold                          | 420,000       | 420,000        | 420,000        |       | 2,400,000  |
| Residual Value                               | 473,586       | 1,761,967      | 318,120        |       | -3,267,688 |

Source: HDH June 2014

- 6.10 The revised appraisals are set out in Appendix 4.
- 6.11 The test for CIL, under the February 2014 Guidance, is whether CIL will threaten development – although this needs to be considered in the context of the delivery of the Plan as a whole. The Viability Study concluded with a recommendation that a CIL rate of £150/m<sup>2</sup> for 'supermarkets and retail warehouses' would be appropriate. This was based on

the assumption that the supermarkets and retail warehouses would be coming forward on greenfield sites rather than on brownfield sites.

- 6.12 Supermarkets and retail warehouses are more likely to come forward on greenfield sites rather than brownfield sites. It is important to note that, whilst the Council wishes to see diverse and comprehensive retail provision, no such stores are provided for in the Plan (or anticipated to be brought forward). **In light of these results we recommend that a the rate of CIL in relation to supermarkets, including discount supermarkets is maintained at £150/m<sup>2</sup> but in relation to retail warehouses the rate is reduced to £75/m<sup>2</sup>.**



## 7. Instalments Policy

7.1 In the Viability Study it was recommended that an Instalment Policy was introduced. As we set out, CIL Regulation 69 sets out when CIL is payable. This is summarised as follows:

| <b>Table 7.1 Payment of CIL</b>  |   |
|----------------------------------|---|
| Equal to or greater than £40,000 | Four equal instalments at the end of the periods of 60, 120, 180 and 240 days from commencement |
| £20,000 and less than £40,000    | Three equal instalments at the end of the periods of 60, 120 and 180 days from commencement     |
| £10,000 and less than £20,000    | Two equal instalments at the end of the periods of 60 and 120 days from commencement            |
| less than £10,000                | In full at the end of the period of 60 days from commencement                                   |

Source: CIL Regulation 123

7.2 The 2011 amendment to CIL Regulation 32F<sup>2</sup> introduced at 69B, allows the ability for Charging Authorities to adopt an Instalment Policy. If an Instalment Policy is not adopted then payment is due as set out in the table above. To require payment, particularly on large schemes in line with the above, could have a dramatic and serious impact on the delivery of projects.

**7.3 It is our firm recommendation that the Council introduces an Instalment Policy. Not to do so could put the LDP at serious risk.**

7.4 The Council has drafted a policy as follows:

**a) Where the chargeable amount is less than £50,000**

- Full payment will be required within 90 days of the commencement date<sup>1</sup> or on substantial completion of the liable development whichever is soonest;

**b) Where the chargeable amount is £50,000 - £250,000**

- First instalment, representing 25% of the chargeable amount, will be required within 120 days of the commencement date, or on substantial completion of the liable development whichever is soonest; and
- Second instalment, representing 75% of the chargeable amount, will be required within 300 days of the commencement date, or on substantial completion of the liable development whichever is soonest.

**c) Where the chargeable amount is over £250,000**

- First instalment, representing 25% of the chargeable amount, will be required within 120 days of the commencement date, or on substantial completion of the liable development whichever is soonest;

<sup>2</sup> SI 2011 No. 987 COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES The Community Infrastructure Levy (Amendment) Regulations 2011. Made 28th March 2011 Coming into force 6th April 2011

- *Second instalment, representing 25% of the chargeable amount, will be required within 210 days of the commencement date, or on substantial completion of the liable development whichever is soonest;*
- *Third instalment, representing 25% of the chargeable amount, will be required within 390 days of the commencement date, or on substantial completion of the liable development whichever is soonest; and*
- *Fourth and final instalment, representing 25% of the chargeable amount, will be required within 570 days of the commencement date or on substantial completion of the liable development whichever is soonest.*

7.5 In essence this requires all the CIL to be fully paid within 2 years of commencement on site. This 'front loading' could have an adverse impact on developer's ability to fund development of larger schemes.

7.6 The modelling in this study is on the basis that the Council does introduce an Instalment Policy that enables CIL to be paid, through the life of a project, in equal instalments. We suggest the following instalment policy, but this should have a provision whereby, in all cases, the full balance is payable on occupation/opening of the development if this is earlier than the due instalment dates set out in the table.



**Table 7.2 Recommended Instalment Policy**

| <b>Number of dwellings / 1000m2 non-residential development</b> | <b>Number of Instalments</b> | <b>Total Timescale for Instalments</b> | <b>Payment Amounts</b> | <b>Payment Periods</b>       |
|---|------------------------------|--|------------------------|------------------------------|
| 1   | 2                            | 270 days (9 months)                    | 10%                    | 60 days from commencement.   |
|   |                              |  | 90%                    | 270 days from commencement.  |
| 2 to 5  | 3                            | 365 days (1 year)                      | 10%                    | 60 days from commencement.   |
|   |                              |  | 45%                    | 270 days from commencement.  |
|   |                              |  | 45%                    | 365 days from commencement.  |
| 6 to 25   | 3                            | 548 days (18 months)                   | 10%                    | 60 days from commencement.   |
|   |                              |  | 45%                    | 365 days from commencement.  |
|   |                              |  | 45%                    | 548 days from commencement.  |
| 26 to 50  | 4                            | 730 days (2 years)                     | 10%                    | 60 days from commencement.   |
|   |                              |  | 30%                    | 365 days from commencement.  |
|   |                              |  | 30%                    | 548 days from commencement.  |
|   |                              |  | 30%                    | 730 days from commencement.  |
| 51 to 100   | 5                            | 1095 days (3 years)                    | 10%                    | 60 days from commencement.   |
|   |                              |  | 23%                    | 365 days from commencement.  |
|   |                              |  | 23%                    | 548 days from commencement.  |
|   |                              |  | 23%                    | 730 days from commencement.  |
| 101 to 200  | 6                            | 1460 days (4 years)                    | 10%                    | 60 days from commencement.   |
|   |                              |  | 18%                    | 365 days from commencement.  |
|   |                              |  | 18%                    | 548 days from commencement.  |
|   |                              |  | 18%                    | 730 days from commencement.  |
|   |                              |  | 18%                    | 1095 days from commencement. |
| 201 to 300  | 7                            | 1825 days (5 years)                    | 10%                    | 60 days from commencement.   |
|   |                              |  | 15%                    | 365 days from commencement.  |
|   |                              |  | 15%                    | 548 days from commencement.  |
|   |                              |  | 15%                    | 730 days from commencement.  |
|   |                              |  | 15%                    | 1095 days from commencement. |
|   |                              |  | 15%                    | 1460 days from commencement. |
| 301+  | 8                            | 2190 days (5 years)                    | 10%                    | 60 days from commencement.   |
|   |                              |  | 13%                    | 365 days from commencement.  |
|   |                              |  | 13%                    | 548 days from commencement.  |
|   |                              |  | 13%                    | 730 days from commencement.  |
|   |                              |  | 13%                    | 1095 days from commencement. |
|   |                              |  | 13%                    | 1460 days from commencement. |
|   |                              |  | 13%                    | 1825 days from commencement. |
|   |                              |  | 12%                    | 1826 days from commencement. |



## 8. Revised Rates of CIL

- 8.1 In this paper we have suggested various changes to the rates of CIL. These are summarised below. These recommendations are made based on viability evidence. The Council will need to consider the wider evidence base, including the track record in delivering affordable housing and collecting s106 contributions when setting on rates of CIL to carry forward:

### **Residential**

- 8.2 We confirm that the Council's proposed rate of CIL will not threaten development and is therefore appropriate. This is subject to the affordable housing requirement being reduced to 30% and the 10 unit threshold introduced, and the s106 contributions being scaled back to £2,500/unit or so.

### **Older People's Housing**

- 8.3 Taking a cautious view, we would recommend that CIL is not charged on either sheltered housing or extracare housing.

### **Retail**

- 8.4 In light of the results, we recommend that the rate of CIL in relation to supermarkets, including discount supermarkets is maintained at £150/m<sup>2</sup> but in relation to retail warehouses the rate is reduced to £75/m<sup>2</sup>.

### **Instalment Policy**

- 8.5 We recommend that the Council introduce an Instalment Policy as set out in Chapter 7 rather than as currently proposed by the Council.



# Appendix 1 – BCIS Costs

| Rebased to Leicestershire £/m2 study                    | 24/03/2012 | 14/06/2014 |     |         |
|---|------------|------------|-----|---------|
| Domestic scale garages (20)                             | 794        | 1,068      | 274 | 34.51%  |
| Agricultural storage buildings (35)                     | 416        | 438        | 22  | 5.29%   |
| Food/drink/tobacco factories (15)                       | 1,229      | 1,303      | 74  | 6.02%   |
| Breweries (20)  |            | 621        | 621 | #DIV/0! |
| Factories for chemical and allied industries (15)       | 840        | 1,480      | 640 | 76.19%  |
| Factories for metals (20)                               | 893        | 900        | 7   | 0.78%   |
| Factories for mechanical engineering (20)               | 831        | 876        | 45  | 5.42%   |
| Factories for electronics, computers, or the like (20)  | 862        | 1,015      | 153 | 17.75%  |
| Factories for vehicles (20)                             |            | 724        | 724 | #DIV/0! |
| Factories for paper, printing and publishing (20)       | 476        | 519        | 43  | 9.03%   |
| Builders yards, Local Authority maintenance depots (15) | 686        | 824        | 138 | 20.12%  |
| Factories   |            |            | 0   | #DIV/0! |
| Generally (20)  | 549        | 599        | 50  | 9.11%   |
| Up to 500m2 GFA (20)                                    | 661        | 753        | 92  | 13.92%  |
| 500 to 2000m2 GFA (20)                                  | 544        | 590        | 46  | 8.46%   |
| Over 2000m2 GFA (20)                                    | 465        | 522        | 57  | 12.26%  |
| Advance factories                                       |            |            | 0   | #DIV/0! |
| Generally (15)  | 521        | 546        | 25  | 4.80%   |
| Up to 500m2 GFA (15)                                    | 641        | 706        | 65  | 10.14%  |
| 500 to 2000m2 GFA (15)                                  | 499        | 494        | -5  | -1.00%  |
| Over 2000m2 GFA (15)                                    | 382        | 392        | 10  | 2.62%   |
| Advance factories/offices - mixed facilities (class B1) |            | 0          |     |         |
| Generally (15)  | 815        | 892        | 77  | 9.45%   |
| Up to 500m2 GFA (20)                                    | 1,238      | 1,506      | 268 | 21.65%  |
| 500 to 2000m2 GFA (15)                                  | 758        | 876        | 118 | 15.57%  |
| Over 2000m2 GFA (15)                                    | 556        | 608        | 52  | 9.35%   |
| Purpose built factories                                 |            |            | 0   | #DIV/0! |
| Generally (20)  | 592        | 708        | 116 | 19.59%  |
| Up to 500m2 GFA (20)                                    | 756        | 1,046      | 290 | 38.36%  |
| 500 to 2000m2 GFA (20)                                  | 557        | 621        | 64  | 11.49%  |
| Over 2000m2 GFA (20)                                    | 647        | 595        | -52 | -8.04%  |
| Purpose built factories/Offices - mixed facilities (15) | 549        | 715        | 166 | 30.24%  |
| Warehouses/stores                                       |            |            | 0   | #DIV/0! |
| Generally (15)  | 423        | 452        | 29  | 6.86%   |
| Up to 500m2 GFA (15)                                    | 721        | 775        | 54  | 7.49%   |
| 500 to 2000m2 GFA (15)                                  | 440        | 448        | 8   | 1.82%   |
| Over 2000m2 GFA (15)                                    | 396        | 416        | 20  | 5.05%   |
| Advance warehouses/stores (15)                          | 370        | 408        | 38  | 10.27%  |
| Purpose built warehouses/stores                         |            |            | 0   | #DIV/0! |
| Generally (15)  | 440        | 474        | 34  | 7.73%   |
| Up to 500m2 GFA (15)                                    | 721        | 796        | 75  | 10.40%  |
| 500 to 2000m2 GFA (15)                                  | 377        | 425        | 48  | 12.73%  |
| Over 2000m2 GFA (15)                                    | 452        | 467        | 15  | 3.32%   |
| Cold stores/refrigerated stores (20)                    | 680        | 778        | 98  | 14.41%  |
| Offices   |            |            | 0   | #DIV/0! |
| Generally (15)  | 1,123      | 1,195      | 72  | 6.41%   |
| Air-conditioned   |            |            | 0   | #DIV/0! |
| Generally (15)  | 1,191      | 1,297      | 106 | 8.90%   |
| 1-2 storey (15)   | 1,132      | 1,161      | 29  | 2.56%   |
| 3-5 storey (15)   | 1,203      | 1,312      | 109 | 9.06%   |
| 6+ storey (15)  | 1,347      | 1,515      | 168 | 12.47%  |
| Not air-conditioned                                     |            |            | 0   | #DIV/0! |
| Generally (15)  | 1,005      | 1,096      | 91  | 9.05%   |
| 1-2 storey (15)   | 952        | 1,061      | 109 | 11.45%  |
| 3-5 storey (15)   | 1,093      | 1,250      | 157 | 14.36%  |
| 6+ storey (20)  | 1,572      | 1,708      | 136 | 8.65%   |
| Offices with shops, banks, flats, etc                   |            |            | 0   | #DIV/0! |
| Generally (15)  | 953        | 1,057      | 104 | 10.91%  |
| 1-2 storey (15)   | 825        | 874        | 49  | 5.94%   |
| 3-5 storey (15)   | 961        | 1,040      | 79  | 8.22%   |
| 6+ storey (15)  | 1,401      | 1,319      | -82 | -5.85%  |
| Artist's studios (20)                                   | 1,068      | 1,170      | 102 | 9.55%   |
| Banks/Building Society branches (25)                    | 1,811      | 1,872      | 61  | 3.37%   |
| Mixed commercial developments (25)                      | 1,000      | 1,521      | 521 | 52.10%  |
| Wholesale trading building/auction rooms (25)           | 822        | 867        | 45  | 5.47%   |
| Retail warehouses                                       |            |            | 0   | #DIV/0! |

|  |       |       |     |         |
|--|-------|-------|-----|---------|
| Generally (20)   | 488   | 536   | 48  | 9.84%   |
| Up to 1000m2 (20)  | 548   | 597   | 49  | 8.94%   |
| 1000 to 7000m2 GFA (20)  | 486   | 535   | 49  | 10.08%  |
| 7000 to 15000m2 (20)   | 462   | 506   | 44  | 9.52%   |
| Over 15000m2 GFA (25)  | 383   | 478   | 95  | 24.80%  |
| Market building providing accommodation for pens stalls etc (20) | 637   | 816   | 179 | 28.10%  |
| Shopping centres (25)  | 864   | 918   | 54  | 6.25%   |
| Department stores (35)   | 782   | 809   | 27  | 3.45%   |
| Hypermarkets, supermarkets                                       |       |       | 0   | #DIV/0! |
| Generally (30)   | 1,051 | 1,030 | -21 | -2.00%  |
| Up to 1000m2 (25)  | 927   | 1,023 | 96  | 10.36%  |
| 1000 to 7000m2 GFA (30)  | 1,168 | 1,175 | 7   | 0.60%   |
| 7000 to 15000m2 (30)   | 784   | 777   | -7  | -0.89%  |
| Shops  |       |       | 0   | #DIV/0! |
| Generally (30)   | 650   | 715   | 65  | 10.00%  |
| 1-2 storey (30)  | 650   | 715   | 65  | 10.00%  |
| 3-5 storey (30)  | 659   | 749   | 90  | 13.66%  |
| Shops with domestic, office accommodation (15)                   | 988   | 1,060 | 72  | 7.29%   |
| Old people's home  |       |       | 0   | #DIV/0! |
| Generally (15)   | 1,098 | 1,147 | 49  | 4.46%   |
| Up to 500m2 GFA (25)   | 1,014 | 1,146 | 132 | 13.02%  |
| 500 to 2000m2 GFA (15)   | 1,104 | 1,106 | 2   | 0.18%   |
| Over 2000m2 GFA (15)   | 1,072 | 1,127 | 55  | 5.13%   |
| Housing, mixed developments (15)                                 | 789   | 869   | 80  | 10.14%  |
| Estate housing   |       |       | 0   | #DIV/0! |
| Generally (15)   | 771   | 841   | 70  | 9.08%   |
| Single storey (15)   | 838   | 915   | 77  | 9.19%   |
| 2-storey (15)  | 755   | 831   | 76  | 10.07%  |
| 3-storey (15)  | 722   | 823   | 101 | 13.99%  |
| 4-storey or above (25)   | 1,191 | 1,120 | -71 | -5.96%  |
| Estate housing detached (15)                                     | 865   | 941   | 76  | 8.79%   |
| Estate housing semi detached                                     |       |       | 0   | #DIV/0! |
| Generally (15)   | 771   | 844   | 73  | 9.47%   |
| Single storey (15)   | 903   | 969   | 66  | 7.31%   |
| 2-storey (15)  | 750   | 831   | 81  | 10.80%  |
| 3-storey (15)  | 664   | 768   | 104 | 15.66%  |
| Estate housing terraced  |       |       | 0   | #DIV/0! |
| Generally (15)   | 785   | 843   | 58  | 7.39%   |
| Single storey (15)   | 807   | 882   | 75  | 9.29%   |
| 2-storey (15)  | 786   | 843   | 57  | 7.25%   |
| 3-storey (15)  | 727   | 820   | 93  | 12.79%  |
| Flats (apartments)   |       |       | 0   | #DIV/0! |
| Generally (15)   | 900   | 1,002 | 102 | 11.33%  |
| 1-2 storey (15)  | 869   | 955   | 86  | 9.90%   |
| 3-5 storey (15)  | 902   | 998   | 96  | 10.64%  |
| 6+ storey (15)   | 1,182 | 1,255 | 73  | 6.18%   |
| Housing with shops, offices, workshops or the like (15)          | 948   | 1,057 | 109 | 11.50%  |
| 'One-off' housing detached (3 units or less)                     |       |       | 0   | #DIV/0! |
| Generally (15)   | 1,125 | 1,235 | 110 | 9.78%   |
| Single storey (15)   | 1,001 | 1,095 | 94  | 9.39%   |
| 2-storey (15)  | 1,127 | 1,275 | 148 | 13.13%  |
| 3-storey (15)  | 1,581 | 1,719 | 138 | 8.73%   |
| 4-storey or above (15)   | 1,325 | 2,246 | 921 | 69.51%  |
| 'One-off' housing semi-detached (3 units or less) (15)           | 907   | 963   | 56  | 6.17%   |
| 'One-off' housing terraced (3 units or less) (15)                | 851   | 919   | 68  | 7.99%   |
| Housing provided in connection with other facilities (15)        | 1,079 | 1,076 | -3  | -0.28%  |
| Sheltered housing  |       |       | 0   | #DIV/0! |
| Generally (15)   | 904   | 1,029 | 125 | 13.83%  |
| Single storey (15)   | 936   | 1,091 | 155 | 16.56%  |
| 2-storey (15)  | 898   | 981   | 83  | 9.24%   |
| 3-storey (15)  | 920   | 1,014 | 94  | 10.22%  |
| 4-storey or above (15)   | 883   | 1,033 | 150 | 16.99%  |
| Sheltered housing with shops, restaurants or the like (5)        | 995   | 976   | -19 | -1.91%  |
| Hotels (15)  | 1,256 | 1,371 | 115 | 9.16%   |
| Motels (15)  | 853   | 910   | 57  | 6.68%   |
| Students' residences, halls of residence, etc (15)               | 1,179 | 1,279 | 100 | 8.48%   |

# Appendix 2 – Residential Appraisal Results

The pages in this appendix are not numbered.





## RUTLAND CIL Viability Study UPDATE 16.6.14

|                               |                              |           | <b>Site 1</b>         | <b>Site 2</b>      | <b>Site 3</b> | <b>Site 4</b>          | <b>Site 5</b>     | <b>Site 6</b>          | <b>Site 7</b>  |
|-------------------------------|------------------------------|-----------|-----------------------|--------------------|---------------|------------------------|-------------------|------------------------|----------------|
|                               |                              |           | <b>4</b>              | <b>10</b>          | <b>11</b>     | <b>13</b>              | <b>14</b>         | <b>15</b>              | <b>16</b>      |
|                               |                              |           | Greenfield            | Medium Greenfield  | Urban Edge    | Ex-garage Town Village | Infill            | Smaller village scheme | Single Village |
|                               |                              |           | Green Agricultural    | Green Agricultural | Green Paddock | Brown Industrial       | Green Residential | Green Paddock          | Green Paddock  |
|                               |                              |           | Green/brown field Use |                    |               |                        |                   |                        |                |
| <b>Site Area</b>              | <b>Gross</b>                 | <b>ha</b> | <b>2.50</b>           | <b>0.57</b>        | <b>0.30</b>   | <b>0.12</b>            | <b>0.10</b>       | <b>0.10</b>            | <b>0.10</b>    |
|                               | <b>Net</b>                   | <b>ha</b> | 1.75                  | 0.57               | 0.30          | 0.12                   | 0.10              | 0.10                   | 0.10           |
| <b>Units</b>                  |                              |           | 110                   | 24                 | 12            | 5                      | 4                 | 3                      | 1              |
| <b>Average Unit Size</b>      | <b>m2</b>                    |           | 89.07                 | 90.46              | 86.75         | 84.60                  | 83.50             | 92.00                  | 111.00         |
| <b>Mix</b>                    | Intermediate to Buy          |           | 4.52%                 | 4.52%              | 4.52%         |                        |                   |                        |                |
|                               | Affordable Rent              |           | 18.09%                | 18.09%             | 18.09%        |                        |                   |                        |                |
|                               | Social Rent                  |           |                       |                    |               |                        |                   |                        |                |
| <b>Price</b>                  | Market                       | £/m2      | 2,400                 | 2,600              | 2,600         | 2,300                  | 2,850             | 3,100                  | 3,300          |
|                               | Intermedia                   | £/m2      | 1,680                 | 1,820              | 1,820         | 1,610                  | 1,995             | 2,170                  | 2,310          |
|                               | Affordable                   | £/m2      | 919                   | 919                | 919           | 919                    | 919               | 919                    | 919            |
|                               | Social Rent                  | £/m2      | 0                     | 0                  | 0             | 0                      | 0                 | 0                      | 0              |
| <b>Grant and</b>              | Intermedia                   | £/unit    |                       |                    |               |                        |                   |                        |                |
|                               | Affordable                   | £/unit    |                       |                    |               |                        |                   |                        |                |
|                               | Social Rent                  | £/unit    |                       |                    |               |                        |                   |                        |                |
| <b>Sales per Quarter</b>      |                              |           | 35                    | 25                 | 12            | 12                     | 6                 | 6                      | 12             |
| <b>Unit Build Time</b>        |                              |           | 3                     | 3                  | 3             | 3                      | 3                 | 3                      | 3              |
| <b>Alternative Use Value</b>  | £/ha                         |           | 25,000                | 25,000             | 50,000        | 350,000                | 750,000           | 50,000                 | 50,000         |
| <b>Up Lift %</b>              | %                            |           | 20%                   | 20%                | 20%           | 20%                    | 20%               | 20%                    | 20%            |
| <b>Additional Uplift</b>      | £/ha                         |           | 250,000               | 250,000            | 250,000       |                        |                   | 250,000                | 250,000        |
| <b>Easements etc</b>          | £                            |           | 0                     | 0                  | 0             | 0                      | 0                 | 0                      | 0              |
| <b>Legals Acquisition</b>     | % land                       |           | 1.5%                  | 1.5%               | 1.5%          | 1.5%                   | 1.5%              | 1.5%                   | 1.5%           |
| <b>Planning F &lt;50</b>      | £/unit                       |           | 385                   | 385                | 385           | 385                    | 385               | 385                    | 385            |
| <b>&gt;50</b>                 | £/unit                       |           | 115                   | 115                | 115           | 115                    | 115               | 115                    | 115            |
| <b>Architects</b>             | %                            |           | 6.00%                 | 6.00%              | 6.00%         | 6.00%                  | 6.00%             | 6.00%                  | 6.00%          |
| <b>QS / PM</b>                | %                            |           | 0.50%                 | 0.50%              | 0.50%         | 0.50%                  | 0.50%             | 0.50%                  | 0.50%          |
| <b>Planning Consultants</b>   | %                            |           | 1.00%                 | 1.00%              | 1.00%         | 1.00%                  | 1.00%             | 1.00%                  | 1.00%          |
| <b>Other Professional</b>     | %                            |           | 2.50%                 | 2.50%              | 2.50%         | 2.50%                  | 2.50%             | 2.50%                  | 2.50%          |
| <b>Build Cost - BCIS Base</b> | £/m2                         |           | 933                   | 928                | 937           | 945                    | 880               | 1,288                  | 1,288          |
| <b>CfSH</b>                   | %                            |           | 2.00%                 | 2.00%              | 2.00%         | 2.00%                  | 2.00%             | 2.00%                  | 2.00%          |
| <b>Energy</b>                 | £/m2                         |           |                       |                    |               |                        |                   |                        |                |
| <b>Design</b>                 | £/m2                         |           |                       |                    |               |                        |                   |                        |                |
| <b>Lifetime</b>               | £/m2                         |           | 11                    | 11                 | 11            | 11                     | 11                | 11                     | 11             |
| <b>Over Extra 3</b>           | £/m2                         |           |                       |                    |               |                        |                   |                        |                |
| <b>Over-extra 4</b>           | £/m2                         |           |                       |                    |               |                        |                   |                        |                |
| <b>Infrastructure</b>         | %                            |           | 20%                   | 15%                | 15%           | 15%                    | 10%               | 10%                    | 10%            |
| <b>Pre CIL s106</b>           | £/Unit                       |           | 0                     | 0                  | 0             | 0                      | 0                 | 0                      | 0              |
| <b>Post CIL s106</b>          | £/Unit                       |           | 2,500                 | 2,500              | 2,500         | 2,500                  | 2,500             | 2,500                  | 2,500          |
|                               | £/m2                         |           | 100                   | 100                | 100           | 100                    | 100               | 100                    | 100            |
| <b>Contingency</b>            | %                            |           | 2.50%                 | 2.50%              | 2.50%         | 5.00%                  | 2.50%             | 2.50%                  | 2.50%          |
| <b>Abnormals</b>              | %                            |           |                       |                    |               |                        |                   |                        |                |
|                               | £/site                       |           |                       |                    |               | 50,000                 |                   |                        |                |
| <b>FINANCE</b>                | Fees                         | £         | 10,000                | 10,000             | 10,000        | 10,000                 | 10,000            | 10,000                 | 10,000         |
|                               | Interest                     | %         | 7.00%                 | 7.00%              | 7.00%         | 7.00%                  | 7.00%             | 7.00%                  | 7.00%          |
|                               | Legal and \                  | £         | 10,000                | 10,000             | 10,000        | 10,000                 | 10,000            | 10,000                 | 10,000         |
| <b>SALES</b>                  | Agents                       | %         | 2.00%                 | 2.00%              | 2.00%         | 2.00%                  | 2.00%             | 2.00%                  | 2.00%          |
|                               | Legals                       | %         | 0.50%                 | 0.50%              | 0.50%         | 0.50%                  | 0.50%             | 0.50%                  | 0.50%          |
|                               | Misc.                        | £         | 5,000                 | 5,000              | 5,000         | 5,000                  | 5,000             | 5,000                  | 5,000          |
| <b>Developer</b>              | % of costs (before interest) |           |                       | 0%                 | 0%            | 0%                     | 0%                | 0%                     | 0%             |
|                               | % of GDV                     |           | 20%                   | 20%                | 20%           | 20%                    | 20%               | 20%                    | 20%            |

SITE NAME Site 1

| INCOME            | Av Size m2   | %   | Number | Price £/m2  | GDV £       | GIA m2 |
|-------------------|--|-----|--------|-------------|-------------|--------|
| Market Housing    | 89.1   | 77% | 85     | 2,400       | 18,198,413  | 7,583  |
| Shared Ownership  | 89.1   | 5%  | 5      | 1,680       | 744,021     | 443    |
| Affordable Rent   | 89.1   | 18% | 20     | 919         | 1,628,889   | 1,772  |
| Social Rent       | 89.1   | 0%  | 0      | 0           | 0           | 0      |
| Grant and Subsidy | Shared Ownership<br>Affordable Rent<br>Social Rent |     |        | 0<br>0<br>0 | 0<br>0<br>0 |        |
| SITE AREA - Net   | 1.75 ha  |     | 63     | /ha         | 20,571,323  | 9,798  |
| SITE AREA - Gross | 2.50 ha  |     | 44     | /ha         |             |        |

|                   |            |
|-------------------|------------|
| Sales per Quarter | 35         |
| Unit Build Time   | 3 Quarters |

|                            | Whole Site       | Per ha NET     | Per ha GROSS   |
|----------------------------|------------------|----------------|----------------|
| <b>Residual Land Value</b> | <b>1,072,877</b> | <b>613,072</b> | <b>429,151</b> |
| Alternative Use Value      | 62,500           |                | 25,000         |
| Uplift                     | 20%<br>12,500    |                | 5,000          |
| Plus /ha                   | 250,000          | 625,000        | 250,000        |
| <b>Viability Threshold</b> | <b>700,000</b>   |                | <b>280,000</b> |

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = #REF!

Check on phasing dwgs nos  
correct

|                   |       |       |
|-------------------|-------|-------|
| Additional Profit | #REF! | #REF! |
|-------------------|-------|-------|

| DEVELOPMENT COSTS            |             |            |            |            |
|------------------------------|-------------|------------|------------|------------|
|                              | /unit or m2 | Total      |            |            |
| <b>LAND</b>                  |             |            |            |            |
| Land                         | 9,753       |            |            | 1,072,877  |
| Stamp Duty                   |             | 53,644     |            |            |
| Easements etc.               |             | 0          |            |            |
| Legals Acquisition           | 1.50%       | 16,093     | 69,737     |            |
| <b>PLANNING</b>              |             |            |            |            |
| Planning Fee                 |             | 30,000     |            |            |
| Architects                   | 6.00%       | 754,446    |            |            |
| QS / PM                      | 0.50%       | 62,870     |            |            |
| Planning Consultants         | 1.00%       | 125,741    |            |            |
| Other Professional           | 2.50%       | 314,352    | 1,287,409  |            |
| <b>CONSTRUCTION</b>          |             |            |            |            |
| Build Cost - BCIS Based      | 1,149       | 11,259,344 |            |            |
| s106 / CIL                   |             | 1,033,267  |            |            |
| Contingency                  | 2.50%       | 281,484    |            |            |
| Abnormals                    |             | 0          | 12,574,095 |            |
| <b>FINANCE</b>               |             |            |            |            |
| Fees                         |             | 10,000     |            |            |
| Interest                     | 7.00%       |            |            |            |
| Legal and Valuation          |             | 10,000     | 20,000     |            |
| <b>SALES</b>                 |             |            |            |            |
| Agents                       | 2.0%        | 411,426    |            |            |
| Legals                       | 0.5%        | 102,857    |            |            |
| Misc.                        |             | 5,000      | 519,283    | 15,543,401 |
| <b>Developers Profit</b>     |             |            |            |            |
| % of costs (before interest) | 0.00%       |            |            | 0          |
| % of GDV                     | 20.00%      |            |            | 4,114,265  |

| Planning fee calc |      |      |               |
|-------------------|------|------|---------------|
|                   | dwgs | rate |               |
| Planning app fee  | 110  |      |               |
| No dwgs           | 60   | 385  | 23,100        |
| No dwgs under 5   | 60   | 115  | 6,900         |
| No dwgs over 50   | 60   |      |               |
| <b>Total</b>      |      |      | <b>30,000</b> |

| Build Cost     |              | /m2 |       |
|----------------|--------------|-----|-------|
| BCIS           | 933          |     |       |
| CISH           | 19           |     | 2.00% |
| Energy         | 0            |     |       |
| Over-extra 1   | 0            |     |       |
| Over-extra 2   | 11           |     |       |
| Over-extra 3   | 0            |     |       |
| Over-extra 4   | 0            |     |       |
| Infrastructure | 187          |     | 20%   |
| <b>Total</b>   | <b>1,149</b> |     |       |

| Stamp duty calc - Residual |    |    |               |
|----------------------------|----|----|---------------|
| Land payment               |    |    |               |
| 125,000                    | 0% | 1% |               |
| 250,000                    | 1% | 3% |               |
| 500,000                    | 3% | 4% |               |
| 1,000,000                  | 4% | 5% |               |
| above                      | 5% | 5% |               |
| <b>Total</b>               |    |    | <b>53,644</b> |

| Stamp duty calc - Add Profit |    |    |              |
|------------------------------|----|----|--------------|
| Land payment                 |    |    |              |
| 125,000                      | 0% | 1% | #REF!        |
| 250,000                      | 1% | 3% |              |
| 500,000                      | 3% | 4% |              |
| 1,000,000                    | 4% | 5% |              |
| above                        | 5% | 5% |              |
| <b>Total</b>                 |    |    | <b>#REF!</b> |

|              |                 |  |  |          |
|--------------|-----------------|--|--|----------|
| Pre CIL s106 | 0 £/ Unit (all) |  |  |          |
| <b>Total</b> |                 |  |  | <b>0</b> |

|               |                     |  |  |                  |
|---------------|---------------------|--|--|------------------|
| Post CIL s106 | 2,500 £/ Unit (all) |  |  |                  |
| CIL           | 100 £/m2            |  |  |                  |
| <b>Total</b>  |                     |  |  | <b>1,033,267</b> |

RESIDUAL CASH FLOW FOR INTEREST

|                                     | Year 1         |            |                |                | Year 2         |                |                |                | Year 3           |                  |                  |                  | Year 4           |                  |                  |                  | Year 5           |                  |                  |                  | Year 6           |                  |            |    |
|-------------------------------------|----------------|------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------|----|
|                                     | Q1             | Q2         | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             | Q1               | Q2               | Q3               | Q4               | Q1               | Q2               | Q3               | Q4               | Q1               | Q2               | Q3               | Q4               | Q1               | Q2               | Q3         | Q4 |
| <b>INCOME</b>                       |                |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| UNITS Started                       |                |            | 2              | 4              | 6              | 7              | 7              | 7              | 7                | 7                | 7                | 7                | 7                | 7                | 7                | 7                | 7                | 7                | 7                | 7                | 7                | 7                | 7          |    |
| Market Housing                      | 0              | 0          | 0              | 0              | 0              | 0              | 330,880        | 661,760        | 992,641          | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 1,158,081        | 0          |    |
| Shared Ownership                    | 0              | 0          | 0              | 0              | 0              | 0              | 13,528         | 27,055         | 40,583           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 47,347           | 0          |    |
| Affordable Rent                     | 0              | 0          | 0              | 0              | 0              | 0              | 29,616         | 59,232         | 88,848           | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 103,657          | 0          |    |
| Social Rent                         | 0              | 0          | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0          |    |
| Grant and Subsidy                   | 0              | 0          | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0          |    |
| <b>INCOME</b>                       | <b>0</b>       | <b>0</b>   | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>374,024</b> | <b>748,048</b> | <b>1,122,072</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>1,309,084</b> | <b>0</b>   |    |
| <b>EXPENDITURE</b>                  |                |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Stamp Duty                          | 53,644         |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Easements etc.                      | 0              |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Legals Acquisition                  | 16,093         |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Planning Fee                        | 30,000         |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Architects                          | 377,223        |            |                | 377,223        |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| QS                                  | 31,435         |            |                | 31,435         |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Planning Consultants                | 62,870         |            |                | 62,870         |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Other Professional                  | 157,176        |            |                | 157,176        |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Build Cost - BCIS Base              |                | 0          | 68,238         | 204,715        | 409,431        | 580,027        | 682,384        | 716,504        | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 716,504          | 0          |    |
| s106/CIL                            |                | 0          | 6,262          | 18,787         | 37,573         | 53,229         | 62,622         | 65,753         | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753           | 65,753     | 0  |
| Contingency                         |                | 0          | 1,706          | 5,118          | 10,236         | 14,501         | 17,060         | 17,913         | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913           | 17,913     | 0  |
| Abnormals                           |                | 0          | 0              | 0              | 0              | 0              | 0              | 0              | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0                | 0          | 0  |
| Finance Fees                        | 10,000         |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Legal and Valuation                 | 10,000         |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Agents                              | 0              | 0          | 0              | 0              | 0              | 0              | 7,480          | 14,961         | 22,441           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 26,182           | 0          |    |
| Legals                              | 0              | 0          | 0              | 0              | 0              | 0              | 1,870          | 3,740          | 5,610            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 6,545            | 0          |    |
| Misc.                               |                |            | 5,000          |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| <b>COSTS BEFORE LAND INT AND PR</b> | <b>748,442</b> | <b>0</b>   | <b>709,911</b> | <b>228,620</b> | <b>457,240</b> | <b>647,756</b> | <b>771,417</b> | <b>818,871</b> | <b>828,221</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>832,897</b>   | <b>0</b>   |    |
| <b>For Residual Valuat</b>          |                |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Land                                | 1,072,877      |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Interest                            |                | 31,873     | 32,431         | 45,422         | 50,218         | 59,098         | 71,468         | 79,673         | 82,307           | 78,605           | 71,647           | 64,568           | 57,364           | 50,035           | 42,577           | 34,989           | 27,268           | 19,412           | 11,418           | 3,285            | 0                | 0                | 0          |    |
| Profit on Costs                     |                |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Profit on GDV                       |                |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  | 4,114,265  |    |
| Cash Flow                           | -1,821,319     | -31,873    | -742,342       | -274,042       | -507,457       | -706,854       | -468,861       | -150,496       | 211,544          | 397,583          | 404,540          | 411,620          | 418,823          | 426,153          | 433,610          | 441,198          | 448,919          | 456,775          | 464,769          | 739,626          | 1,009,634        | 1,276,357        | -4,114,265 |    |
| Opening Balance                     | 0              |            |                |                |                |                |                |                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |            |    |
| Closing Balance                     | -1,821,319     | -1,853,192 | -2,595,534     | -2,869,576     | -3,377,033     | -4,083,887     | -4,552,748     | -4,703,244     | -4,491,700       | -4,094,118       | -3,689,577       | -3,277,958       | -2,859,134       | -2,432,982       | -1,999,372       | -1,558,173       | -1,109,254       | -652,478         | -187,709         | 551,917          | 1,561,550        | 2,837,908        | 4,114,265  |    |

SITE NAME Site 2

| INCOME            | Av Size<br>m2                                      | %   | Number<br>24 | Price<br>£/m2 | GDV<br>£    | GIA<br>m2 |
|-------------------|--|-----|--------------|---------------|-------------|-----------|
| Market Housing    | 90.5   | 77% | 19           | 2,600         | 4,368,356   | 1,680     |
| Shared Ownership  | 90.5   | 5%  | 1            | 1,820         | 178,595     | 98        |
| Affordable Rent   | 90.5   | 18% | 4            | 919           | 360,922     | 393       |
| Social Rent       | 90.5   | 0%  | 0            | 0             | 0           | 0         |
| Grant and Subsidy | Shared Ownership<br>Affordable Rent<br>Social Rent |     |              | 0<br>0<br>0   | 0<br>0<br>0 |           |
| SITE AREA - Net   | 0.57 ha  |     | 42           | /ha           | 4,907,874   | 2,171     |
| SITE AREA - Gross | 0.57 ha  |     | 42           | /ha           |             |           |

|                   |            |
|-------------------|------------|
| Sales per Quarter | 25         |
| Unit Build Time   | 3 Quarters |

|                            | Whole Site     | Per ha NET | Per ha GROSS   |
|----------------------------|----------------|------------|----------------|
| Residual Land Value        | 551,780        | 968,035    | 968,035        |
| Alternative Use Value      | 14,250         |            | 25,000         |
| Uplift                     | 20%            | 2,850      | 5,000          |
| Plus /ha                   | 250,000        | 142,500    | 250,000        |
| <b>Viability Threshold</b> | <b>159,600</b> |            | <b>280,000</b> |

|                   |      |       |       |
|-------------------|------|-------|-------|
| Additional Profit | £/m2 | #REF! | #REF! |
|-------------------|------|-------|-------|

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = #REF!

Check on phasing dwgs nos  
correct

| DEVELOPMENT COSTS       |             |           |                  |
|-------------------------|-------------|-----------|------------------|
| LAND                    | /unit or m2 | Total     |                  |
| Land                    | 22,991      | 551,780   |                  |
| Stamp Duty              |             | 22,071    |                  |
| Easements etc.          |             | 0         |                  |
| Legals Acquisition      | 1.50%       | 8,277     | 30,348           |
| PLANNING                |             |           |                  |
| Planning Fee            |             | 9,240     |                  |
| Architects              | 6.00%       | 160,131   |                  |
| QS / PM                 | 0.50%       | 13,344    |                  |
| Planning Consultants    | 1.00%       | 26,688    |                  |
| Other Professional      | 2.50%       | 66,721    | 276,125          |
| CONSTRUCTION            |             |           |                  |
| Build Cost - BCIS Based | 1,097       | 2,381,300 |                  |
| s106 / CIL              |             | 228,014   |                  |
| Contingency             | 2.50%       | 59,532    |                  |
| Abnormals               |             | 0         | 2,668,846        |
| FINANCE                 |             |           |                  |
| Fees                    |             | 10,000    |                  |
| Interest                | 7.00%       |           | 20,000           |
| Legal and Valuation     |             | 10,000    | 20,000           |
| SALES                   |             |           |                  |
| Agents                  | 2.0%        | 98,157    |                  |
| Legals                  | 0.5%        | 24,539    |                  |
| Misc.                   |             | 5,000     | 127,697          |
| <b>Total</b>            |             |           | <b>3,674,795</b> |

| Developers Profit            |        |  |         |
|------------------------------|--------|--|---------|
| % of costs (before interest) | 0.00%  |  | 0       |
| % of GDV                     | 20.00% |  | 981,575 |

| Planning fee calc |      |      |              |
|-------------------|------|------|--------------|
| Planning app fee  | dwgs | rate |              |
| No dwgs           | 24   |      |              |
| No dwgs under     | 24   | 385  | 9,240        |
| No dwgs over £    | 0    | 115  | 0            |
| <b>Total</b>      |      |      | <b>9,240</b> |

| Stamp duty calc - Residual |    |    |               |
|----------------------------|----|----|---------------|
| Land payment               |    |    | 551,780       |
| 125,000                    | 0% | 1% |               |
| 250,000                    | 1% | 3% |               |
| 500,000                    | 3% | 4% |               |
| 1,000,000                  | 4% | 0% |               |
| above                      | 5% | 4% |               |
| <b>Total</b>               |    |    | <b>22,071</b> |

| Stamp duty calc - Add Profit |    |    |              |
|------------------------------|----|----|--------------|
| Land payment                 |    |    | #REF!        |
| 125,000                      | 0% | 1% |              |
| 250,000                      | 1% | 3% |              |
| 500,000                      | 3% | 4% |              |
| 1,000,000                    | 4% | 0% |              |
| above                        | 5% | 4% |              |
| <b>Total</b>                 |    |    | <b>#REF!</b> |

|              |                 |          |
|--------------|-----------------|----------|
| Pre CIL s106 | 0 £/ Unit (all) |          |
| <b>Total</b> |                 | <b>0</b> |

|               |                     |                |
|---------------|---------------------|----------------|
| Post CIL s106 | 2,500 £/ Unit (all) |                |
| CIL           | 100 £/m2            |                |
| <b>Total</b>  |                     | <b>228,014</b> |

| Build Cost     |              |       |  |
|----------------|--------------|-------|--|
| BCIS           | /m2          |       |  |
| BCIS           | 928          |       |  |
| CFSH           | 19           | 2.00% |  |
| Energy         | 0            |       |  |
| Over-extra 1   | 0            |       |  |
| Over-extra 2   | 11           |       |  |
| Over-extra 3   | 0            |       |  |
| Over-extra 4   | 0            |       |  |
| Infrastructure | 139          | 15%   |  |
| <b>Total</b>   | <b>1,097</b> |       |  |

RESIDUAL CASH FLOW FOR INTEREST

|                                     | Year 1         |          |                |                | Year 2         |                |                |                | Year 3         |                |                |                | Year 4         |                |                |                | Year 5         |                |               |          | Year 6   |          |          |          |   |
|-------------------------------------|----------------|----------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|----------|----------|----------|----------|----------|---|
|                                     | Q1             | Q2       | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             | Q1             | Q2             | Q3            | Q4       | Q1       | Q2       | Q3       | Q4       |   |
| <b>INCOME</b>                       |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| UNITS Started                       |                |          | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2              | 2             | 2        | 2        | 2        | 2        | 2        | 2 |
| Market Housing                      |                |          | 0              | 0              | 0              | 0              | 364,030        | 364,030        | 364,030        | 364,030        | 364,030        | 364,030        | 364,030        | 364,030        | 364,030        | 364,030        | 364,030        | 364,030        | 364,030       | 0        | 0        | 0        | 0        | 0        | 0 |
| Shared Ownership                    |                |          | 0              | 0              | 0              | 0              | 14,883         | 14,883         | 14,883         | 14,883         | 14,883         | 14,883         | 14,883         | 14,883         | 14,883         | 14,883         | 14,883         | 14,883         | 0             | 0        | 0        | 0        | 0        | 0        |   |
| Affordable Rent                     |                |          | 0              | 0              | 0              | 0              | 30,077         | 30,077         | 30,077         | 30,077         | 30,077         | 30,077         | 30,077         | 30,077         | 30,077         | 30,077         | 30,077         | 30,077         | 0             | 0        | 0        | 0        | 0        | 0        |   |
| Social Rent                         |                |          | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0             | 0        | 0        | 0        | 0        | 0        |   |
| Grant and Subsidy                   |                |          | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0             | 0        | 0        | 0        | 0        | 0        |   |
| <b>INCOME</b>                       | <b>0</b>       | <b>0</b> | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>408,989</b> | <b>0</b>      | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |   |
| <b>EXPENDITURE</b>                  |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Stamp Duty                          | 22,071         |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Easements etc.                      | 0              |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Legals Acquisition                  | 8,277          |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Planning Fee                        | 9,240          |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Architects                          | 80,065         |          | 80,065         |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| QS                                  | 6,672          |          | 6,672          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Planning Consultants                | 13,344         |          | 13,344         |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Other Professional                  | 33,361         |          | 33,361         |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Build Cost - BCIS Base              |                | 0        | 66,147         | 132,294        | 198,442        | 198,442        | 198,442        | 198,442        | 198,442        | 198,442        | 198,442        | 198,442        | 198,442        | 198,442        | 198,442        | 198,442        | 132,294        | 66,147         | 0             | 0        | 0        | 0        | 0        | 0        |   |
| s106/CIL                            |                | 0        | 6,334          | 12,667         | 19,001         | 19,001         | 19,001         | 19,001         | 19,001         | 19,001         | 19,001         | 19,001         | 19,001         | 19,001         | 19,001         | 19,001         | 12,667         | 6,334          | 0             | 0        | 0        | 0        | 0        | 0        |   |
| Contingency                         |                | 0        | 1,654          | 3,307          | 4,961          | 4,961          | 4,961          | 4,961          | 4,961          | 4,961          | 4,961          | 4,961          | 4,961          | 4,961          | 4,961          | 4,961          | 3,307          | 1,654          | 0             | 0        | 0        | 0        | 0        | 0        |   |
| Abnormals                           |                | 0        | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0             | 0        | 0        | 0        | 0        | 0        |   |
| Finance Fees                        | 10,000         |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Legal and Valuation                 | 10,000         |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Agents                              | 0              | 0        | 0              | 0              | 0              | 0              | 8,180          | 8,180          | 8,180          | 8,180          | 8,180          | 8,180          | 8,180          | 8,180          | 8,180          | 8,180          | 8,180          | 8,180          | 0             | 0        | 0        | 0        | 0        | 0        |   |
| Legals                              | 0              | 0        | 0              | 0              | 0              | 0              | 2,045          | 2,045          | 2,045          | 2,045          | 2,045          | 2,045          | 2,045          | 2,045          | 2,045          | 2,045          | 2,045          | 2,045          | 0             | 0        | 0        | 0        | 0        | 0        |   |
| Misc.                               |                |          | 5,000          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| <b>COSTS BEFORE LAND INT AND PR</b> | <b>193,030</b> | <b>0</b> | <b>212,577</b> | <b>148,269</b> | <b>222,404</b> | <b>222,404</b> | <b>232,629</b> | <b>232,629</b> | <b>232,629</b> | <b>232,629</b> | <b>232,629</b> | <b>232,629</b> | <b>232,629</b> | <b>232,629</b> | <b>232,629</b> | <b>158,494</b> | <b>84,359</b>  | <b>10,225</b>  | <b>10,225</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |   |
| <b>For Residual Valuation</b>       |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Land                                | 551,780        |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Interest                            |                | 13,034   | 13,262         | 17,214         | 20,110         | 24,354         | 28,673         | 26,088         | 23,458         | 20,783         | 18,060         | 15,290         | 12,471         | 9,603          | 6,685          | 2,418          |                |                |               |          |          |          |          |          |   |
| Profit on Costs                     |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Profit on GDV                       |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Cash Flow                           | -744,810       | -13,034  | -225,839       | -165,484       | -242,514       | -246,758       | 147,688        | 150,273        | 152,903        | 155,578        | 158,301        | 161,071        | 163,890        | 166,758        | 243,811        | 322,212        | 398,765        | 398,765        | 0             | 0        | 0        | 0        | 0        | -981,575 |   |
| Opening Balance                     | 0              |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |                |               |          |          |          |          |          |   |
| Closing Balance                     | -744,810       | -757,844 | -983,683       | -1,149,167     | -1,391,681     | -1,638,440     | -1,490,751     | -1,340,479     | -1,187,576     | -1,031,998     | -873,697       | -712,626       | -548,736       | -381,978       | -138,167       | 184,045        | 582,810        | 981,575        | 981,575       | 981,575  | 981,575  | 981,575  | 981,575  | 0        |   |

| SITE NAME | Site 3 |
|-----------|--------|
|-----------|--------|

| INCOME            | Av Size m2   | %   | Number | Price £/m2  | GDV £       | GIA m2 |
|-------------------|--|-----|--------|-------------|-------------|--------|
| Market Housing    | 86.8   | 77% | 9      | 2,600       | 2,094,638   | 806    |
| Shared Ownership  | 86.8   | 5%  | 1      | 1,820       | 85,637      | 47     |
| Affordable Rent   | 86.8   | 18% | 2      | 919         | 173,063     | 188    |
| Social Rent       | 86.8   | 0%  | 0      | 0           | 0           | 0      |
| Grant and Subsidy | Shared Ownership<br>Affordable Rent<br>Social Rent |     |        | 0<br>0<br>0 | 0<br>0<br>0 |        |
| SITE AREA - Net   | 0.30 ha  |     | 40     | /ha         | 2,353,338   | 1,041  |
| SITE AREA - Gross | 0.30 ha  |     | 40     | /ha         |             |        |

|                   |            |
|-------------------|------------|
| Sales per Quarter | 12         |
| Unit Build Time   | 3 Quarters |

|                            | Whole Site    | Per ha NET     | Per ha GROSS |
|----------------------------|---------------|----------------|--------------|
| Residual Land Value        | 250,000       | 833,333        | 833,333      |
| Alternative Use Value      | 15,000        |                | 50,000       |
| Uplift                     | 20%           | 3,000          | 10,000       |
| Plus /ha                   | 250,000       | 75,000         | 250,000      |
| <b>Viability Threshold</b> | <b>93,000</b> | <b>310,000</b> |              |

|                   |       |       |
|-------------------|-------|-------|
| Additional Profit | #REF! | #REF! |
|-------------------|-------|-------|

RUN Residual MACRO ctrl+r  
Closing balance = -2,557

RUN CIL MACRO ctrl+i  
Closing balance = #REF!

Check on phasing dwgs nos  
correct

| DEVELOPMENT COSTS            |             |           |           |           |  |
|------------------------------|-------------|-----------|-----------|-----------|--|
| LAND                         | /unit or m2 | Total     |           |           |  |
| Land                         | 20,833      | 250,000   |           |           |  |
| Stamp Duty                   |             | 7,500     |           |           |  |
| Easements etc.               |             | 0         |           |           |  |
| Legals Acquisition           | 1.50%       | 3,750     | 11,250    |           |  |
| PLANNING                     |             |           |           |           |  |
| Planning Fee                 |             | 4,620     |           |           |  |
| Architects                   | 6.00%       | 77,521    |           |           |  |
| QS / PM                      | 0.50%       | 6,460     |           |           |  |
| Planning Consultants         | 1.00%       | 12,920    |           |           |  |
| Other Professional           | 2.50%       | 32,300    | 133,821   |           |  |
| CONSTRUCTION                 |             |           |           |           |  |
| Build Cost - BCIS Based      | 1,107       | 1,152,630 |           |           |  |
| s106 / CIL                   |             | 110,563   |           |           |  |
| Contingency                  | 2.50%       | 28,816    |           |           |  |
| Abnormals                    |             | 0         | 1,292,009 |           |  |
| FINANCE                      |             |           |           |           |  |
| Fees                         |             | 10,000    |           |           |  |
| Interest                     | 7.00%       | 10,000    | 20,000    |           |  |
| Legal and Valuation          |             | 10,000    |           |           |  |
| SALES                        |             |           |           |           |  |
| Agents                       | 2.0%        | 47,067    |           |           |  |
| Legals                       | 0.5%        | 11,767    |           |           |  |
| Misc.                        |             | 5,000     | 63,833    | 1,770,913 |  |
| Developers Profit            |             |           |           |           |  |
| % of costs (before interest) |             | 0.00%     |           | 0         |  |
| % of GDV                     |             | 20.00%    |           | 470,668   |  |

| Planning fee calc |      |      |       |
|-------------------|------|------|-------|
| Planning app fee  | dwgs | rate |       |
| No dwgs           | 12   |      |       |
| No dwgs under     | 12   | 385  | 4,620 |
| No dwgs over £    | 0    | 115  | 0     |
| Total             |      |      | 4,620 |

| Stamp duty calc - Residual |    |    |         |
|----------------------------|----|----|---------|
| Land payment               |    |    |         |
| 125,000                    | 0% | 1% | 250,000 |
| 250,000                    | 1% | 3% |         |
| 500,000                    | 3% | 0% |         |
| 1,000,000                  | 4% | 0% |         |
| above                      | 5% | 3% |         |
| Total                      |    |    | 7,500   |

| Stamp duty calc - Add Profit |    |    |       |
|------------------------------|----|----|-------|
| Land payment                 |    |    |       |
| 125,000                      | 0% | 1% | #REF! |
| 250,000                      | 1% | 3% |       |
| 500,000                      | 3% | 0% |       |
| 1,000,000                    | 4% | 0% |       |
| above                        | 5% | 3% |       |
| Total                        |    |    | #REF! |

|              |                 |   |
|--------------|-----------------|---|
| Pre CIL s106 | 0 £/ Unit (all) |   |
| Total        |                 | 0 |

|               |                     |         |
|---------------|---------------------|---------|
| Post CIL s106 | 2,500 £/ Unit (all) |         |
| CIL           | 100 £/m2            |         |
| Total         |                     | 110,563 |

| Build Cost /m2 |              |       |
|----------------|--------------|-------|
| BCIS           | 937          |       |
| CFSH           | 19           | 2.00% |
| Energy         | 0            |       |
| Over-extra 1   | 0            |       |
| Over-extra 2   | 11           |       |
| Over-extra 3   | 0            |       |
| Over-extra 4   | 0            |       |
| Infrastructure | 141          | 15%   |
| <b>Total</b>   | <b>1,107</b> |       |

| RESIDUAL CASH FLOW FOR INTEREST     | Year 1         |          |                |                | Year 2         |                |                |                | Year 3         |                |                |                | Year 4         |                |                |                | Year 5   |          |          |          | Year 6   |          |          |          |          |          |          |          |
|-------------------------------------|----------------|----------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|                                     | Q1             | Q2       | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             | Q1             | Q2             | Q3             | Q4             | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       |          |          |          |          |
| <b>INCOME</b>                       |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| UNITS Started                       | 2              |          |                |                | 2              |                |                |                | 2              |                |                |                | 2              |                |                |                | 2        |          |          |          | 2        |          |          |          |          |          |          |          |
| Market Housing                      | 0              | 0        | 0              | 0              | 0              | 0              | 0              | 0              | 349,106        | 349,106        | 349,106        | 349,106        | 349,106        | 349,106        | 349,106        | 349,106        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Shared Ownership                    | 0              | 0        | 0              | 0              | 0              | 0              | 0              | 0              | 14,273         | 14,273         | 14,273         | 14,273         | 14,273         | 14,273         | 14,273         | 14,273         | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Affordable Rent                     | 0              | 0        | 0              | 0              | 0              | 0              | 0              | 0              | 28,844         | 28,844         | 28,844         | 28,844         | 28,844         | 28,844         | 28,844         | 28,844         | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Social Rent                         | 0              | 0        | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Grant and Subsidy                   | 0              | 0        | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| <b>INCOME</b>                       | <b>0</b>       | <b>0</b> | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>392,223</b> | <b>392,223</b> | <b>392,223</b> | <b>392,223</b> | <b>392,223</b> | <b>392,223</b> | <b>392,223</b> | <b>392,223</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>EXPENDITURE</b>                  |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Stamp Duty                          | 7,500          |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Easements etc.                      | 0              |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Legals Acquisition                  | 3,750          |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Fee                        | 4,620          |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Architects                          | 38,760         |          |                |                | 38,760         |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| QS                                  | 3,230          |          |                |                | 3,230          |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Consultants                | 6,460          |          |                |                | 6,460          |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Other Professional                  | 16,150         |          |                |                | 16,150         |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Build Cost - BCIS Base              |                | 0        | 64,035         | 128,070        | 192,105        | 192,105        | 192,105        | 192,105        | 128,070        | 64,035         | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| s106/CIL                            |                | 0        | 6,142          | 12,285         | 18,427         | 18,427         | 18,427         | 18,427         | 12,285         | 6,142          | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Contingency                         |                | 0        | 1,601          | 3,202          | 4,803          | 4,803          | 4,803          | 4,803          | 3,202          | 1,601          | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Abnormals                           |                | 0        | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Finance Fees                        | 10,000         |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Legal and Valuation                 | 10,000         |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Agents                              | 0              | 0        | 0              | 0              | 0              | 0              | 7,844          | 7,844          | 7,844          | 7,844          | 7,844          | 7,844          | 7,844          | 7,844          | 7,844          | 7,844          | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Legals                              | 0              | 0        | 0              | 0              | 0              | 0              | 1,961          | 1,961          | 1,961          | 1,961          | 1,961          | 1,961          | 1,961          | 1,961          | 1,961          | 1,961          | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Misc.                               |                |          |                |                | 5,000          |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| <b>COSTS BEFORE LAND INT AND PR</b> | <b>100,470</b> | <b>0</b> | <b>141,379</b> | <b>143,557</b> | <b>215,335</b> | <b>215,335</b> | <b>225,140</b> | <b>225,140</b> | <b>153,362</b> | <b>81,584</b>  | <b>9,806</b>   | <b>9,806</b>   | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>For Residual Valuat</b>          |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Land                                | 250,000        |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Interest                            |                | 6,133    | 6,241          | 8,824          | 11,491         | 15,460         | 19,499         | 16,916         | 14,288         | 10,358         | 5,103          | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Profit on Costs                     |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Profit on GDV                       |                |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Cash Flow                           | -350,470       | -6,133   | -147,619       | -152,380       | -226,825       | -230,795       | 147,584        | 150,166        | 224,573        | 300,281        | 377,314        | 382,417        | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Opening Balanc                      | 0              |          |                |                |                |                |                |                |                |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |
| Closing Balanc                      | -350,470       | -356,604 | -504,223       | -656,603       | -883,429       | -1,114,224     | -966,640       | -816,474       | -591,901       | -291,620       | 85,694         | 468,111        | 468,111        | 468,111        | 468,111        | 468,111        | 468,111  | 468,111  | 468,111  | 468,111  | 468,111  | 468,111  | 468,111  | 468,111  | 468,111  | 468,111  | 468,111  | -2,557   |

SITE NAME Site 4

| INCOME            | Av Size<br>m2                                      | %    | Number | Price<br>£/m2 | GDV<br>£    | GIA<br>m2 |
|-------------------|--|------|--------|---------------|-------------|-----------|
| Market Housing    | 84.6   | 100% | 5      | 2,300         | 972,900     | 423       |
| Shared Ownership  | 84.6   | 0%   | 0      | 1,610         | 0           | 0         |
| Affordable Rent   | 84.6   | 0%   | 0      | 919           | 0           | 0         |
| Social Rent       | 84.6   | 0%   | 0      | 0             | 0           | 0         |
| Grant and Subsidy | Shared Ownership<br>Affordable Rent<br>Social Rent |      |        | 0<br>0<br>0   | 0<br>0<br>0 |           |
| SITE AREA - Net   | 0.12 ha  |      | 42     | /ha           | 972,900     | 423       |
| SITE AREA - Gross | 0.12 ha  |      | 42     | /ha           |             |           |

|                   |            |
|-------------------|------------|
| Sales per Quarter | 12         |
| Unit Build Time   | 3 Quarters |

|                            | Whole Site    | Per ha NET     | Per ha GROSS   |
|----------------------------|---------------|----------------|----------------|
| <b>Residual Land Value</b> | <b>24,898</b> | <b>207,486</b> | <b>207,486</b> |
| Alternative Use Value      | 42,000        |                | 350,000        |
| Uplift 20%                 | 8,400         |                | 70,000         |
| Plus /ha                   | 0             | 0              | 0              |
| <b>Viability Threshold</b> | <b>50,400</b> |                | <b>420,000</b> |

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = #REF!

Check on phasing dwgs nos  
correct

|                   |       |       |
|-------------------|-------|-------|
| Additional Profit | #REF! | #REF! |
|-------------------|-------|-------|

| DEVELOPMENT COSTS            |             |         |         |         |
|------------------------------|-------------|---------|---------|---------|
| LAND                         | /unit or m2 | Total   |         |         |
| Land                         | 4,980       | 24,898  |         |         |
| Stamp Duty                   |             | 0       |         |         |
| Easements etc.               |             | 0       |         |         |
| Legals Acquisition           | 1.50%       | 373     | 373     |         |
| PLANNING                     |             |         |         |         |
| Planning Fee                 |             | 1,925   |         |         |
| Architects                   | 6.00%       | 36,051  |         |         |
| QS / PM                      | 0.50%       | 3,004   |         |         |
| Planning Consultants         | 1.00%       | 6,009   |         |         |
| Other Professional           | 2.50%       | 15,021  | 62,011  |         |
| CONSTRUCTION                 |             |         |         |         |
| Build Cost - BCIS Based      | 1,117       | 472,434 |         |         |
| s106 / CIL                   |             | 54,800  |         |         |
| Contingency                  | 5.00%       | 23,622  |         |         |
| Abnormals                    |             | 50,000  | 600,856 |         |
| FINANCE                      |             |         |         |         |
| Fees                         |             | 10,000  |         |         |
| Interest                     | 7.00%       |         | 20,000  |         |
| Legal and Valuation          |             | 10,000  |         |         |
| SALES                        |             |         |         |         |
| Agents                       | 2.0%        | 19,458  |         |         |
| Legals                       | 0.5%        | 4,865   |         |         |
| Misc.                        |             | 5,000   | 29,323  | 737,461 |
| Developers Profit            |             |         |         |         |
| % of costs (before interest) | 0.00%       |         |         | 0       |
| % of GDV                     | 20.00%      |         |         | 194,580 |

| Planning fee calc |      |              |              |
|-------------------|------|--------------|--------------|
| Planning app fee  | dwgs | rate         |              |
| No dwgs           | 5    |              |              |
| No dwgs under     | 5    | 385          | 1,925        |
| No dwgs over £    | 0    | 115          | 0            |
|                   |      | <b>Total</b> | <b>1,925</b> |

| Build Cost     |     | /m2          |  |
|----------------|-----|--------------|--|
| BCIS           | 945 |              |  |
| CFSH           | 19  | 2.00%        |  |
| Energy         | 0   |              |  |
| Over-extra 1   | 0   |              |  |
| Over-extra 2   | 11  |              |  |
| Over-extra 3   | 0   |              |  |
| Over-extra 4   | 0   |              |  |
| Infrastructure | 142 | 15%          |  |
|                |     | <b>1,117</b> |  |

| Stamp duty calc - Residual |    |              |
|----------------------------|----|--------------|
| Land payment               |    |              |
| 125,000                    | 0% | 0%           |
| 250,000                    | 1% | 0%           |
| 500,000                    | 3% | 0%           |
| 1,000,000                  | 4% | 0%           |
| above                      | 5% | 0%           |
|                            |    | <b>Total</b> |

| Stamp duty calc - Add Profit |    |              |
|------------------------------|----|--------------|
| Land payment                 |    |              |
| 125,000                      | 0% | 0%           |
| 250,000                      | 1% | 0%           |
| 500,000                      | 3% | 0%           |
| 1,000,000                    | 4% | 0%           |
| above                        | 5% | 0%           |
|                              |    | <b>Total</b> |

|              |                 |          |
|--------------|-----------------|----------|
| Pre CIL s106 | 0 £/ Unit (all) |          |
|              | <b>Total</b>    | <b>0</b> |

|               |                     |               |
|---------------|---------------------|---------------|
| Post CIL s106 | 2,500 £/ Unit (all) |               |
| CIL           | 100 £/m2            |               |
|               | <b>Total</b>        | <b>54,800</b> |

RESIDUAL CASH FLOW FOR INTEREST

|                                     | Year 1        |          |               |               | Year 2         |                |                |                | Year 3         |                |                |          | Year 4   |          |          |          | Year 5   |          |          |          | Year 6   |          |          |          |
|-------------------------------------|---------------|----------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|                                     | Q1            | Q2       | Q3            | Q4            | Q1             | Q2             | Q3             | Q4             | Q1             | Q2             | Q3             | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       |
| <b>INCOME</b>                       |               |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| UNITS Started                       |               |          | 1             | 1             | 1              | 1              | 1              | 1              |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Market Housing                      | 0             | 0        | 0             | 0             | 0              | 0              | 194,580        | 194,580        | 194,580        | 194,580        | 194,580        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Shared Ownership                    | 0             | 0        | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Affordable Rent                     | 0             | 0        | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Social Rent                         | 0             | 0        | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Grant and Subsidy                   | 0             | 0        | 0             | 0             | 0              | 0              | 0              | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| <b>INCOME</b>                       | <b>0</b>      | <b>0</b> | <b>0</b>      | <b>0</b>      | <b>0</b>       | <b>0</b>       | <b>194,580</b> | <b>194,580</b> | <b>194,580</b> | <b>194,580</b> | <b>194,580</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>EXPENDITURE</b>                  |               |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Stamp Duty                          | 0             |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Easements etc.                      | 0             |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Legals Acquisition                  | 373           |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Fee                        | 1,925         |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Architects                          | 18,026        |          | 18,026        |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| QS                                  | 1,502         |          | 1,502         |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Consultants                | 3,004         |          | 3,004         |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Other Professional                  | 7,511         |          | 7,511         |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Build Cost - BCIS Base              |               | 0        | 31,496        | 62,991        | 94,487         | 94,487         | 94,487         | 62,991         | 31,496         | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| s106/CIL                            |               | 0        | 3,653         | 7,307         | 10,960         | 10,960         | 10,960         | 7,307          | 3,653          | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Contingency                         |               | 0        | 1,575         | 3,150         | 4,724          | 4,724          | 4,724          | 3,150          | 1,575          | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Abnormals                           |               | 0        | 3,333         | 6,667         | 10,000         | 10,000         | 10,000         | 6,667          | 3,333          | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Finance Fees                        | 10,000        |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Legal and Valuation                 | 10,000        |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Agents                              | 0             | 0        | 0             | 0             | 0              | 0              | 3,892          | 3,892          | 3,892          | 3,892          | 3,892          | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Legals                              | 0             | 0        | 0             | 0             | 0              | 0              | 973            | 973            | 973            | 973            | 973            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Misc.                               |               |          | 5,000         |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| <b>COSTS BEFORE LAND INT AND PR</b> | <b>52,341</b> | <b>0</b> | <b>75,100</b> | <b>80,114</b> | <b>120,171</b> | <b>120,171</b> | <b>125,036</b> | <b>84,979</b>  | <b>44,922</b>  | <b>4,865</b>   | <b>4,865</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>For Residual Valuat</b>          |               |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Land                                | 24,898        |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Interest                            |               | 1,352    | 1,375         | 2,714         | 4,163          | 6,339          | 8,553          | 7,486          | 5,699          | 3,179          | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Profit on Costs                     |               |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Profit on GDV                       |               |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          | 194,580  |
| Cash Flow                           | -77,240       | -1,352   | -76,475       | -82,828       | -124,334       | -126,510       | 60,991         | 102,116        | 143,960        | 186,536        | 189,716        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | -194,580 |
| Opening Balan                       | 0             |          |               |               |                |                |                |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Closing Balan                       | -77,240       | -78,591  | -155,067      | -237,894      | -362,229       | -488,739       | -427,747       | -325,632       | -181,672       | 4,864          | 194,580        | 194,580  | 194,580  | 194,580  | 194,580  | 194,580  | 194,580  | 194,580  | 194,580  | 194,580  | 194,580  | 194,580  | 194,580  | 0        |

SITE NAME Site 5

| INCOME            | Av Size<br>m2                                      | %    | Number | Price<br>£/m2 | GDV<br>£    | GIA<br>m2 |
|-------------------|--|------|--------|---------------|-------------|-----------|
| Market Housing    | 83.5   | 100% | 4      | 2,850         | 951,900     | 334       |
| Shared Ownership  | 83.5   | 0%   | 0      | 1,995         | 0           | 0         |
| Affordable Rent   | 83.5   | 0%   | 0      | 919           | 0           | 0         |
| Social Rent       | 83.5   | 0%   | 0      | 0             | 0           | 0         |
| Grant and Subsidy | Shared Ownership<br>Affordable Rent<br>Social Rent |      |        | 0<br>0<br>0   | 0<br>0<br>0 |           |
| SITE AREA - Net   | 0.10 ha  |      | 40     | /ha           | 951,900     | 334       |
| SITE AREA - Gross | 0.10 ha  |      | 40     | /ha           |             |           |

|                   |            |
|-------------------|------------|
| Sales per Quarter | 6          |
| Unit Build Time   | 3 Quarters |

|                            | Whole Site    | Per ha NET | Per ha GROSS   |
|----------------------------|---------------|------------|----------------|
| Residual Land Value        | 226,522       | 2,265,215  | 2,265,215      |
| Alternative Use Value      | 75,000        |            | 750,000        |
| Uplift                     | 20%<br>15,000 |            | 150,000        |
| Plus /ha                   | 0             |            | 0              |
| <b>Viability Threshold</b> | <b>90,000</b> |            | <b>900,000</b> |

|                   |      |       |       |
|-------------------|------|-------|-------|
| Additional Profit | £/m2 | #REF! | #REF! |
|-------------------|------|-------|-------|

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = #REF!

Check on phasing dwgs nos  
correct

| DEVELOPMENT COSTS            |             |         |                |
|------------------------------|-------------|---------|----------------|
| LAND                         | /unit or m2 | Total   |                |
| Land                         | 56,630      | 226,522 |                |
| Stamp Duty                   |             | 2,265   |                |
| Easements etc.               |             | 0       |                |
| Legals Acquisition           | 1.50%       | 3,398   | 5,663          |
| PLANNING                     |             |         |                |
| Planning Fee                 |             | 1,540   |                |
| Architects                   | 6.00%       | 23,075  |                |
| QS / PM                      | 0.50%       | 1,923   |                |
| Planning Consultants         | 1.00%       | 3,846   |                |
| Other Professional           | 2.50%       | 9,615   | 39,999         |
| CONSTRUCTION                 |             |         |                |
| Build Cost - BCIS Based      | 997         | 332,864 |                |
| s106 / CIL                   |             | 43,400  |                |
| Contingency                  | 2.50%       | 8,322   |                |
| Abnormals                    |             | 0       | 384,586        |
| FINANCE                      |             |         |                |
| Fees                         |             | 10,000  |                |
| Interest                     | 7.00%       |         |                |
| Legal and Valuation          |             | 10,000  | 20,000         |
| SALES                        |             |         |                |
| Agents                       | 2.0%        | 19,038  |                |
| Legals                       | 0.5%        | 4,760   |                |
| Misc.                        |             | 5,000   | 28,798         |
| <b>Developers Profit</b>     |             |         | <b>705,567</b> |
| % of costs (before interest) | 0.00%       |         | 0              |
| % of GDV                     | 20.00%      |         | 190,380        |

| Planning fee calc |      |      |              |
|-------------------|------|------|--------------|
| Planning app fee  | dwgs | rate |              |
| No dwgs           | 4    |      |              |
| No dwgs under     | 4    | 385  | 1,540        |
| No dwgs over £    | 0    | 115  | 0            |
| <b>Total</b>      |      |      | <b>1,540</b> |

| Stamp duty calc - Residual |    |    |              |
|----------------------------|----|----|--------------|
| Land payment               |    |    |              |
| 125,000                    | 0% | 1% | 226,522      |
| 250,000                    | 1% | 0% |              |
| 500,000                    | 3% | 0% |              |
| 1,000,000                  | 4% | 0% |              |
| above                      | 5% | 1% |              |
| <b>Total</b>               |    |    | <b>2,265</b> |

| Stamp duty calc - Add Profit |    |    |              |
|------------------------------|----|----|--------------|
| Land payment                 |    |    |              |
| 125,000                      | 0% | 1% | #REF!        |
| 250,000                      | 1% | 0% |              |
| 500,000                      | 3% | 0% |              |
| 1,000,000                    | 4% | 0% |              |
| above                        | 5% | 1% |              |
| <b>Total</b>                 |    |    | <b>#REF!</b> |

|              |                 |          |
|--------------|-----------------|----------|
| Pre CIL s106 | 0 £/ Unit (all) |          |
| <b>Total</b> |                 | <b>0</b> |

|               |                     |               |
|---------------|---------------------|---------------|
| Post CIL s106 | 2,500 £/ Unit (all) |               |
| CIL           | 100 £/m2            |               |
| <b>Total</b>  |                     | <b>43,400</b> |

| Build Cost     |            | /m2 |       |
|----------------|------------|-----|-------|
| BCIS           | 880        |     |       |
| CFSH           | 18         |     | 2.00% |
| Energy         | 0          |     |       |
| Over-extra 1   | 0          |     |       |
| Over-extra 2   | 11         |     |       |
| Over-extra 3   | 0          |     |       |
| Over-extra 4   | 0          |     |       |
| Infrastructure | 88         |     | 10%   |
| <b>Total</b>   | <b>997</b> |     |       |

RESIDUAL CASH FLOW FOR INTEREST

|                                     | Year 1        |          |               |               | Year 2        |               |                |                | Year 3         |                |          |          | Year 4   |          |          |          | Year 5   |          |          |          | Year 6   |          |          |          |
|-------------------------------------|---------------|----------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|                                     | Q1            | Q2       | Q3            | Q4            | Q1            | Q2            | Q3             | Q4             | Q1             | Q2             | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       |
| <b>INCOME</b>                       |               |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| UNITS Started                       |               |          | 1             | 1             | 1             | 1             |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Market Housing                      |               |          | 0             | 0             | 0             | 0             | 237,975        | 237,975        | 237,975        | 237,975        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Shared Ownership                    |               |          | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Affordable Rent                     |               |          | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Social Rent                         |               |          | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Grant and Subsidy                   |               |          | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| <b>INCOME</b>                       | <b>0</b>      | <b>0</b> | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>237,975</b> | <b>237,975</b> | <b>237,975</b> | <b>237,975</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>EXPENDITURE</b>                  |               |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Stamp Duty                          | 2,265         |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Easements etc.                      | 0             |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Legals Acquisition                  | 3,398         |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Fee                        | 1,540         |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Architects                          | 11,538        |          | 11,538        |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| QS                                  | 961           |          | 961           |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Consultants                | 1,923         |          | 1,923         |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Other Professional                  | 4,807         |          | 4,807         |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Build Cost - BCIS Base              |               | 0        | 27,739        | 55,477        | 83,216        | 83,216        | 55,477         | 27,739         | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| s106/CIL                            |               | 0        | 3,617         | 7,233         | 10,850        | 10,850        | 7,233          | 3,617          | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Contingency                         |               | 0        | 693           | 1,387         | 2,080         | 2,080         | 1,387          | 693            | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Abnormals                           |               | 0        | 0             | 0             | 0             | 0             | 0              | 0              | 0              | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Finance Fees                        | 10,000        |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Legal and Valuation                 | 10,000        |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Agents                              | 0             | 0        | 0             | 0             | 0             | 0             | 4,760          | 4,760          | 4,760          | 4,760          | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Legals                              | 0             | 0        | 0             | 0             | 0             | 0             | 1,190          | 1,190          | 1,190          | 1,190          | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Misc.                               |               |          | 5,000         |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| <b>COSTS BEFORE LAND INT AND PR</b> | <b>46,432</b> | <b>0</b> | <b>56,278</b> | <b>64,098</b> | <b>96,147</b> | <b>96,147</b> | <b>70,047</b>  | <b>37,998</b>  | <b>5,949</b>   | <b>5,949</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>For Residual Valuation</b>       |               |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Land                                | 226,522       |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Interest                            |               | 4,777    | 4,860         | 5,930         | 7,156         | 8,963         | 10,803         | 8,053          | 4,695          | 716            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Profit on Costs                     |               |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Profit on GDV                       |               |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          | 190,380  |
| Cash Flow                           | -272,954      | -4,777   | -61,138       | -70,028       | -103,302      | -105,110      | 157,125        | 191,924        | 227,331        | 231,309        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | -190,380 |
| Opening Balan                       | 0             |          |               |               |               |               |                |                |                |                |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Closing Balan                       | -272,954      | -277,731 | -338,869      | -408,897      | -512,199      | -617,309      | -460,184       | -268,260       | -40,929        | 190,380        | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 190,380  | 0        |

SITE NAME Site 6

| INCOME            | Av Size<br>m2                                      | %    | Number | Price<br>£/m2 | GDV<br>£    | GIA<br>m2 |
|-------------------|--|------|--------|---------------|-------------|-----------|
| Market Housing    | 92.0   | 100% | 3      | 3,100         | 855,600     | 276       |
| Shared Ownership  | 92.0   | 0%   | 0      | 2,170         | 0           | 0         |
| Affordable Rent   | 92.0   | 0%   | 0      | 919           | 0           | 0         |
| Social Rent       | 92.0   | 0%   | 0      | 0             | 0           | 0         |
| Grant and Subsidy | Shared Ownership<br>Affordable Rent<br>Social Rent |      |        | 0<br>0<br>0   | 0<br>0<br>0 |           |
| SITE AREA - Net   | 0.10 ha  |      | 30     | /ha           | 855,600     | 276       |
| SITE AREA - Gross | 0.10 ha  |      | 30     | /ha           |             |           |

|                   |            |
|-------------------|------------|
| Sales per Quarter | 6          |
| Unit Build Time   | 3 Quarters |

|                            | Whole Site     | Per ha NET       | Per ha GROSS     |
|----------------------------|----------------|------------------|------------------|
| <b>Residual Land Value</b> | <b>101,717</b> | <b>1,017,170</b> | <b>1,017,170</b> |
| Alternative Use Value      | 5,000          |                  | 50,000           |
| Uplift 20%                 | 1,000          |                  | 10,000           |
| Plus /ha 250,000           | 25,000         |                  | 250,000          |
| <b>Viability Threshold</b> | <b>31,000</b>  |                  | <b>310,000</b>   |

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = #REF!

Check on phasing dwgs nos  
**correct**

|                   |      |       |       |
|-------------------|------|-------|-------|
| Additional Profit | £/m2 | #REF! | #REF! |
|-------------------|------|-------|-------|

| DEVELOPMENT COSTS       |             |         |         |
|-------------------------|-------------|---------|---------|
| LAND                    | /unit or m2 | Total   |         |
| Land                    | 33,906      |         | 101,717 |
| Stamp Duty              |             | 0       |         |
| Easements etc.          |             | 0       |         |
| Legals Acquisition      | 1.50%       | 1,526   | 1,526   |
| PLANNING                |             |         |         |
| Planning Fee            |             | 1,155   |         |
| Architects              | 6.00%       | 26,779  |         |
| QS / PM                 | 0.50%       | 2,232   |         |
| Planning Consultants    | 1.00%       | 4,463   |         |
| Other Professional      | 2.50%       | 11,158  | 45,786  |
| CONSTRUCTION            |             |         |         |
| Build Cost - BCIS Based | 1,454       | 401,183 |         |
| s106 / CIL              |             | 35,100  |         |
| Contingency             | 2.50%       | 10,030  |         |
| Abnormals               |             | 0       | 446,312 |
| FINANCE                 |             |         |         |
| Fees                    |             | 10,000  |         |
| Interest                | 7.00%       |         | 20,000  |
| Legal and Valuation     |             | 10,000  | 20,000  |
| SALES                   |             |         |         |
| Agents                  | 2.0%        | 17,112  |         |
| Legals                  | 0.5%        | 4,278   |         |
| Misc.                   |             | 5,000   | 26,390  |
| <b>641,731</b>          |             |         |         |

| Developers Profit            |        |  |         |
|------------------------------|--------|--|---------|
| % of costs (before interest) | 0.00%  |  | 0       |
| % of GDV                     | 20.00% |  | 171,120 |

| Planning fee calc |      |      |              |
|-------------------|------|------|--------------|
| Planning app fe   | dwgs | rate |              |
| No dwgs           | 3    |      |              |
| No dwgs under     | 3    | 385  | 1,155        |
| No dwgs over £    | 0    | 115  | 0            |
| <b>Total</b>      |      |      | <b>1,155</b> |

| Build Cost     |       |       | /m2 |
|----------------|-------|-------|-----|
| BCIS           | 1,288 |       |     |
| CFSH           | 26    | 2.00% |     |
| Energy         | 0     |       |     |
| Over-extra 1   | 0     |       |     |
| Over-extra 2   | 11    |       |     |
| Over-extra 3   | 0     |       |     |
| Over-extra 4   | 0     |       |     |
| Infrastructure | 129   | 10%   |     |
| <b>1,454</b>   |       |       |     |

| Stamp duty calc - Residual |    |    |          |
|----------------------------|----|----|----------|
| Land payment               |    |    |          |
| 125,000                    | 0% | 0% | 101,717  |
| 250,000                    | 1% | 0% |          |
| 500,000                    | 3% | 0% |          |
| 1,000,000                  | 4% | 0% |          |
| above                      | 5% | 0% |          |
| <b>Total</b>               |    |    | <b>0</b> |

| Stamp duty calc - Add Profit |    |    |              |
|------------------------------|----|----|--------------|
| Land payment                 |    |    |              |
| 125,000                      | 0% | 0% | #REF!        |
| 250,000                      | 1% | 0% |              |
| 500,000                      | 3% | 0% |              |
| 1,000,000                    | 4% | 0% |              |
| above                        | 5% | 0% |              |
| <b>Total</b>                 |    |    | <b>#REF!</b> |

|              |                 |          |
|--------------|-----------------|----------|
| Pre CIL s106 | 0 £/ Unit (all) |          |
| <b>Total</b> |                 | <b>0</b> |

|               |                     |               |
|---------------|---------------------|---------------|
| Post CIL s106 | 2,500 £/ Unit (all) |               |
| CIL           | 100 £/m2            |               |
| <b>Total</b>  |                     | <b>35,100</b> |

RESIDUAL CASH FLOW FOR INTEREST

|                                     | Year 1        |          |               |               | Year 2        |               |                |               | Year 3         |          |                |          | Year 4   |          |          |          | Year 5   |          |          |          | Year 6   |          |          |          |
|-------------------------------------|---------------|----------|---------------|---------------|---------------|---------------|----------------|---------------|----------------|----------|----------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|                                     | Q1            | Q2       | Q3            | Q4            | Q1            | Q2            | Q3             | Q4            | Q1             | Q2       | Q3             | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       |
| <b>INCOME</b>                       |               |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| UNITS Started                       |               |          | 1             |               | 1             |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Market Housing                      |               |          | 0             | 0             | 0             | 0             | 285,200        | 0             | 285,200        | 0        | 285,200        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Shared Ownership                    |               |          | 0             | 0             | 0             | 0             | 0              | 0             | 0              | 0        | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Affordable Rent                     |               |          | 0             | 0             | 0             | 0             | 0              | 0             | 0              | 0        | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Social Rent                         |               |          | 0             | 0             | 0             | 0             | 0              | 0             | 0              | 0        | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Grant and Subsidy                   |               |          | 0             | 0             | 0             | 0             | 0              | 0             | 0              | 0        | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| <b>INCOME</b>                       | <b>0</b>      | <b>0</b> | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>285,200</b> | <b>0</b>      | <b>285,200</b> | <b>0</b> | <b>285,200</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>EXPENDITURE</b>                  |               |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Stamp Duty                          | 0             |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Easements etc.                      | 0             |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Legals Acquisition                  | 1,526         |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Fee                        | 1,155         |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Architects                          | 13,389        |          | 13,389        |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| QS                                  | 1,116         |          | 1,116         |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Consultants                | 2,232         |          | 2,232         |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Other Professional                  | 5,579         |          | 5,579         |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Build Cost - BCIS Base              |               | 0        | 44,576        | 44,576        | 89,152        | 44,576        | 89,152         | 44,576        | 44,576         | 0        | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| s106/CIL                            |               | 0        | 3,900         | 3,900         | 7,800         | 3,900         | 7,800          | 3,900         | 3,900          | 0        | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Contingency                         |               | 0        | 1,114         | 1,114         | 2,229         | 1,114         | 2,229          | 1,114         | 1,114          | 0        | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Abnormals                           |               | 0        | 0             | 0             | 0             | 0             | 0              | 0             | 0              | 0        | 0              | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Finance Fees                        | 10,000        |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Legal and Valuation                 | 10,000        |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Agents                              | 0             | 0        | 0             | 0             | 0             | 0             | 5,704          | 0             | 5,704          | 0        | 5,704          | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Legals                              | 0             | 0        | 0             | 0             | 0             | 0             | 1,426          | 0             | 1,426          | 0        | 1,426          | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Misc.                               |               |          | 5,000         |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| <b>COSTS BEFORE LAND INT AND PR</b> | <b>44,996</b> | <b>0</b> | <b>76,906</b> | <b>49,590</b> | <b>99,180</b> | <b>49,590</b> | <b>106,310</b> | <b>49,590</b> | <b>56,720</b>  | <b>0</b> | <b>7,130</b>   | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>For Residual Valuatio</b>        |               |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Land                                | 101,717       |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Interest                            |               | 2,567    | 2,612         | 4,004         | 4,942         | 6,764         | 7,750          | 4,755         | 5,706          | 1,808    | 1,839          | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Profit on Costs                     |               |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Profit on GDV                       |               |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          | 171,120  |
| Cash Flow                           | -146,713      | -2,567   | -79,518       | -53,594       | -104,122      | -56,354       | 171,139        | -54,346       | 222,773        | -1,808   | 276,231        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | -171,120 |
| Opening Balanc                      | 0             |          |               |               |               |               |                |               |                |          |                |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Closing Balanc                      | -146,713      | -149,281 | -228,799      | -282,393      | -386,516      | -442,870      | -271,731       | -326,076      | -103,303       | -105,111 | 171,120        | 171,120  | 171,120  | 171,120  | 171,120  | 171,120  | 171,120  | 171,120  | 171,120  | 171,120  | 171,120  | 171,120  | 171,120  | 0        |



SITE NAME Site 7

| INCOME            | Av Size<br>m2    | %    | Number | Price<br>£/m2 | GDV<br>£ | GIA<br>m2 |
|-------------------|------------------|------|--------|---------------|----------|-----------|
| Market Housing    | 111.0            | 100% | 1      | 3,300         | 366,300  | 111       |
| Shared Ownership  | 111.0            | 0%   | 0      | 2,310         | 0        | 0         |
| Affordable Rent   | 111.0            | 0%   | 0      | 919           | 0        | 0         |
| Social Rent       | 111.0            | 0%   | 0      | 0             | 0        | 0         |
| Grant and Subsidy | Shared Ownership |      |        | 0             | 0        |           |
|                   | Affordable Rent  |      |        | 0             | 0        |           |
|                   | Social Rent      |      |        | 0             | 0        |           |
| SITE AREA - Net   | 0.10 ha          |      | 10     | /ha           | 366,300  | 111       |
| SITE AREA - Gross | 0.10 ha          |      | 10     | /ha           |          |           |

|                   |            |
|-------------------|------------|
| Sales per Quarter | 12         |
| Unit Build Time   | 3 Quarters |

|                            | Whole Site    | Per ha NET | Per ha GROSS   |
|----------------------------|---------------|------------|----------------|
| Residual Land Value        | 42,456        | 424,556    | 424,556        |
| Alternative Use Value      | 5,000         |            | 50,000         |
| Uplift                     | 20%           | 1,000      | 10,000         |
| Plus /ha                   | 250,000       | 25,000     | 250,000        |
| <b>Viability Threshold</b> | <b>31,000</b> |            | <b>310,000</b> |

RUN Residual MACRO ctrl+r  
Closing balance = 0

RUN CIL MACRO ctrl+l  
Closing balance = #REF!

Check on phasing dwgs nos  
**correct**

|                   |       |       |
|-------------------|-------|-------|
| Additional Profit | #REF! | #REF! |
|-------------------|-------|-------|

| DEVELOPMENT COSTS            |             |         |                |
|------------------------------|-------------|---------|----------------|
| LAND                         | /unit or m2 | Total   |                |
| Land                         | 42,456      | 42,456  |                |
| Stamp Duty                   |             | 0       |                |
| Easements etc.               |             | 0       |                |
| Legals Acquisition           | 1.50%       | 637     | 637            |
| PLANNING                     |             |         |                |
| Planning Fee                 |             | 385     |                |
| Architects                   | 6.00%       | 10,739  |                |
| QS / PM                      | 0.50%       | 895     |                |
| Planning Consultants         | 1.00%       | 1,790   |                |
| Other Professional           | 2.50%       | 4,474   | 18,283         |
| CONSTRUCTION                 |             |         |                |
| Build Cost - BCIS Based      | 1,454       | 161,345 |                |
| s106 / CIL                   |             | 13,600  |                |
| Contingency                  | 2.50%       | 4,034   |                |
| Abnormals                    |             | 0       | 178,979        |
| FINANCE                      |             |         |                |
| Fees                         |             | 10,000  |                |
| Interest                     | 7.00%       |         |                |
| Legal and Valuation          |             | 10,000  | 20,000         |
| SALES                        |             |         |                |
| Agents                       | 2.0%        | 7,326   |                |
| Legals                       | 0.5%        | 1,832   |                |
| Misc.                        |             | 5,000   | 14,158         |
|                              |             |         | <b>274,512</b> |
| Developers Profit            |             |         |                |
| % of costs (before interest) | 0.00%       |         | 0              |
| % of GDV                     | 20.00%      |         | <b>73,260</b>  |

| Planning fee calc |      |      |            |
|-------------------|------|------|------------|
| Planning app fee  | dwgs | rate |            |
| No dwgs           | 1    |      |            |
| No dwgs under     | 1    | 385  | 385        |
| No dwgs over £    | 0    | 115  | 0          |
| <b>Total</b>      |      |      | <b>385</b> |

| Build Cost     |       |       | /m2          |
|----------------|-------|-------|--------------|
| BCIS           | 1,288 |       |              |
| CFSH           | 26    | 2.00% |              |
| Energy         | 0     |       |              |
| Over-extra 1   | 0     |       |              |
| Over-extra 2   | 11    |       |              |
| Over-extra 3   | 0     |       |              |
| Over-extra 4   | 0     |       |              |
| Infrastructure | 129   | 10%   |              |
| <b>Total</b>   |       |       | <b>1,454</b> |

| Stamp duty calc - Residual |    |    |          |
|----------------------------|----|----|----------|
| Land payment               |    |    |          |
| 125,000                    | 0% | 0% | 42,456   |
| 250,000                    | 1% | 0% |          |
| 500,000                    | 3% | 0% |          |
| 1,000,000                  | 4% | 0% |          |
| above                      | 5% | 0% |          |
| <b>Total</b>               |    |    | <b>0</b> |

| Stamp duty calc - Add Profit |    |    |              |
|------------------------------|----|----|--------------|
| Land payment                 |    |    |              |
| 125,000                      | 0% | 0% | #REF!        |
| 250,000                      | 1% | 0% |              |
| 500,000                      | 3% | 0% |              |
| 1,000,000                    | 4% | 0% |              |
| above                        | 5% | 0% |              |
| <b>Total</b>                 |    |    | <b>#REF!</b> |

|              |                 |  |
|--------------|-----------------|--|
| Pre CIL s106 | 0 £/ Unit (all) |  |
| <b>Total</b> | <b>0</b>        |  |

|               |                     |  |
|---------------|---------------------|--|
| Post CIL s106 | 2,500 £/ Unit (all) |  |
| CIL           | 100 £/m2            |  |
| <b>Total</b>  | <b>13,600</b>       |  |

| RESIDUAL CASH FLOW FOR INTEREST     | Year 1        |          |               |               | Year 2        |          |              |          | Year 3   |          |          |          | Year 4   |          |          |          | Year 5   |          |          |          | Year 6   |          |          |          |
|-------------------------------------|---------------|----------|---------------|---------------|---------------|----------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|                                     | Q1            | Q2       | Q3            | Q4            | Q1            | Q2       | Q3           | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       | Q1       | Q2       | Q3       | Q4       |
| <b>INCOME</b>                       | 0             | 0        | 0             | 0             | 0             | 0        | 366,300      | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| UNITS Started                       | 1             |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Market Housing                      |               |          |               | 0             | 0             | 0        | 366,300      | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Shared Ownership                    |               |          |               | 0             | 0             | 0        | 0            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Affordable Rent                     |               |          |               | 0             | 0             | 0        | 0            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Social Rent                         |               |          |               | 0             | 0             | 0        | 0            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Grant and Subsidy                   |               |          |               | 0             | 0             | 0        | 0            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| <b>EXPENDITURE</b>                  |               |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Stamp Duty                          | 0             |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Easements etc.                      | 0             |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Legals Acquisition                  | 637           |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Fee                        | 385           |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Architects                          | 5,369         |          | 5,369         |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| QS                                  | 447           |          | 447           |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Planning Consultants                | 895           |          | 895           |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Other Professional                  | 2,237         |          | 2,237         |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Build Cost - BCIS Base              |               | 0        | 53,782        | 53,782        | 53,782        | 0        | 0            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| s106/CIL                            |               | 0        | 4,533         | 4,533         | 4,533         | 0        | 0            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Contingency                         |               | 0        | 1,345         | 1,345         | 1,345         | 0        | 0            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Abnormals                           |               | 0        | 0             | 0             | 0             | 0        | 0            | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Finance Fees                        | 10,000        |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Legal and Valuation                 | 10,000        |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Agents                              | 0             | 0        | 0             | 0             | 0             | 0        | 7,326        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Legals                              | 0             | 0        | 0             | 0             | 0             | 0        | 1,832        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Misc.                               |               |          | 5,000         |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| <b>COSTS BEFORE LAND INT AND PR</b> | <b>29,971</b> | <b>0</b> | <b>73,609</b> | <b>59,660</b> | <b>59,660</b> | <b>0</b> | <b>9,158</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> |
| <b>For Residual Valuat</b>          |               |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Land                                | 42,456        |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Interest                            |               | 1,267    | 1,290         | 2,600         | 3,690         | 4,799    | 4,883        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        |
| Profit on Costs                     |               |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Profit on GDV                       |               |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          | 73,260   |
| Cash Flow                           | -72,426       | -1,267   | -74,898       | -62,260       | -63,350       | -4,799   | 352,260      | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | 0        | -73,260  |
| Opening Balan                       | 0             |          |               |               |               |          |              |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Closing Balanc                      | -72,426       | -73,694  | -148,592      | -210,852      | -274,201      | -279,000 | 73,260       | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 73,260   | 0        |

|                        |                     |        | Site 1             | Site 2             | Site 3        | Site 4           | Site 5            | Site 6        | Site 7        |
|------------------------|---------------------|--------|--------------------|--------------------|---------------|------------------|-------------------|---------------|---------------|
| Location               |                     |        | ##                 | ##                 | ##            | ##               | ##                | ##            | ##            |
| Green/brown field Use  |                     |        | Green Agricultural | Green Agricultural | Green Paddock | Brown Industrial | Green Residential | Green Paddock | Green Paddock |
| Site Area              | Gross               | ha     | 2.5                | 0.57               | 0.3           | 0.12             | 0.1               | 0.1           | 0.1           |
|                        | Net                 | ha     | 1.75               | 0.57               | 0.3           | 0.12             | 0.1               | 0.1           | 0.1           |
| Units                  | 0                   | 0      | 110                | 24                 | 12            | 5                | 4                 | 3             | 1             |
| Mix                    | Market              |        | 77.39%             | 77.39%             | 77.39%        | 100.00%          | 100.00%           | 100.00%       | 100.00%       |
|                        | Intermediate to Buy |        | 4.52%              | 4.52%              | 4.52%         | 0.00%            | 0.00%             | 0.00%         | 0.00%         |
|                        | Affordable Rent     |        | 18.09%             | 18.09%             | 18.09%        | 0.00%            | 0.00%             | 0.00%         | 0.00%         |
|                        | Social Rent         |        | 0.00%              | 0.00%              | 0.00%         | 0.00%            | 0.00%             | 0.00%         | 0.00%         |
| Alternative Land Value | £/ha                |        | 25,000             | 25,000             | 50,000        | 350,000          | 750,000           | 50,000        | 50,000        |
|                        | £ site              |        | 62,500             | 14,250             | 15,000        | 42,000           | 75,000            | 5,000         | 5,000         |
| Uplift                 | £/ha                |        | 255,000            | 255,000            | 260,000       | 70,000           | 150,000           | 260,000       | 260,000       |
|                        | £ site              |        | 637,500            | 145,350            | 78,000        | 8,400            | 15,000            | 26,000        | 26,000        |
| Viability Threshold    | £/ha                |        | 280,000            | 280,000            | 310,000       | 420,000          | 900,000           | 310,000       | 310,000       |
|                        | £ site              |        | 700,000            | 159,600            | 93,000        | 50,400           | 90,000            | 31,000        | 31,000        |
| Residual Value         | Gross               | £/ha   | 429,151            | 968,035            | 833,333       | 207,486          | 2,265,215         | 1,017,170     | 424,556       |
|                        | Net                 | £/ha   | 613,072            | 968,035            | 833,333       | 207,486          | 2,265,215         | 1,017,170     | 424,556       |
|                        |                     | £ site | 1,072,877          | 551,780            | 250,000       | 24,898           | 226,522           | 101,717       | 42,456        |

# Appendix 3 – Older Peoples Housing Appraisal Results

| Units               | AFFORDABLE% | Greenfield |           |           |           |           |            |            |            | Brownfield |            |            |            |            |            |            |            | EXTRA CARE |            |            |            |            |            |            |            |            |            |             |            |            |            |            |            |            |             |           |         |
|---------------------|-------------|------------|-----------|-----------|-----------|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|------------|------------|------------|------------|------------|------------|-------------|-----------|---------|
|                     |             | 0%         | 20%       | 30%       | 40%       | 50%       | 60%        | 70%        | 80%        | 90%        | 100%       | 0%         | 20%        | 30%        | 40%        | 50%        | 60%        | 70%        | 80%        | 90%        | 100%       | 0%         | 20%        | 30%        | 40%        | 50%        | 60%        | 70%         | 80%        | 90%        | 100%       |            |            |            |             |           |         |
| 1 bed               | 50 m2       | 20         | 25        | 25        | 25        | 25        | 25         | 25         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24         | 24          | 24         | 24         | 24         | 24         | 24         | 24         | 24          |           |         |
| 2 bed               | 75 m2       | 20         | 25        | 25        | 25        | 25        | 25         | 25         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16         | 16          | 16         | 16         | 16         | 16         | 16         | 16         | 16          |           |         |
| Suitable Area       |             | 2,875      | 2,875     | 2,875     | 2,875     | 2,875     | 2,875      | 2,875      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400       | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400      | 2,400       |           |         |
| Non-suit. GIA       |             | 3,400      | 3,400     | 3,400     | 3,400     | 3,400     | 3,400      | 3,400      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240       | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240      | 3,240       |           |         |
| EN2                 | Market/m2   | 2,775      | 2,775     | 2,775     | 2,775     | 2,775     | 2,775      | 2,775      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930       | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930      | 2,930       |           |         |
| Mix/m2              | 2,875       | 2,875      | 2,875     | 2,875     | 2,875     | 2,875     | 2,875      | 2,875      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500       | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500      | 2,500       |           |         |
| Affordable/m2       | 3,775       | 3,775      | 3,775     | 3,775     | 3,775     | 3,775     | 3,775      | 3,775      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580       | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580      | 3,580       | 3,580     |         |
| Affordable/m2       | 4,100       | 4,100      | 4,100     | 4,100     | 4,100     | 4,100     | 4,100      | 4,100      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800       | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800      | 3,800       | 3,800     |         |
| Capital Value       |             | 7,979,125  | 6,930,253 | 6,277,225 | 5,447,225 | 4,847,225 | 4,411,225  | 4,082,240  | 3,842,240  | 3,618,240  | 3,402,240  | 3,192,240  | 3,000,000  | 2,824,000  | 2,664,000  | 2,516,000  | 2,384,000  | 2,264,000  | 2,156,000  | 2,060,000  | 1,976,000  | 1,904,000  | 1,844,000  | 1,796,000  | 1,760,000  | 1,736,000  | 1,724,000  | 1,724,000   | 1,736,000  | 1,760,000  | 1,800,000  | 1,844,000  | 1,896,000  | 1,960,000  | 2,040,000   |           |         |
| Cost                |             | 10,000     | 10,000    | 10,000    | 10,000    | 10,000    | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000      | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000     | 10,000      |           |         |
| Land Used           |             | 25,000     | 25,000    | 25,000    | 25,000    | 25,000    | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000      | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000      |           |         |
| Construction        |             | 1,029      | 1,029     | 1,029     | 1,029     | 1,029     | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029       | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029      | 1,029       | 1,029     |         |
| Infrastructure      |             | 3,550,050  | 3,550,050 | 3,550,050 | 3,550,050 | 3,550,050 | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050   | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050  | 3,550,050   | 3,550,050 |         |
| Fees                |             | 355,005    | 355,005   | 355,005   | 355,005   | 355,005   | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005     | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005    | 355,005     | 355,005   |         |
| Contingency         |             | 297,500    | 297,500   | 297,500   | 297,500   | 297,500   | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500     | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500    | 297,500     | 297,500   |         |
| Finance Costs       |             | 25,000     | 25,000    | 25,000    | 25,000    | 25,000    | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000      | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000      | 25,000    |         |
| Misc. Financial     |             | 319,125    | 276,637   | 255,095   | 249,421   | 243,749   | 238,240    | 232,960    | 227,960    | 223,220    | 218,920    | 215,000    | 211,480    | 208,320    | 205,500    | 203,000    | 200,800    | 198,900    | 197,300    | 196,000    | 195,000    | 194,300    | 193,900    | 193,700    | 193,700    | 193,900    | 194,300    | 195,000     | 196,000    | 197,300    | 198,900    | 200,800    | 203,000    | 205,500    | 208,320     | 211,480   |         |
| Subtotal            |             | 5,025,476  | 4,932,240 | 4,875,154 | 4,859,107 | 4,823,950 | 4,775,112  | 4,717,240  | 4,654,240  | 4,587,240  | 4,517,240  | 4,445,240  | 4,372,240  | 4,300,000  | 4,228,000  | 4,158,000  | 4,090,000  | 4,024,000  | 3,960,000  | 3,900,000  | 3,844,000  | 3,790,000  | 3,740,000  | 3,694,000  | 3,650,000  | 3,610,000  | 3,574,000  | 3,544,000   | 3,520,000  | 3,500,000  | 3,484,000  | 3,472,000  | 3,464,000  | 3,460,000  | 3,460,000   |           |         |
| Interest            |             | 175,890    | 172,384   | 170,630   | 169,754   | 168,877   | 167,999    | 167,121    | 166,244    | 165,367    | 164,489    | 163,611    | 162,734    | 161,857    | 160,980    | 160,103    | 159,226    | 158,349    | 157,472    | 156,595    | 155,718    | 154,841    | 153,964    | 153,087    | 152,210    | 151,333    | 150,456    | 149,579     | 148,702    | 147,825    | 146,948    | 146,071    | 145,194    | 144,317    | 143,440     | 142,563   |         |
| Profit & GDV        |             | 1,630,803  | 1,416,662 | 1,309,531 | 1,206,056 | 1,105,230 | 1,007,054  | 914,278    | 827,002    | 745,226    | 669,450    | 599,674    | 536,900    | 481,126    | 432,352    | 390,578    | 355,804    | 328,030    | 307,256    | 293,482    | 285,708    | 283,934    | 287,160    | 293,386    | 302,612    | 314,838    | 330,064    | 348,290     | 369,516    | 393,742    | 421,968    | 454,194    | 490,420    | 528,646    | 568,872     | 609,098   |         |
| CD215               |             | 6,972,130  | 6,664,234 | 6,495,276 | 6,415,917 | 6,336,458 | 6,256,999  | 6,177,540  | 6,098,081  | 6,018,622  | 5,939,163  | 5,859,704  | 5,780,245  | 5,700,786  | 5,621,327  | 5,541,868  | 5,462,409  | 5,382,950  | 5,303,491  | 5,224,032  | 5,144,573  | 5,065,114  | 4,985,655  | 4,906,196  | 4,826,737  | 4,747,278  | 4,667,819  | 4,588,360   | 4,508,901  | 4,429,442  | 4,349,983  | 4,270,524  | 4,191,065  | 4,111,606  | 4,032,147   | 3,952,688 |         |
| Residual Land Worth |             | 1,005,995  | 256,611   | -118,051  | -316,392  | -492,733  | -669,074   | -845,415   | -1,021,756 | -1,200,097 | -1,380,438 | -1,562,779 | -1,748,120 | -1,936,461 | -2,127,802 | -2,322,143 | -2,520,484 | -2,721,825 | -2,926,166 | -3,133,507 | -3,343,848 | -3,557,189 | -3,773,530 | -3,992,871 | -4,215,212 | -4,441,553 | -4,671,894 | -4,906,235  | -5,144,576 | -5,386,917 | -5,633,258 | -5,884,600 | -6,140,941 | -6,402,282 | -6,668,623  |           |         |
| Additional Profit   |             | 866,995    | 116,631   | -259,051  | -463,392  | -632,733  | -800,074   | -977,415   | -1,164,756 | -1,363,097 | -1,572,438 | -1,792,779 | -2,024,120 | -2,266,461 | -2,520,802 | -2,787,143 | -3,055,484 | -3,335,825 | -3,628,166 | -3,932,507 | -4,248,848 | -4,577,189 | -4,918,530 | -5,272,871 | -5,640,212 | -6,021,553 | -6,416,894 | -6,826,235  | -7,249,576 | -7,686,917 | -8,138,258 | -8,604,600 | -9,085,941 | -9,581,282 | -10,091,623 |           |         |
| EN2                 |             | 251        | 251       | 251       | 251       | 251       | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251        | 251         | 251        | 251        | 251        | 251        | 251        | 251        | 251         | 251       |         |
| Existing Use Value  |             | 25,000     | 25,000    | 25,000    | 25,000    | 25,000    | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000      | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000     | 25,000      | 25,000    |         |
| Viability Threshold |             | 280,000    | 280,000   | 280,000   | 280,000   | 280,000   | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000     | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000    | 280,000     | 280,000   | 280,000 |
| Residual Value      |             | 2,011,991  | 313,263   | -258,041  | -670,794  | -984,486  | -1,306,237 | -1,632,437 | -1,968,637 | -2,314,837 | -2,671,037 | -3,037,237 | -3,413,437 | -3,800,637 | -4,198,837 | -4,608,037 | -5,028,237 | -5,458,437 | -5,898,637 | -6,348,837 | -6,809,037 | -7,279,237 | -7,759,437 | -8,249,637 | -8,749,837 | -9,259,037 | -9,778,237 | -10,307,437 | -10,846    |            |            |            |            |            |             |           |         |



# Appendix 4 – Retail Appraisal Results

|        |                            | Greenfield          |                      |                  |                  | Brownfield          |                      |                  |                  |                |
|--------|----------------------------|---------------------|----------------------|------------------|------------------|---------------------|----------------------|------------------|------------------|----------------|
|        |                            | Larger Supermarkets | Smaller Supermarkets | Retail Warehouse | Shops            | Larger Supermarkets | Smaller Supermarkets | Retail Warehouse | Shops            |                |
| Income | m2                         | 4000                | 1,700                | 3,000            |                  | 4,000               | 1,700                | 3,000            | 150              |                |
|        | £/m2                       | 2,800               | 2,300                | 1,500            |                  | 2,800               | 2,300                | 1,500            | 1,500            |                |
|        | <b>Capital Value</b>       | <b>11,200,000</b>   | <b>3,910,000</b>     | <b>4,500,000</b> |                  | <b>11,200,000</b>   | <b>3,910,000</b>     | <b>4,500,000</b> | <b>225,000</b>   |                |
| Costs  | Land Used                  | ha                  | 2.000                | 0.400            | 1.500            |                     | 2.000                | 0.400            | 1.500            | 0.017          |
|        |                            | £/ha                | 25,000               | 25,000           | 25,000           |                     | 350,000              | 350,000          | 350,000          | 2,000,000      |
|        |                            | Uplift £/ha         | 250,000              | 250,000          | 250,000          |                     | 0                    | 0                | 0                | 0              |
|        |                            | 20.00%              | 5,000                | 5,000            | 5,000            |                     | 70,000               | 70,000           | 70,000           | 400,000        |
|        |                            | <b>Cost</b>         | <b>560,000</b>       | <b>112,000</b>   | <b>420,000</b>   | <b>0</b>            | <b>840,000</b>       | <b>168,000</b>   | <b>630,000</b>   | <b>40,000</b>  |
|        | Strategic Promotion        |                     | 10,000               | 10,000           | 10,000           |                     | 10,000               | 10,000           | 10,000           | 10,000         |
|        | Planning                   |                     | 10,000               | 10,000           | 10,000           |                     | 10,000               | 10,000           | 10,000           | 10,000         |
|        | Construction               | /m2                 | 1175                 | 855              | 535              |                     | 1175                 | 855              | 535              | 715            |
|        |                            | £                   | 4,700,000            | 1,453,500        | 1,605,000        | 0                   | 4,700,000            | 1,453,500        | 1,605,000        | 107,250        |
|        | Infrastructure             | 10.00%              | 470,000              | 145,350          | 160,500          | 0                   | 470,000              | 145,350          | 160,500          | 10,725         |
|        | Abnormals                  | 10.00%              |                      |                  |                  |                     | 470,000              | 145,350          | 160,500          | 10,725         |
|        | Fees                       | 8.00%               | 376,000              | 116,280          | 128,400          | 0                   | 376,000              | 116,280          | 128,400          | 8,580          |
|        | Contingency                | 2.5% & 5%           | 117,500              | 36,338           | 40,125           | 0                   | 235,000              | 72,675           | 80,250           | 5,363          |
|        | Finance Costs              |                     | 5,000                | 5,000            | 5,000            |                     | 5,000                | 5,000            | 5,000            | 5,000          |
|        | Sales                      | 3.00%               | 336,000              | 117,300          | 135,000          | 0                   | 336,000              | 117,300          | 135,000          | 6,750          |
|        | Misc. Financial            |                     | 5,000                | 5,000            | 5,000            |                     | 5,000                | 5,000            | 5,000            | 5,000          |
|        | <b>Subtotal</b>            |                     | <b>6,029,500</b>     | <b>1,898,768</b> | <b>2,099,025</b> | <b>0</b>            | <b>6,617,000</b>     | <b>2,080,455</b> | <b>2,299,650</b> | <b>179,393</b> |
|        | Interest                   | 7.00%               | 422,065              | 132,914          | 146,932          | 0                   | 463,190              | 145,632          | 160,976          | 12,557         |
|        | Profit % GDV               | 20.00%              | 2,324,413            | 808,583          | 929,386          | 0                   | 2,332,638            | 811,126          | 932,195          | 47,511         |
|        | <b>COSTS</b>               |                     | <b>9,335,978</b>     | <b>2,952,264</b> | <b>3,595,343</b> | <b>0</b>            | <b>10,252,828</b>    | <b>3,205,213</b> | <b>4,022,821</b> | <b>279,461</b> |
|        | <b>Residual Land Worth</b> |                     | <b>1,864,022</b>     | <b>957,736</b>   | <b>904,657</b>   | <b>0</b>            | <b>947,172</b>       | <b>704,787</b>   | <b>477,179</b>   | <b>-54,461</b> |
|        | Additional Profit          |                     | 1,304,022            | 845,736          | 484,657          | 0                   | 107,172              | 536,787          | -152,821         | -94,461        |
|        |                            |                     | 326                  | 497              | 162              | #DIV/0!             | 27                   | 316              | -51              | -630           |
|        | Existing Use Value         |                     | 25,000               | 25,000           | 25,000           | 0                   | 350,000              | 350,000          | 350,000          | 2,000,000      |
|        | Viability Threshold        |                     | 280,000              | 280,000          | 280,000          | 0                   | 420,000              | 420,000          | 420,000          | 2,400,000      |
|        | Residual Value             |                     | 932,011              | 2,394,340        | 603,105          | #DIV/0!             | 473,586              | 1,761,967        | 318,120          | -3,267,688     |

**HDH Planning & Development (HDH) Ltd** is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers.

The firm is led by Simon Drummond-Hay who is a Chartered Surveyor, Associate of Chartered Institute of Housing and senior development professional with a wide experience of both development and professional practice. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments
- Future Housing Numbers Analysis (post RSS target setting)

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