Appendix 1 – Consultation Presentation – 17th October 2016

The pages in this appendix are not numbered.

States of Jersey

Community Infrastructure Levy (CIL)

Viability Study - **Consultation Event**
Methodology, Assumptions

17th October 2016

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Agenda

- CIL
  - Development Taxes
  - The English situation
- Methodology
- Harman Guidance / RICS Guidance
- Main Assumptions
  - Prices
  - Costs
  - Commercial prices
- Modelling
- The Viability Test
- Infrastructure – Inputs into Viability
- Moving Forward

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Development Taxes

- Capital gains on landowner
  - based on two valuations
- Community Infrastructure Levy (CIL)
  - at a fixed rate (£/m^2)
- 'Local Infrastructure Tariff' (LIT)
  - % of GDV, based on one valuation
- Others
  - e.g. based on % of costs (one valuation)

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Community Infrastructure Levy (UK)

- On net new development
- £/m^2
- Set by area and/or development type
- Once set mandatory – no negotiation
- Few exceptions (affordable / charity)
- Paid as per instalment policy
- Informed by a high level viability assessment
- To fund infrastructure to deliver the Plan

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The key issues

- What would the effect of CIL be on viability
- Will development still come forward to implement and deliver the Island Plan

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England's NPPF 173 / 174

… 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 …

… the cumulative impact of these standards and policies should not put implementation of the plan at **serious risk** …

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UK CIL Regulations

14 … charging authority must strike an appropriate balance between (a) the desirability of funding from CIL (in whole or in part) the … estimated total cost of infrastructure required to support the development of its area… the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development…

PPG ID: 25-038-20140612

… the proposed rate or rates are informed by and consistent with the evidence on economic viability across the charging authority's area; and evidence has been provided that shows the proposed rate or rates would not threaten delivery of the relevant Plan as a whole …

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Viability Testing - Guidance

THERE IS NO STATUTORY GUIDANCE

England's NPPF says:
'*Evidence supporting the assessment should be proportionate, using only appropriate available evidence'.*

UK's CIL guidance 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.

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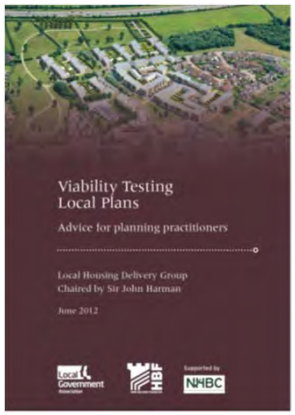
Harman / RICS



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What is viability?

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

Local Housing Delivery Group. Viability Testing in Local Plans – Advice for planning practitioners. (LGA/HBF – Sir John Harman) June 2012

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What is viability?

An objective financial viability test of the ability of a development project to meet its costs including the cost of planning obligations, while ensuring an appropriate Site Value for the landowner and a market risk adjusted return to the developer in delivering that project. (Where viability is being used to test and inform planning policy it will be necessary to substitute "a development project" into the wider context)

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

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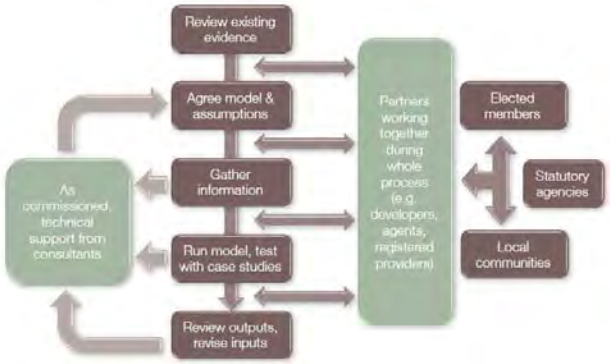
Engagement Phases



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Methodology

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Standard Viability Test

STEP 1

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

RESIDUAL VALUE

STEP 2

Residual Value v Existing / Alternative Use Value

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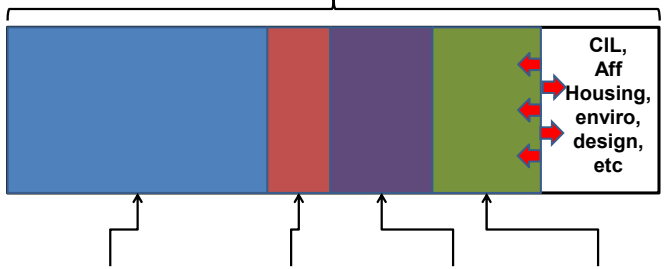
Gross Development Value

All income from a Scheme



Construction
Site Remediation
Abnormals
S106
Etc.

Fees
Design
Engineer
Sales
Etc.

Profit
Developers
Builders

Land
Existing / Alternative Land Value
+ uplift

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Additional Profit

Gross Development Value
(The combined value of the complete development including x% affordable housing)

LESS

Cost of creating the asset, including a profit margin
(land* + construction + fees + finance charges + developers' profit)

=

Additional Profit

* Where 'land' is the Alternative Use Value and uplift

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Key Assumptions

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Asking Prices (£)

	Detached	Semi-detached	Terraced	Bungalow	Flat	All
Grouville						
Count	7	1			2	10
Minimum	£620,000	£670,000			£620,000	**£620,000**
Average	£3,180,714	£670,000			£659,000	**£2,425,300**
Median	£1,900,000	£670,000			£659,000	**£1,197,500**
Maximum	£13,000,000	£670,000			£698,000	**£13,000,000**
St Brelade						
Count	15			1	2	19
Minimum	£775,000			£685,000	£825,000	**£685,000**
Average	£2,824,000			£1,030,000	£1,312,500	**£2,476,053**
Median	£2,250,000			£1,030,000	£1,312,500	**£2,000,000**
Maximum	£6,750,000			£1,375,000	£1,800,000	**£6,750,000**
St Helier						
Count	13	5	1		11	30
Minimum	£489,000	£499,999	£680,000		£199,000	**£199,000**
Average	£1,277,154	£661,000	£680,000		£768,455	**£968,033**
Median	£1,150,000	£675,000	£680,000		£620,000	**£704,500**
Maximum	£2,500,000	£795,000	£680,000		£1,750,000	**£2,500,000**
St John						
Count	6				1	7
Minimum	£585,000				£1,025,000	**£585,000**
Average	£2,070,000				£1,025,000	**£1,920,714**
Median	£1,592,500				£1,025,000	**£1,590,000**
Maximum	£4,750,000				£1,025,000	**£4,750,000**
St Lawrence						
Count	6	3		1		10
Minimum	£1,200,000	£480,000		£700,000		**£480,000**
Average	£2,666,667	£633,333		£700,000		**£1,860,000**
Median	£1,662,500	£625,000		£700,000		**£1,237,500**
Maximum	£5,250,000	£795,000		£700,000		**£5,250,000**

	Detached	Semi-detached	Terraced	Bungalow	Flat	All
St Martin						
Count	14					15
Minimum	£1,195,000					**£1,195,000**
Average	£3,872,464					**£3,872,464**
Median	£2,675,000					**£2,675,000**
Maximum	£14,000,000					**£14,000,000**
St Ouen						
Count	6	1	1		9	17
Minimum	£799,000	£535,000	£840,000		£425,000	**£425,000**
Average	£2,453,833	£535,000	£840,000		£728,889	**£1,332,824**
Median	£1,964,500	£535,000	£840,000		£750,000	**£799,000**
Maximum	£4,650,000	£535,000	£840,000		£995,000	**£4,650,000**
St Saviour						
Count	10				1	11
Minimum	£885,000				£219,000	**£219,000**
Average	£2,980,500				£219,000	**£2,729,455**
Median	£1,972,500				£219,000	**£1,395,000**
Maximum	£12,000,000				£219,000	**£12,000,000**
Other Areas						
Count	14	2			3	19
Minimum	£669,000	£835,000			£310,000	**£310,000**
Average	£2,593,429	£992,500			£893,333	**£2,156,474**
Median	£2,050,000	£992,500			£975,000	**£1,395,000**
Maximum	£10,250,000	£1,150,000			£1,395,000	**£10,250,000**
ALL						
Count	93	12	2	3	29	139
Minimum	£489,000	£480,000	£680,000	£685,000	£199,000	**£199,000**
Average	£2,697,833	£699,583	£760,000	£920,000	£788,966	**£2,060,817**
Median	£1,895,000	£672,500	£760,000	£700,000	£698,000	**£1,300,000**
Maximum	£14,000,000	£1,150,000	£840,000	£1,375,000	£1,800,000	**£14,000,000**

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Asking Prices £/m^2

	Detached	Semi-detached	Terraced	Bungalow	Flat	All
Grouville						
Count	7	1			2	10
Minimum	£4,168	£4,457			£3,973	**£3,973**
Average	£5,508	£4,457			£4,767	**£5,255**
Median	£4,567	£4,457			£4,767	**£4,512**
Maximum	£9,175	£4,457			£5,561	**£9,175**
St Brelade						
Count	15			2	2	19
Minimum	£3,208			£3,378	£5,638	**£3,208**
Average	£6,002			£4,932	£6,665	**£5,959**
Median	£5,583			£4,932	£6,665	**£5,638**
Maximum	£11,484			£6,486	£7,692	**£11,484**
St Helier						
Count	13	5	1		11	30
Minimum	£2,453	£1,831	£3,243		£3,655	**£1,831**
Average	£4,681	£3,705	£3,243		£7,664	**£5,564**
Median	£3,956	£3,407	£3,243		£7,715	**£4,968**
Maximum	£8,924	£7,406	£3,243		£13,943	**£13,943**
St John						
Count	6				1	7
Minimum	£4,373				£7,609	**£4,373**
Average	£5,953				£7,609	**£6,190**
Median	£5,247				£7,609	**£5,248**
Maximum	£8,200				£7,609	**£8,200**
St Lawrence						
Count	6	3		1		10
Minimum	£2,504	£3,083		£5,115		**£2,504**
Average	£5,184	£3,833		£5,115		**£4,772**
Median	£5,262	£3,660		£5,115		**£4,899**
Maximum	£7,704	£4,758		£5,115		**£7,704**

	Detached	Semi-detached	Terraced	Bungalow	Flat	All
St Martin						
Count	14					15
Minimum	£3,289					**£3,289**
Average	£6,935					**£6,935**
Median	£6,426					**£6,426**
Maximum	£11,566					**£11,566**
St Ouen						
Count	6	1	1		9	17
Minimum	£3,833	£4,266	£4,396		£4,924	**£3,833**
Average	£5,401	£4,266	£4,396		£7,373	**£6,319**
Median	£4,981	£4,266	£4,396		£8,189	**£6,257**
Maximum	£7,794	£4,266	£4,396		£9,600	**£9,600**
St Saviour						
Count	10				1	11
Minimum	£3,835				£4,640	**£3,835**
Average	£5,049				£4,640	**£5,012**
Median	£4,376				£4,640	**£4,421**
Maximum	£8,559				£4,640	**£8,559**
Other Areas						
Count	14	2			3	19
Minimum	£3,613	£5,903			£4,844	**£3,613**
Average	£5,334	£6,521			£5,560	**£5,494**
Median	£5,008	£6,521			£5,214	**£5,214**
Maximum	£7,740	£7,139			£6,621	**£7,740**
ALL						
Count	93	12	2	3	29	139
Minimum	£2,453	£1,831	£3,243	£3,378	£3,655	**£1,831**
Average	£5,599	£4,316	£3,819	£4,993	£6,981	**£5,738**
Median	£4,998	£4,047	£3,819	£5,115	£6,682	**£5,126**
Maximum	£11,566	£7,406	£4,396	£6,486	£13,943	**£13,943**

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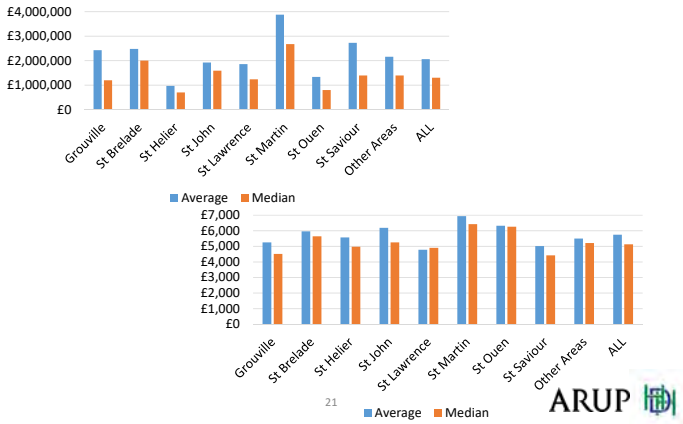
Price by settlement



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Price by Type

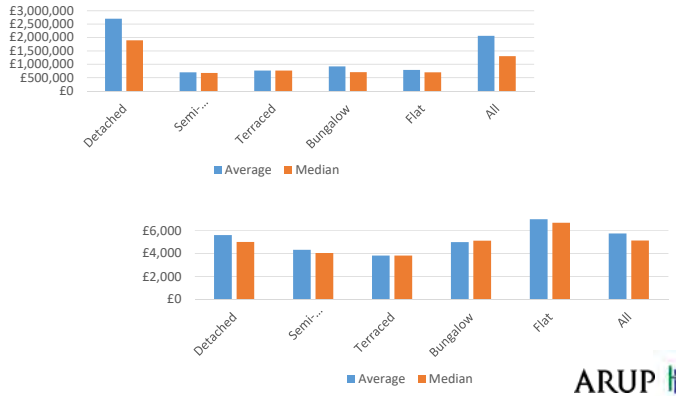

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Table 4.3 Average House Prices by Settlement (£)					
Houses					
	1 bed	2 beds	3 beds	4 beds	5 beds
St Helier	£237,667	£368,250	£520,500	£838,632	£1,101,556
St Clement			£619,000	£1,149,500	£666,333
Les Quennevais					
St Brelade		£300,000	£651,317	£1,200,000	£2,756,800
St Peter	-	£636,333	£545,750	£893,167	£1,151,042
St Ouen		£795,000	£1,850,000	£1,213,500	£1,348,500
St Mary					£2,900,000
St Johns				£1,176,667	£3,650,000
St Lawrence		£772,500	£654,000	£1,428,000	
Trinity			£807,500	-	£1,600,000
St Martin	£615,000	£719,500	£1,262,492	£3,015,000	
Flats					
	1 bed	2 beds	3 beds	4 beds	5 beds
St Helier	£216,919	£572,500	£561,667		
St Clement		£349,000	£1,069,500		
Les Quennevais					
St Brelade		£440,000			
St Peter	£215,000	£995,000			
St Ouen					
St Mary					
St Johns					
St Lawrence					

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Newbuild

	Address	Settlement	Bedrooms	Type	Flat		House		Asking Price (£)		Asking Price (£/m2)	
					sqft	m2	sqft	m2	Flat	House	Flat	House
Le Chemin Des Maltieres		Grouville	3	sd			1,350	125		£670,000		£5,342
La Doute de St Jean	St Lawrence	St Helier	5	d			7,500	697				
Princes Tower Rd	St Saviour	St Helier	5	d			2,300	214		£895,000		£4,189
La Rue de Haut		St Lawrence	5	d			5,500	511		£2,550,000		£4,991
Westmount Rd		St Helier	4	d			2,965	275		£1,150,000		£4,175
Westmount Rd		St Helier	4	d			3,240	301		£1,650,000		£5,482
Westmount Rd		St Helier	4	d			2,965	275		£1,150,000		£4,175
Millais House	Castle Quay	St Helier	2	f	933	87			£730,000		£8,422	
Millais House	Castle Quay	St Helier	2	f	930	86			£730,000		£8,449	
The Carlton	Havre Des Pas	St Helier	2	f					£541,000			
The Carlton	Havre Des Pas	St Helier	2	f					£549,000			
Le Mont a la Brune		St Peter	2	f	1,650	153			£995,000		£6,491	
Le Mont a la Brune		St Peter	2	f	1,650	153			£995,000		£6,491	
Le Mont a la Brune		St Peter	0	f	911	85			£475,000		£5,612	
La Route de St Aubin		St Helier	4	d			2,525	235		£850,000		£3,623
Rue Voisin	Portelet	St Brelade	4	d			3,166	294		£1,450,000		£4,930
Clos de la Ferme		St Brelade	5	d						£2,450,000		
Rose Farm		St Brelade	6	d			6,450	599		£3,750,000		£6,258

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Price Assumptions

- Houses £4900/m^2
- Flats £6,500/m^2

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Older Peoples Housing

Table 4.13 Worth of Retirement and Extracare			
	Area (m^2)	£	£/m^2
3 bed semi-detached		**490,000**	
I bed Sheltered	50	367,500	7,350
2 bed Sheltered	75	459,375	6,125
1 bed Extracare	65	490,000	7,538
2 bed Extracare	80	604,844	7,561

Based on Retirement Homes Group (RHG) UK CIL Briefing

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Non Residential Prices

Table 5.1 Non- Residential Value Assumptions					
		Rent £/m^2/year	Yield	Capitalised Rent £/m^2	Appraisal Assumption £/m^2
Office		£300	7.00%	£4,286	£4,280
Industrial		£120	7.50%	£1,600	£1,600
Retail	Primary Shop	£500	6.50%	£7,692	£7,700
	Secondary Shop	£375	8.00%	£4,688	£4,690
	Supermarkets	£290	5.50%	£5,273	£5,270
	Retail warehouses	£248	7.00%	£3,543	£3,545
Hotel					£3,700

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Alternative Use Value £/ha

- Agricultural Land – for agricultural use. £7,000/verge (£19,000/acre)

  £43,000/ha
- Agricultural on fringes - Paddock Land £25,000/verge (£60,000/acre)

  £150,000/ha
- Industrial Land – few recent transactions. About £320/m2 (£30/sqft). Allowing for +/- 60% site coverage.

  £1,900,000/ha

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Alternative Use Value £/ha

- Retail Land – few recent transactions as most redevelopment. Primary sites £700/m^2 to £915/m^2 (£65-£85/sqft). Secondary sites £375/m^2 to £700/m^2 (£35-£65/sqft)

Primary £4,000,000/ha

Secondary £1,900,000

29

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Residential Land

- **Housing** at £175,000 to £225,000/plot. At 35/ha £6,125,000/ha (£2,478,000/acre) to £7,875,000/ha (£3,187,000/acre)
- **Flats** £40,000 - £75,000/plot for 1 bed, £50,000 - £90,000/plot for 2 bed
- **Recent sales** (SoJ data) £349,316/ha to £23,184,064/ha (£141,366/acre to £6,679,362/acre). Average of £8,053,000/ha (£1,801,162/acre), median £6,260,000/ha (£1,144,215/acre).

£6,500,000/ha (£2,630,000/acre)

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Development Costs 1

- Construction BCIS
  - Index 1.20 (as for London – current Channel Islands is 1.11)
  - Small sites +6% and +13%
- Site Costs 5% to 20%
- Brownfield +5%
- Fees
  - Residential 8.5% (Includes 0.5% HSPC)
  - Non Res 8%

31

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Development Costs 2

- Contingencies
  - Greenfield 2.5%
  - Brownfield 5%
- Abnormals
  - In land value – as per Gedling
- Developer Contribution
  - Range from £1,000/unit
  - 0.75% public art

32

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Development Costs 3

- GST Neutral
- Interest 6% plus 1% fee
- Developers profit 15%
- Acquisition 1.5%
- Stamp Duty 5% on all for now
- Disposal 2%

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Policy Requirements

- Density

Density (h.r.a.) = Number of rooms of habitable ÷ site in acres

Car Parking	3spaces per unit	2 spaces per unit		1 space per unit		No Car Parking	
Dwelling Mix	Houses	Mostly Houses	Mix	Mix	Mostly Flats	Mix	Mostly Flats
(A)URBAN		60-100	80-120	100	200+	200	280+
(B)SUBURBAN / SECONDARY URBAN		60-100	80-120	80	160+	120	200+
(C) RURAL	60-65	70-75	75-80				

34

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Policy Requirements

- Updated minimum room sizes
- Housing mix

Tenure / size	Owner-occupier	Social housing	Entitled / licensed private rental	Registered accommodation	Total
1 bed	(140)	120	30	(80)	(80)
2 bed	(220)	(120)	(340)	90	(580)
3 bed	140	(10)	40	10	190
4 bed or more	190	(20)	140	150	450
Totals:	**(30)**	**(30)**	**(130)**	**170**	**(20)**

35

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Updated Housing Mix 2016

Tenure / size	Owner-occupier	Social housing	Entitled / licensed private rental	Registered accommodation	Total
1 bed	(150)	120	(160)	(200)	(400)
2 bed	(240)	(120)	(500)	130	(730)
3 bed	120	(10)	10	(20)	90
4 bed or more	160	(20)	100	130	370
Totals:	**(120)**	**(30)**	**(570)**	**40**	**(20)**

36

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Policy Requirements

- Affordable Housing – None
- Developer Contributions

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Modelling

Table 9.1 – Residential Net Developable Areas	
up to 0.2ha	100%
0.2ha – 1ha	80%
1ha – 2ha	75%
2ha and larger	70%

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Modelling

			Current Use	Units	Area Ha		Density Units/ha		Density
					Gross	Net	Gross	Net	m2/ha
1	Large Greenfield 50	Green	Agricultural	50	1.03	0.83	48.40	60.06	5,455
2	Medium Greenfield 25	Green	Agricultural	25	0.49	0.39	50.81	63.47	5,809
3	Medium Greenfield 15	Green	Agricultural	15	0.25	0.20	59.52	74.13	6,914
4	Large Brownfield 30	Brown	Industrial	30	0.42	0.34	70.92	87.21	6,698
5	Medium Brownfield 20	Brown	Industrial	20	0.22	0.18	90.09	112.32	8,480
6	Medium Brownfield 12	Brown	Industrial	12	0.11	0.11	114.29	114.05	8,515
7	Small Green 7	Green	Paddock	7	0.11	0.11	64.81	64.86	5,995
8	Small Green 5	Green	Paddock	5	0.07	0.07	70.42	70.60	6,481
9	Small Green 3	Green	Paddock	3	0.05	0.05	65.22	65.89	6,458
10	Green Plot	Green	Paddock	1	0.02	0.02	43.48	43.24	4,757
11	Small Brown 8	Brown	Industrial	8	0.04	0.04	186.05	185.33	12,602
12	Small Brown 5	Brown	Industrial	6	0.03	0.03	214.29	215.65	13,730
13	Small Brown 2	Brown	Industrial	2	0.02	0.02	100.00	98.84	8,401
14	Brown Plot	Brown	Industrial	1	0.03	0.03	31.25	30.89	3,398
15	Flatted 80	Brown	Industrial	80	0.40	0.32	200.00	247.10	17,421
16	Flatted 20	Brown	Industrial	20	0.07	0.07	281.69	282.40	16,097

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A Pragmatic Viability Test

We are NOT trying to replicate a particular business model
Test should be broadly representative

'*Existing use value* plus'

– reality checked against market value

- Will EUV Plus provide competitive returns?
- Land owner's have expectations (*life changing?*)
- Will land come forward?

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A Pragmatic Viability Test

Existing Use Value
- Plus 20%
- Plus £1,00,000/ha on greenfield

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Early Results

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Large Greenfield 50	Generally	Green	Agricultural	1.03	0.83	50	9,561,725	11,864,375	9,877,262
Site 2	Medium Greenfield 25	Generally	Green	Agricultural	0.49	0.39	25	10,216,915	12,761,333	5,026,722
Site 3	Medium Greenfield 15	Generally	Green	Agricultural	0.25	0.20	15	12,467,919	15,527,346	3,141,915
Site 4	Large Brownfield 30	Generally	Brown	Industrial	0.42	0.34	30	12,095,303	14,873,423	5,116,313
Site 5	Medium Brownfield 20	Generally	Brown	Industrial	0.22	0.18	20	15,247,697	19,009,789	3,384,989
Site 6	Medium Brownfield 12	Generally	Brown	Industrial	0.11	0.11	12	19,821,372	19,779,823	2,081,244
Site 7	Small Green 7	Generally	Green	Paddock	0.11	0.11	7	12,565,171	12,574,658	1,357,038
Site 8	Small Green 5	Generally	Green	Paddock	0.07	0.07	5	13,009,587	13,042,371	923,681
Site 9	Small Green 3	Generally	Green	Paddock	0.05	0.05	3	12,970,538	13,104,971	596,645
Site 10	Green Plot	Generally	Green	Paddock	0.02	0.02	1	9,564,040	9,512,179	219,973
Site 11	Small Brown 8	Generally	Brown	Industrial	0.04	0.04	8	28,768,566	28,656,998	1,237,048
Site 12	Small Brown 5	Generally	Brown	Industrial	0.03	0.03	6	31,494,135	31,694,781	881,836
Site 13	Small Brown 2	Generally	Brown	Industrial	0.02	0.02	2	16,190,179	16,002,373	323,804
Site 14	Brown Plot	Generally	Brown	Industrial	0.03	0.03	1	6,492,439	6,417,127	207,758
Site 15	Flatted 80	Generally	Brown	Industrial	0.40	0.32	80	34,242,357	42,306,433	13,696,943
Site 16	Flatted 20	Generally	Brown	Industrial	0.07	0.07	20	47,118,352	47,237,090	3,345,403

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Varied Developer Contributions

		Alternative Use Value	Viability Threshold	Residual Value										
Developer Contributions - £/unit				**£0**	**£5,000**	**£10,000**	**£15,000**	**£20,000**	**£25,000**	**£30,000**	**£35,000**	**£40,000**	**£45,000**	**£50,000**
Site 1	Large Greenfield 50	42,000	1,050,400	9,607,609	9,378,189	9,148,768	8,919,348	8,689,928	8,460,507	8,460,507	8,001,667	7,772,246	7,542,826	7,313,406
Site 2	Medium Greenfield 25	150,000	1,180,000	10,265,610	10,022,135	9,778,660	9,535,184	9,291,709	9,048,233	9,048,233	8,561,282	8,317,807	8,074,331	7,830,856
Site 3	Medium Greenfield 15	150,000	1,180,000	12,524,961	12,239,747	11,954,533	11,669,319	11,384,105	11,098,891	11,098,891	10,528,463	10,243,248	9,958,034	9,672,820
Site 4	Large Brownfield 30	1,900,000	2,280,000	12,163,321	11,823,230	11,483,139	11,143,048	10,802,956	10,462,865	10,462,865	9,782,683	9,442,592	9,102,500	8,762,409
Site 5	Medium Brownfield 20	1,900,000	2,280,000	15,334,555	14,900,268	14,465,980	14,031,693	13,597,406	13,163,119	13,163,119	12,294,544	11,860,257	11,425,970	10,991,682
Site 6	Medium Brownfield 12	1,900,000	2,280,000	19,931,557	19,380,632	18,829,708	18,278,784	17,727,859	17,176,935	17,176,935	16,075,086	15,524,162	14,973,237	14,422,313
Site 7	Small Green 7	150,000	1,180,000	12,628,400	12,312,256	11,996,112	11,679,968	11,363,824	11,047,680	11,047,680	10,415,392	10,099,248	9,783,104	9,466,960
Site 8	Small Green 5	150,000	1,180,000	13,078,708	12,733,101	12,387,493	12,041,886	11,696,279	11,350,671	11,350,671	10,659,456	10,313,849	9,968,242	9,622,634
Site 9	Small Green 3	150,000	1,180,000	13,034,703	12,713,880	12,393,058	12,072,235	11,751,413	11,430,590	11,430,590	10,788,945	10,468,122	10,147,300	9,826,477
Site 10	Green Plot	150,000	1,180,000	9,607,329	9,390,885	9,174,441	8,957,997	8,741,553	8,525,109	8,525,109	8,092,221	7,875,777	7,659,333	7,442,889
Site 11	Small Brown 8	1,900,000	2,280,000	28,950,523	28,040,738	27,130,952	26,221,167	25,311,381	24,401,596	24,401,596	22,582,024	21,672,239	20,762,453	19,852,668
Site 12	Small Brown 5	1,900,000	2,280,000	31,704,961	30,650,830	29,596,699	28,542,568	27,488,436	26,434,305	26,434,305	24,326,043	23,271,911	22,217,780	21,163,649
Site 13	Small Brown 2	1,900,000	2,280,000	16,289,152	15,794,287	15,299,422	14,804,557	14,309,692	13,814,827	13,814,827	12,825,097	12,330,232	11,835,367	11,340,502
Site 14	Brown Plot	1,900,000	2,280,000	6,523,553	6,367,984	6,212,415	6,056,846	5,901,277	5,745,708	5,745,708	5,434,570	5,279,000	5,123,431	4,967,862
Site 15	Flatted 80	1,900,000	2,280,000	34,437,523	33,461,695	32,485,868	31,510,040	30,534,213	29,558,385	29,558,385	27,606,730	26,630,903	25,655,075	24,679,248
Site 16	Flatted 20	1,900,000	2,280,000	47,393,233	46,018,828	44,644,423	43,270,018	41,895,613	40,521,208	40,521,208	37,772,398	36,397,993	35,023,588	33,649,183

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Table 10.4 Additional Profit				
			Additional Profit	
			£/site	£/m2
Site 1	Large Greenfield 50	Generally	9,804,760	2,159
Site 2	Medium Greenfield 25	Generally	4,925,702	2,153
Site 3	Medium Greenfield 15	Generally	3,151,342	2,253
Site 4	Large Brownfield 30	Generally	4,599,757	1,996
Site 5	Medium Brownfield 20	Generally	3,168,465	2,098
Site 6	Medium Brownfield 12	Generally	2,027,140	2,262
Site 7	Small Green 7	Generally	1,353,287	2,092
Site 8	Small Green 5	Generally	918,332	2,001
Site 9	Small Green 3	Generally	593,009	2,017
Site 10	Green Plot	Generally	210,818	1,917
Site 11	Small Brown 8	Generally	1,253,604	2,304
Site 12	Small Brown 5	Generally	894,396	2,341
Site 13	Small Brown 2	Generally	304,173	1,789
Site 14	Brown Plot	Generally	147,375	1,340
Site 15	Flatted 80	Generally	13,978,228	2,478
Site 16	Flatted 20	Generally	3,480,659	3,053

Older Peoples Housing

Greenfield			Sheltered									
AFFORDABLE %			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100
Residual Land Worth		**Site**	**10,127,338**	**10,091,831**	**10,056,325**	**10,020,819**	**9,985,313**	**9,949,806**	**9,914,300**	**9,878,794**	**9,843,288**	**9,807,781**	**9,772,275**
Existing Use Value		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Viability Threshold		£/ha	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000
Residual Value		**£/ha**	**20,254,675**	**20,183,663**	**20,112,650**	**20,041,638**	**19,970,625**	**19,899,613**	**19,828,600**	**19,757,588**	**19,686,575**	**19,615,563**	**19,544,550**

Brownfield			Sheltered									
AFFORDABLE %			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100
Residual Land Worth		**Site**	**8,025,792**	**7,990,286**	**7,954,780**	**7,919,273**	**7,883,767**	**7,848,261**	**7,812,755**	**7,777,248**	**7,741,742**	**7,706,236**	**7,670,730**
Existing Use Value		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
Viability Threshold		£/ha	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000
Residual Value		**£/ha**	**16,051,584**	**15,980,572**	**15,909,559**	**15,838,547**	**15,767,534**	**15,696,522**	**15,625,509**	**15,554,497**	**15,483,484**	**15,412,472**	**15,341,459**

Greenfield			Extracare									
AFFORDABLE %			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100
Residual Land Worth		**Site**	**14,455,663**	**14,403,052**	**14,350,441**	**14,297,830**	**14,245,219**	**14,192,608**	**14,139,997**	**14,087,386**	**14,034,775**	**13,982,164**	**13,929,553**
Existing Use Value		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Viability Threshold		£/ha	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000
Residual Value		**£/ha**	**28,911,326**	**28,806,104**	**28,700,882**	**28,595,660**	**28,490,438**	**28,385,216**	**28,279,994**	**28,174,772**	**28,069,550**	**27,964,328**	**27,859,106**

Brownfield			Extracare									
AFFORDABLE %			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	CIL	£/m2	0	10	20	30	40	50	60	70	80	90	100
Residual Land Worth		**Site**	**8,287,546**	**8,252,472**	**8,217,398**	**8,182,324**	**8,147,250**	**8,112,176**	**8,077,102**	**8,042,028**	**8,006,954**	**7,971,880**	**7,936,806**
Existing Use Value		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
Viability Threshold		£/ha	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000
Residual Value		**£/ha**	**16,575,092**	**16,504,944**	**16,434,796**	**16,364,648**	**16,294,500**	**16,224,352**	**16,154,204**	**16,084,056**	**16,013,908**	**15,943,760**	**15,873,612**

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Non-residential

		Offices Large	Offices Small	Industrial Warehouse Large	Industrial Warehouse Small	Shops - Central	Shops - Other	Supermarkets	Retail Warehouse	Hotel
		Greenfield	**Greenfield**	**Greenfield**	**Greenfield**	**Greenfield**	**Greenfield**	**Greenfield**	**Greenfield**	**Greenfield**
CIL	£/m2	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
RESIDUAL VALUE	Site	**3,256,651**	**152,121**	**100,978**	**151,197**	**1,073,973**	**508,409**	**5,133,367**	**5,968,802**	**576,061**
Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Viability Threshold	£/ha	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000
Residual Value	£/ha	4,070,814	4,015,990	807,821	907,181	42,958,914	20,336,356	10,266,733	9,948,003	1,148,839
Additional Profit		2,312,651	107,424	-46,522	-45,470	1,044,473	478,909	4,543,367	5,260,802	-15,625
		578	430	-62	-45	5,222	2,395	1,817	1,754	-9
CILas %	Residual Value	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GDV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

		Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield	Brownfield
CIL	£/m2	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
RESIDUAL VALUE	Site	**2,472,753**	**103,723**	**33,763**	**61,578**	**1,043,099**	**480,267**	**4,622,510**	**5,669,604**	**298,675**
Existing Use Value	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	6,400,000	4,000,000	1,900,000	1,900,000	1,900,000
Viability Threshold	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	6,400,000	4,800,000	2,280,000	2,280,000	2,280,000
Residual Value	£/ha	3,090,941	2,738,297	270,106	369,466	41,723,951	19,210,689	9,245,021	9,449,340	595,648
Additional Profit		952,753	31,754	-203,737	-255,089	883,099	360,267	3,482,510	4,301,604	-844,582
		238	127	-272	-255	4,415	1,801	1,393	1,434	-481
CILas %	Residual Value	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	GDV	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

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Appendix 2 – Consultation Notes

Notes taken on 17th October 2016

These notes are presented on an anonymised basis so as to encourage engagement.

Consultees were keen to discuss the principles behind a new tax such as Community Infrastructure Levy. A wide range of concerns and reservations around the principles and fairness of a tax on one sector of the economy were expressed. These are well understood by the Government, however it was stressed that the purpose of the study was to explore options. There are a number of different existing mechanisms for requesting developer contributions, which are implemented to various different extents. These points of principle were for discussion later in the process rather than at this early stage.

Methodology

a) The principle of following the Harman and RICS Guidance was agreed to be appropriate and no alternative approaches were suggested. It was however stressed that that the assessment must be undertaken in the context of the Jersey and local situation.
b) It was suggested that it was not really practical to undertake the assessment as outlined as there are too many unknowns particularly on future specifications for residential development (sizes/density).
c) The HDH concerns about the modelling (densities in particular) were highlighted and more work suggested.

Values

a) Concern was expressed about the refence to asking prices. It was stressed that the widest possible range of data sources were drawn on, one of which was asking prices. It was acknowledged that asking prices and prices achieved would be different.
b) The price assumptions for flats were too high, but houses about right. The approach to differentials was discussed, prices to clearly vary across the Island. It was suggested that differences should be investigated further.
c) It was suggested that land varies from site to site so it is not realistic to generalise. To some extent this is accepted, however it is necessary to make some generalisations. Such generalisations need to be informed by the available evidence.
d) Further work should be done in relation to older peoples housing – although he fact that it was being assessed was welcomed.
e) It was suggested that it was not appropriate to differentiate between agricultural and paddock land in terms of value.

Costs

a) It was suggested that build costs should be based on BCIS 1.4.
b) It was suggested that piling costs are not included in BCIS. The BCIS costs are costs averaged over local projects. Where pilling is a normal cost it is reflected in the costs.
c) It was suggested that fees are around 5% light.
d) It was suggested that contingencies of around 5% were appropriate and it was asked if these should be varied by size of site?
e) It was suggested that private lending costs are around 7-8% with a fee of 1.5% were appropriate.
f) It was suggested that banks require minimum of 20% of GDV in appraisals.
g) It was suggested that Policy assumptions may require underground parking - expensive
h) How will agricultural developments be addressed?

General Points

a) Rather than undertaking the process set out it was suggested a simpler approach may be so simply add a £/Sqm fee to contract at point of sale.
b) It was asked if infrastructure requirements will be part of the report. (no – that is being looked at separately).
c) What about change of use?

Written comments and submissions

These notes are presented on an anonymised basis so as to encourage engagement.

The majority of comments were about the principle of a new tax or levy, rather that the viability approach and assumptions. The points of principle are dealt with outside this report by the Government. This study only considers viability.

The following are selective quotes.

a) Plots - The land (plot) values for houses / apartments appear broadly correct however as you will appreciate these will be site specific in terms of location, aspect, brownfield v greenfield and level of infrastructure required.
b) Sales - The consultants appear to have taken asking prices rather than actual sales considerations which would be more appropriate. They also appear to have used very high value apartments that would suggest sea view. As you will appreciate there is considerable variance on prices between sea view / non-sea view and location. Applying a sales value for apartments across the board at £6,500m² is too high.
c) The average value of houses also appears high at £4,900m² however a more detailed analysis of recently sold properties with estate agents providing the internal areas of the selected properties should confirm this. Should only use data on new build properties – significant variances in older stock (with significant costs in some cases to bring these properties up to latest standards).

d) Costs - Professional fee assumptions appear low at 8.5% for resi and 8% for non-resi particularly for large/complex sites that require EIAs / transport assessments / environmental specialists. 12% is more appropriate.
e) Profit - Most developers target a profit of between 20% to 25% on Total Cost.
f) The Island Plan seeks to deliver the majority of residential development in the existing urban area with a focus on St. Helier. As recognised in the presentation deck, in order to unlock sites this will need the land residual value of a residential development to be greater than the existing use and for the landowner to therefore be financially incentivised to redevelop or dispose of their property. The introduction of a CIL that negatively impacts on this financial equation could restrict the delivery of much needed residential sites.
g) There are environmental benefits to building in or in close proximity to St. Helier enabling residents to walk / cycle to work and access to amenities. Any CIL could take this into account and be discounted/reduced for centrally located development (say within 2 miles of the Royal Square?). Any greenfield development – that provide the greatest windfall to landowners and the greatest environmental impact – should carry the highest CIL. There should also be a high CIL for windfall in-fill sites in gardens in the build-up area outside of central St. Helier as this is reducing private amenity space.
h) Will the CIL be applied on a sq.m. basis and will it apply to residential extensions? If so, how will exempt development be captured?

a) Our fears regarding the accuracy of the figures being used in the CIL consultation document have been realised by the publication yesterday of the housing statistics
http://www.gov.je/SiteCollectionDocuments/Government%20and%20administration/R%20House%20Price%20Index%20Q3%202016%2020161116%20SU.pdf
b) Take a moment to compare average prices against those quoted in the report! Furthermore it underlines how the report has failed to distinguish between the different property types and the impact that has on price.
c) Given these reports are compiled on a quarterly basis –it seems extraordinary that the data has not apparently been used by Arup."

a) The RICS made specific reference to their Guidance, Financial Viability in Planning

a) The public do not share in any development risk and like developers have no control over inflation, interest rates, tenants or any matters that effect the property market e.g. Brexit. These are all risks that must be taken by the developer and have a very real effect on any profit made. It is not just a case of predicting what percentage will be made on each project, it fluctuates during the actual work in progress and is sensitive to changes in the property market. For example, a 0.25% movement in a capitalised yield could wipe out any planned project profit.

b) The cost of construction/development in Jersey is already very high. It is not just the cost of materials and labour but also the extortionate planning fees and planning policies which require numerous reports by third party consultants. It is a very bureaucratic and lengthy process. There are also additional hidden costs for example, the Parish of St Helier charge rent if Scaffold or hoarding is erected on a pavement, there is percentage for Art, Planning Obligation Agreements, the JEC and utilities. All of these factors and costs need to be included in development appraisals. If CIL is going to be considered, there must be a complete overhaul of all of the other stealth taxes that are currently being paid through developments and that already benefit the community.

c) The ARUP presentation had a very strong emphasis on the landowner having to accept less for their development land. This may be the case in the UK, however, with the Island having limited resources it is naive to think that this will be the case in Jersey . The cost (tax) will need to be taken by the developer and either absorbed or passed on to the purchaser in the case of residential units or through commercial rents.

d) This also raises another issue; some property development companies already own sites for future development . These sites have been purchased and have a book value, therefore if a tax is applied to this value it has to be absorbed into the project or the company has to take a write down in value prior to proceeding with a project . There is then a real possibility that this will make schemes unviable.

a) Stamp duty on funds borrowed and secured to fund development at 0.5% +£80 of the sum borrowed

b) Planning fees
   i. Cost of delivering on covenants contained in Planning Obligations (eg a recently registered POA requires the developer to pay £579,675 towards “Highway Improvement Works”)
   ii. Payment of the Minister’s legal fees for settling the terms of Planning Obligation Agreements
   iii. Costs of new infrastructure provision eg new electricity sub station at an approximate cost of £100,000
   iv. Percentage for art contribution

c) Income tax at 20% on development profits – [any reduction in profit by imposition of more cost (eg CIL) will directly impact on income tax revenue]

d) Parish of St Helier charges eg pavement rental for erection of scaffolding/hoarding
   i. Asking prices are not a safe reflection of market value:-
   ii. Asking prices are often overstated in anticipation that a prospective purchaser will seek to negotiate it down
   iii. There does not appear to be data as to the length of time any of the data subject properties have been on the market; the longer they are on the market, the more likely it is that the market considers the asking price to be too much
   iv. Some prospective purchasers are willing to offer more than the asking price where other prospective purchasers are already showing interest

v. It is not clear whether any of the data subject properties are new builds
vi. This data can be distorted by one off high value transactions
vii. The sample size for each parish is different which means there is not a reliable like for like comparison across the parishes
viii. The sample sizes are very small
ix. It is not clear the time period for which data was collated
x. Zoopla is not a reliable data base for use in Jersey. Mr Drummond Hay himself stated of Zoopla at the meeting that it was "pretty poor data to be frank".

e) Furthermore it is noted that all properties listed would appear to fall into the "higher end" bracket of development and are not representative of new residential developments as a whole given that first time buyer properties and over 55 properties will be sold for <£495,000 with much tighter profit margins for developers given the basic build costs. Making assumptions as to land values based on this sample is unsafe.

f) Consideration also needs to be given to the St Helier regeneration plan, and the fact that current States policies are steering the provision of one/two/three bedroom units in the direction of the redevelopment of out dated and unused office space. Given this is not "new" development, the windfall to be gained from a CIL would be much reduced. We see no evidence in the viability study of an assessment of the types of development that will be coming forward over the short to medium term that would translate into a CIL becoming chargeable.

g) At the consultation event, the audience made it clear that the price assumptions made were erroneous. One large developer (Dandara) put forward the following figures as being more accurate:
- Houses £4,250/m²
- Flats £4,500/m²

h) These adjusted figures corroborate the comments made on the previous slides about the problems with the data being used.

i) Furthermore £/m² is more nuanced in Jersey. Values are different according to Parish, location, views, space, size etc. Consideration needs to be given to the types and locations of new development likely to be coming forward to address the Island's housing shortage and the corresponding values of those developments, rather than allowing the figures to be skewed by calculations derived from other sorts of development.

j) The quoted figures are not accepted.

k) SoJ Property Holdings have recently valued the Construction Index at 1.4%

l) Site costs at +5% for Brownfield sites are far too low

m) Fees are also too low – usually between 12% - 15%

n) Banks require 5% for Greenfield sites and 10% for Brownfield sites

o) The developer contributions are also wrong

p) GST applies to both conversion and refurbishment costs

q) Banks will only lend on a minimum of 20% on cost

r) Where private finance has to be used (often on smaller developments / refurbishments) interest rates are 7% - 8.5% currently plus 1% procuration fee plus security fees (approx. £1,500) plus stamp duty 0.5% + £80

s) The stamp duty charged on the acquisition of the plot is on a sliding scale see Stamp Duties and Fees (Jersey) Law 1998. Stamp duty charged on the securitisation of finance is 0.5% of sum borrowed +£80

t) No account has been taken of income tax

u) Our members consider that these figures represent much higher densities than can be achieved in Jersey and do not correlate to the Island Plan densities. The figures are therefore not appropriate indicators for Jersey.

v) It was also established at the briefing meeting that the modelling figures had not taken into consideration Jersey specific factors such as the provision of underground parking

w) Jersey's building materials in the main, have to be imported. Any viability study needs to take account of forecast building material cost increases for 2017 of 6-10% following Brexit. We see no evidence of this impact having been factored in.

x) No true appreciation or analysis of the % development building on brownfield sites that will occur in Jersey appears to have been undertaken, and the impact that this will have on the level of funds that may reasonably be recovered under a CIL. This surely is important in considering overall viability?

a) The data analysis of residential sales figures is wholly inappropriate by using asking prices and reflects the lack of knowledge of the local experts with whom they consulted. Accurate data is readily available in the island that is within the public domain. As this is probably the largest area of development that this tax will be will applied to, it should be based on correct data.

b) The sheltered housing within the island mainly comprise the following:
   i. Avalon Park
   ii. L'Hermitage
   iii. Oaklands
   iv. Tabour Park
   v. Maison Belleville
   vi. Lakeside

c) If this scheme is to work and be of benefit to the government for the purpose for which it is intended to raise money, it must be simple to interpret and administer and in my opinion should be bases on an inflationary figure such as GDV which will be confirmed when the property is sold.

d) Multiple complex rate area calculations will be prohibitively expensive to administer and be open to debate manipulation and abuse.

a) Important to emphasize that the RICS guidance does not support EUV plus % uplift as an appropriate methodology but the notes I received on the presentation seemed to suggest this was a preferred methodology by ARUP ? I may have this wrong as sadly was unable to attend the presentation?

b) From information i have to hand on all current developments undertaken by Dandara and all other new schemes on the Island, the prices average circa £4757/m² for houses

and circa £5,000/m² for apartments, i am happy to share this information with you in confidence. Different areas in each Parish will have huge differences in capital vale of homes, say St Brelades bay compared to Red Houses, probably double the value in less that a mile, St Helier Waterfront to Bath Street, the Waterfront could be up to 40% more expensive. There is quite an amount of work required to find zones which can attract different contributions if any contributions at all.

c) Houses are slightly higher than the average price, but he price given for flats is way too high. It is not up to me to provide evidence, you need to do the work yourselves.

d) Again apologies as I was not able to attend the presentation but the values sed as comparable evidence were so wide ranging in the presentation notes (given Jerseys context) I would be concerned if these were being used to inform the £/m2 rate without some form of amendment to 'take out' those higher end comparables - these would not reflect the GDV £/m2 that a private developer would use and I think may overly inflate the proposed rates.

e) [Commercial] Capital values are headline, costs of sales and rent free/Incentive packages are to come off the capital values. I am not qualified to agree or disagree on this question. Not had experience in these areas.

f) In the past few years we have purchased residential land of some 22.3 acres and the average price is £4.65m per hectare , so the breakdown is approx 140k for housing plots, small bedroom house and £35k per plot for a small 2 bedroom apartment.

g) This is a U.K. way of analysing land prices.

h) Jersey is not like this because we do not build on green fields.

i) build costs out by 30% too low, fee on housing schemes circa 10%, Apartment fee 12%; underground parking to be taken into account circa 40k per space, have the apartment calculations been taken on the nett floor area or the gross, so is there an allowance for gross, developer profits will be required to be at least 15% on Gdv and or 20% on build cost, there are funders that require cover of 5% more for each of these hurdles. A survey of Valuers on the Island would indicate what hurdles the banks they are working to. Stamp Duty incorrect which you are aware off, Disposal fee is fine but there is an additional 1% to cover marketing and legal cost of purchaser, There are no management sums in the above so a management fee of 2% need to be added to cost. I do not believe the new Building regs costs, circa 5% increase will be accounted for. The new DFI contributions need to be accounted for. Local suppliers state that prices will rise 10 per cent due to exchange rates costs, further allowance required

j) Construction costs should be x 1.4 Fees are generally 12-15% Developers profit should be 20% otherwise banks will not lend and this profit has to be divided by a number of years, given the long timescales from identification to profit being realised.

k) Except that - fees are too low - these can go up to 12.5% dependent on the number of residential units Developers profit can be between 10-20% I would suggest - dependent again on market and risk

l) Developers profit should be 20% otherwise banks will not lend and this profit has to be divided by a number of years, given the long timescales from identification to profit being realised.

m) See above - again a range of 10-15% sometimes as low as 5 but only on a low risk scheme - developers profit s dependent on the timing of the appraisal and associated risk e.g.

n) Something with consent may lend itself to a lower profit margin being assumed than a greenfield development without consent!

Appendix 3 – Residential Comparables

Asking Price – September 2016

Place		Beds	Type	sqft	m2	Asking Price	£/m2
St Brelade	Mayfield Avenue	6	Bungalow	2,183	203	£685,000	£3,378
St Lawrence	La Route De St. Aubin	3	Bungalow	1,473	137	£700,000	£5,115
St Brelade	Le Mont de la Pulente		Bungalow	2,282	212	1,375,000	£6,486
St Helier	4 Sacre Coeur Cottages	2	Detached	1,094	102	£489,000	£4,811
St Helier	Clearview Street	4	Detached	2,056	191	£525,000	£2,749
St John	La Rue De L'etocquet	4	Detached	1,440	134	£585,000	£4,373
Grouville	La Vieille Rue	3	Detached	1,515	141	£620,000	£4,405
St Helier	La Rue du Canons	5	Detached	1,983	184	£649,000	£3,523
St Clement	La Grande Route De La Cote	3	Detached	1,306	121	£669,000	£5,514
St Mary	La Rue de La Frontiere	4	Detached	1,662	154	£725,000	£4,695
Le Mont Millais	Hautmont Estate	4	Detached	1,555	144	£725,000	£5,019
Le Vieux Mont Cochon	Hillgrove Estate	4	Detached	1,932	179	£749,000	£4,173
St. Brelade	Le Pont du Val	4	Detached	2,071	192	£775,000	£4,028
St Ouen	La Rue De La Fosse Au Bois	5	Detached	2,244	208	£799,000	£3,833
St. Saviour	La Rue Du Froid Vent	4	Detached	2,484	231	£885,000	£3,835
St. Saviour	Bagatelle Road	4	Detached	2,000	186	£885,000	£4,763
St. Saviour	La Ruette Des Ecorvees	5	Detached	2,224	207	£895,000	£4,332
St. Saviour	La Route De La Hougue Bie	3	Detached	2,179	202	£895,000	£4,421
St Helier	La Vallee Des Vaux	5	Detached	4,059	377	£925,000	£2,453
Grouville	La Grande Route des Sablons	5	Detached	2,007	186	£945,000	£5,068
St. Brelade	La Route Des Genets	4	Detached	3,020	281	£950,000	£3,386
Trinity	La Rue Du Bechet Es Cats	4	Detached	2,964	275	£995,000	£3,613
St Helier	Le Mont Cochon	5	Detached	3,280	305	£1,095,000	£3,593
St Helier	Westmount Road	4	Detached	3,242	301	£1,150,000	£3,818
St Helier	First Tower	5	Detached	3,000	279	£1,150,000	£4,126
St Helier	Westmount Road	5	Detached	3,243	301	£1,150,001	£3,817
St Martin	La Grande Route de Faldouet	4	Detached	2,210	205	£1,195,000	£5,820
St. Lawrence	La Route de Haule	5	Detached	5,159	479	£1,200,000	£2,504
St Lawrence	La Rue des Murs	3	Detached	2,301	214	£1,275,000	£5,964
St. Brelade		3	Detached	1,871	174	£1,290,000	£7,421
St. Martin	La Rue De La Fontaine	4	Detached	2,256	210	£1,295,000	£6,179
St Martin	La Grande Route de Rozel		Detached		296	1,300,000	£4,392
St Saviour	La Rue du Froid Vent		Detached	3,838	357	1,395,000	£3,912
St Brelade	La Route de Noirmont	4	Detached	3,166	294	1,450,000	£4,930

Grouville	Main Rd	4	Detached	3,745	348	1,450,000	£4,168
St John			Detached	3,300	307	1,450,000	£4,730
St Brelade	Mont de la Rocque	4	Detached	2,892	269	1,500,000	£5,583
St Peter	La Rue d'elysee	5	Detached	4,546	422	1,545,000	£3,658
St Martin	le Mont de Gouray	3	Detached	2,006	186	1,550,000	£8,317
St John	La Rue des Chataigniers	7	Detached		303	1,590,000	£5,248
St John	La Rue des Chataigniers	6	Detached	3,272	304	1,595,000	£5,247
St Ouen	Route de Plemont	6	Detached		344	1,595,000	£4,637
St Martin	La Routs de la Cote	3	Detached	2,057	191	1,625,000	£8,503
St Lawrence	Les Charrieres Malorey	5	Detached	3,219	299	1,640,000	£5,484
St Helier	Westmount Rd	4	Detached	2,448	227	1,650,000	£7,255
St Helier	La Vallee Des Vaux	3	Detached	3,465	322	1,650,000	£5,126
St Lawrence	La Route de St Jean	6	Detached	3,598	334	1,685,000	£5,041
St Helier	Westmount Rd	4	Detached	2,141	199	1,775,000	£8,924
St Clement	La Rue de Hocq	6	Detached	3,200	297	1,850,000	£6,223
St Helier	Westmount Rd	4	Detached	3,042	283	1,895,000	£6,705
Grouville	La Rue du Moulin a Vent	4	Detached	4,478	416	1,900,000	£4,567
Grouville	la Rue a Don	4	Detached	4,685	435	1,900,000	£4,365
St Ouen	Les Ruettes	5	Detached	4,600	427	1,950,000	£4,563
St Ouen	La Route de L'Etacq	5	Detached	4,000	372	1,979,000	£5,325
St Martin	Le Mont de la Guerande	5	Detached	2,680	249	1,999,500	£8,031
St Brelade	La Route de la Haule	12	Detached	4,500	418	2,000,000	£4,784
St Peter	Le Mont Fallu	10	Detached	5,287	491	2,250,000	£4,581
St Brelade	La Rue de Haut	6	Detached	5,471	508	2,250,000	£4,427
St Brelade	Elizabeth Avenue	5	Detached	5,500	511	2,250,000	£4,403
St Brelade	Le Mont de la Rocque	6	Detached	7,886	733	2,350,000	£3,208
Trinity	La Route de la Trinite	5	Detached	5,631	523	2,350,000	£4,492
Grouville	La Route des Cotils	6	Detached	3,875	360	2,450,000	£6,806
St John	La Rue du Muet	4	Detached	3,329	309	2,450,000	£7,922
St Helier	West Hill	8	Detached	6,802	632	2,500,000	£3,956
St Lawrence	La Rue de Haut	5	Detached	5,573	518	2,550,000	£4,925
St Saviour	la Rue de Deloraine	7	Detached	6,345	589	2,550,000	£4,326
St Martin	La Route de la Cote	6	Detached	5,667	526	2,600,000	£4,938
St Saviour	Bagatelle Rd	4	Detached	5,124	476	2,650,000	£5,567
St Brelade	Le Mont Sohier	6	Detached	3,971	369	2,650,000	£7,183
St Martin	Le Mont de la Mare	5	Detached	7,277	676	2,750,000	£4,068
St Brelade	La Petite Route Des Mielles	5	Detached	4,055	377	2,795,000	£7,419
St Mary	La Rue a Georges	7	Detached	5,271	490	2,950,000	£6,024
St Brelade	La Rue de Conet	7	Detached	6,214	577	3,450,000	£5,976
St Martin	La Route des Pelles	5	Detached	7,000	650	3,450,000	£5,305
St Mary	La Rue de Bel-Air	5	Detached	7,538	700	3,500,000	£4,998
St Martin	La Grande Route de Rozel	4	Detached	5,646	525	3,500,000	£6,673

St John		5	Detached	8,000	743	3,650,000	£4,911
St Saviour	La Route de la Hougue Bie	7	Detached	10,000	929	3,700,000	£3,983
St Ouen	Le Mont Rossignol	4	Detached	5,179	481	3,750,000	£7,794
Trinity	La Rue de la Vallee	7	Detached	5,606	521	3,800,000	£7,296
St Saviour	La Rue de la Retraite	6	Detached	6,262	582	3,950,000	£6,790
Trinity	Le Chemin D'Olivet	5	Detached	5,493	510	3,950,000	£7,740
St Martin	Le Mont de Rozel	5	Detached	3,676	342	3,950,000	£11,566
St Ouen		6	Detached	8,000	743	4,650,000	£6,257
St John	Bonne Nuit Bay	5	Detached	6,235	579	4,750,000	£8,200
St Lawrence	Rue du Haut	6	Detached	6,916	643	4,950,000	£7,704
St Lawrence	La Rue des Saints Germains	5	Detached	12,820	1,191	5,250,000	£4,408
St Martin	La Grande Route de Rozel	5	Detached	18,000	1,672	5,500,000	£3,289
St Brelade	La Rue de Haut	5	Detached	6,808	632	5,950,000	£9,407
St Brelade	Le Mont Arthur	9	Detached	10,032	932	5,950,000	£6,384
St Brelade	La Rue du Pont Marquet	4	Detached	6,327	588	6,750,000	£11,484
St Martin	La Route de la Cote	4	Detached	9,250	859	9,500,000	£11,055
St Peter	La Rue Des Aix	7	Detached	16,598	1,542	10,250,000	£6,647
St Saviour	Le Mont de la Rosiere	6	Detached	15,091	1,402	12,000,000	£8,559
Grouville	La Rue Au Blancq	8	Detached	15,251	1,417	13,000,000	£9,175
St Martin	LA Rue Des Huriaux	6	Detached		1564	14,000,000	£8,951
St Helier	Elizabeth Lane	1	Flat	384	36	£199,000	£5,578
St Saviour	Belvadedere Hill	1	Flat	508	47	£219,000	£4,640
Patriotic Place	Centurary Building	2	Flat	640	59	£310,000	£5,214
St Helier	Stopford Road	3	Flat	612	57	£400,000	£7,035
St Ouen	La Route De La Villaise	2	Flat	929	86	£425,000	£4,924
St Helier	West Park Apartments	2	Flat	1,000	93	£545,000	£5,866
St Helier		2	Flat	1,000	93	£545,000	£5,866
St Ouen	Greve de Lecq		Flat	886	82	£550,000	£6,682
St Helier	La Route de St Aubin	2	Flat	1,664	155	£565,000	£3,655
Grouville	La Rue Vardon	2	Flat	1,200	111	£620,000	£5,561
St Helier	Old St Johns Road	2	Flat	865	80	£620,000	£7,715
St Ouen	Greve de Lecq		Flat	825	77	£645,000	£8,415
St Helier	Park Heights	2	Flat	899	84	£650,000	£7,783
St Ouen	La Route De La Villaise	3	Flat	1,450	135	£675,000	£5,011
Grouville Bay	La Rue Vardon	3	Flat	1,891	176	£698,000	£3,973
St. Helier	La Route De St. Aubin	2	Flat	909	84	£699,000	£8,277
St Helier	La Rue de L'Etau	2	Flat	933	87	£730,000	£8,422
St Ouen	Greve de Lecq		Flat	950	88	£750,000	£8,498
St Ouen	Greve de Lecq		Flat	869	81	£775,000	£9,600
St Ouen	Greve de Lecq	2	Flat	1,045	97	£795,000	£8,189
St. Brelade	Le Mont Sohier	2	Flat	1,575	146	£825,000	£5,638
St Ouen	Greve de Lecq		Flat	1,536	143	£950,000	£6,657

Old St. Johns Road	Park Heights	3	Flat	1,585	147	£975,000	£6,621
St Ouen	Greve de Lecq		Flat	1,278	119	£995,000	£8,380
St John	Bon Nuit	3	Flat	1,450	135	£1,025,000	£7,609
St Clement	Millenium Court		Flat	3,100	288	1,395,000	£4,844
St Helier	La Rue de Carteret	3	Flat	1,853	172	1,750,000	£10,166
St Helier	La Rue de L'Etau	2	Flat	1,351	126	1,750,000	£13,943
St Brelade	La Route des Genets	3	Flat	2,519	234	1,800,000	£7,692
St Lawrence	La Grande Route de St Laurent	3	Semi-detached	1,086	101	£480,000	£4,758
St Helier	Regent Road	7	Semi-detached	2,619	243	£499,999	£2,055
St Ouen	La Rue De La Grande Vingtaine	3	Semi-detached	1,350	125	£535,000	£4,266
St Helier	David Place	6	Semi-detached	3,675	341	£625,000	£1,831
St Lawrence	La Route De St Aubin	4	Semi-detached	1,838	171	£625,000	£3,660
Grouville	Rue Horman	3	Semi-detached	1,618	150	£670,000	£4,457
St Helier	Mont Millais	3	Semi-detached	981	91	£675,000	£7,406
St Helier	Old St Andrews Road	3	Semi-detached	1,996	185	£710,000	£3,829
St Helier	Raleigh Avenue	5	Semi-detached	2,512	233	£795,000	£3,407
St Lawrence	La Grande Route De St. Laurent	8	Semi-detached	2,776	258	£795,000	£3,083
St Peter	La Route De La Haule	3	Semi-detached	1,259	117	£835,000	£7,139
St. Peter	La Route De La Haule	4	Semi-detached	2,097	195	£1,150,000	£5,903
St Helier	Devonshire Place	6	Terrace	2,257	210	£680,000	£3,243
St Ouen	Le Cointin	4	Terrace	2,057	191	£840,000	£4,396

Newbuild Asking Prices – January 2017

Developer / Agent	Scheme	Address		Type	Beds	Garage		Floors		Flat	Houses		£/m2	
						Internal	External		T/SD/D	m2	m2	price	Flat	House
Dandara	The Willows	Gorey Village		1	4	1		3	sd		157	£795,000		£5,064
				2	4	1		3	sd		157	£795,000		£5,064
				6	4	1		3	sd		153	£775,000		£5,055
				9	4	1		3	d		153	£770,000		£5,023
				35	4	1		3	d		157	£780,000		£4,968
	Westmount	People's Park	St Helier	B701	3			1	f	95		£620,000	£6,549	
				B904	3			1	f	98		£620,000	£6,344	
				B005	2			1	f	64		£355,000	£5,578	
				C210	2			1	f	67		£335,000	£5,008	
				C109	2			1	f	64		£350,000	£5,500	
				C510	2			1	f	67		£355,000	£5,307	
				B002	2			1	f	67		£375,000	£5,606	

		C102	2			1	f	72		£380,000	£5,271	
		B102	2			1	f	71		£400,000	£5,606	
		B302	2			1	f	71		£330,000	£4,625	
		C308	2			1	f			£345,000		
		C406	2			1	f	53		£355,000	£6,698	
		C609	2			1	f			£355,000		
		B702	2			1	f	64		£380,000	£5,971	
		B704	2			1	f	64		£395,000	£6,207	
		B902	2			1	f	67		£410,000	£6,129	
		B209	1			1	f	43		£240,000	£5,592	
		B210	1			1	f			£240,000		
		B109	1			1	f			£240,000		
		B410	1			1	f			£250,000		
Belvedere	St Saviour	48	5		1	3	d			£825,000		
Richmond Terrace	St Saviour	81	3			3	t		144	£635,000		£4,410
		77	4			3	t		155	£660,000		£4,258
		75	4			3	t		144	£645,000		£4,479
West Elevation	St Saviour	33	3			3	sd		125	£645,000		£5,160
		25	3		1	3	sd		125	£665,000		£5,320
		23	4		1	3	sd		178	£725,000		£4,073
		26	4		1	3	sd			£750,000		
		36	3			3	sd		125	£645,000		£5,160
		29	3			3	sd		125	£665,000		£5,320
		30	4	1		3	sd			£735,000		
		39	4	1		3	sd		178	£825,000		£4,635
Langtrey Gardens	St Saviours Hill	apt3	2			1	f	68		£355,000	£5,256	
		apt1	2			1	f	75		£365,000	£4,862	
		apt2	2			1	f	75		£365,000	£4,862	
		66	2			2	sd		112	£485,000		£4,332
		56	2			2	sd		112	£495,000		£4,422
		64	2			2	sd		125	£535,000		£4,275
		65	2			2	d		121	£540,000		£4,475
		55	2			2	d		112	£490,000		£4,377
		72	3	1		2	d		126	£525,000		£4,155
		62	2			2	d		121	£540,000		£4,475
		51	2			2	d			£470,000		
		47	2			2	d			£470,000		
Portelet Bay	Portelet Bay	Dunlin	2			1	f			£640,000		
		Curlew	3			1	f	139		£965,000	£6,934	

				Pochard	2		1	f	113		£755,000	£6,711	
				Fulmar	4		2	f	204		£1,700,000	£8,318	
	Castle Quay	Waterfront	St Helier	B613	2		1	f			£650,000		
				B243	3		1	f			£850,000		
				B626	2		1	f			£795,000		
Grange	Haute Croix Farm	St John		2	2		2	t			£504,000		
				6	3	1	2	t			£797,500		
	Centre Ville	St Martins		1	2		2	d			£549,000		
	Indepquiplies House	St Helier		1	4		2	d		256	£945,000		£3,689
	Jardin du Craslin	St Peter		Grange	5		2	d		341	£1,750,000		£5,133
Antler	Highview	St Peter		1	5		2	d			£895,000		
	Carlton	St Helier		23	2		1	f	95		£586,000	£6,168	
				11	2		1	f	95		£541,000	£5,695	
Summit	Les Verrieres	St Ouen		1	2		1	f	97		£795,000	£8,189	
				3	2		1	f	88		£750,000	£8,498	
				4	2		1	f	82		£550,000	£6,682	
				5	2		1	f	81		£775,000	£9,600	
				6	2		1	f	77		£645,000	£8,415	
				8	2		1	f	143		£950,000	£6,657	
				10	2		1	f	119		£995,000	£8,380	
				7	2		1	f	89		£750,000	£8,409	
Savills	La Route de Noirmont	St Brelade			4	1	3	d		294	£1,450,000		£4,930
	Westmount Rd	St Helier		x2	4		2	d		301	£1,195,000		£3,968
					4		2	d		283	£1,895,000		£6,705
					4	1	3	d		199	£1,775,000		£8,924
					4	1	3	d		227	£1,650,000		£7,255
	Le Mont Rossignol	St Ouen			4	1	2	d		481	£3,250,000		£6,755
	La Rue de Haut	St Lawrence			5	1	2	d		518	£2,350,000		£4,539
	La Rue du Pont Marquet	St Brelade			4	1	2	d		588	£6,750,000		£11,484
	La Rocquaise	La Route de Genets			3		1	f		234	£1,800,000		£7,692
	Park Heights	St Helier			2		1	f		80	£620,000		£7,715

Millais House	Castle Quay	3		1	f	124	£895,000	£7,243
		2		1	f	87	£705,000	£8,133
		2		1	f	99	£865,000	£8,726
La Rue Des Aix	St Peter	7		3	d	1,542	£10,250,000	£6,647
La Rue de la Pigeonnerie	St Brelade	4		3	d	636	£3,750,000	£5,898
		5		3	d	399	£2,495,000	£6,251
La Route de la Cote	St Martin	4		3	d	859	£9,500,000	£11,055
La Ruette de la Carriere	St John	5	1	2	d	743	£3,250,000	£4,373
West Park Apt	St Helier	2		1	f	93	£545,000	£5,866

Appendix 4 Royal Court Price Paid Data and Planning Records Size Data

Address	Parish	Date	Year	Type	beds	Price	Market	SqM	£/Sqm
14 The Willows, Gorey Village	Grouville	25/11/16	2015	House	4	£ 730,000	New Market	153	£4,767
1 Alderman Apartments	Grouville	27/02/15	2015	Flat	2	£ 325,000	New Market	68	£4,779
10 Alderman Apartments	Grouville	27/02/15	2015	Flat	2	£ 350,000	New Market	68	£5,147
12 alderman Apartments	Grouville	13/03/15	2015	Flat	2	£ 355,000	New Market	74	£4,797
19 The Willows	Grouville	26/06/15	2015	House	2	£ 525,000	New Market	111	£4,743
2 Alderman Apartments	Grouville	27/02/15	2015	Flat	2	£ 335,000	New Market	73	£4,621
20 The Willows Oldjesery pottery site	Grouville	16/01/15	2015	House	3	£ 625,000	New Market	135	£4,630
21 The Willows	Grouville	12/06/15	2015	House	3	£ 595,000	New Market	135	£4,407
22 The Willows	Grouville	13/02/15	2015	House	2	£ 525,000	New Market	102	£5,147
23 The Willows	Grouville	04/09/15	2015	House	2	£ 520,000	New Market	102	£5,098
24 The Willows	Grouville	04/09/15	2015	House	2	£ 520,000	New Market	102	£5,098
25 The Willows	Grouville	17/04/15	2015	House	2	£ 525,000	New Market	102	£5,147
26 The Willows, Gorey Village	Grouville	18/12/15	2015	House	4	£ 740,000	New Market	171	£4,317
27 The Willows, Gorey Village	Grouville	13/11/15	2015	House	4	£ 740,000	New Market	171	£4,317
28 The Willows	Grouville	30/01/15	2015	House	3	£ 605,000	New Market	127	£4,778
3 Alderman Apartment	Grouville	30/01/15	2015	Flat	2	£ 370,000	New Market	74	£5,000
3 The Willows, Gorey Village	Grouville	18/12/15	2015	House	3	£ 825,000	New Market	169	£4,876
31 The Willows, Gorey Village	Grouville	18/12/15	2015	House	4	£ 725,000	New Market	169	£4,293
38 The Willows, Gorey Village	Grouville	13/11/15	2015	House	3	£ 540,000	New Market	102	£5,298
39 The Willows	Grouville	27/03/15	2015	House	2	£ 540,000	New Market	102	£5,294
17 Alderman Apartments	Grouville	13/03/15	2015	Flat	2	£ 360,000	New Market	74	£4,865
4 The Willows, Gorey Village	Grouville	18/12/15	2015	House	4	£ 825,000	New Market	169	£4,876
40 The Willows	Grouville	12/06/15	2015	House	3	£ 650,000	New Market	135	£4,815
42 The Willows	Grouville	17/04/15	2015	House	2	£ 545,000	New Market	102	£5,343
43 The Willows	Grouville	04/09/15	2015	House	2	£ 540,000	New Market	102	£5,298
44 The Willows	Grouville	30/10/15	2015	House	3	£ 540,000	New Market	102	£5,298
5 The Willows	Grouville	30/01/15	2015	Flat	2	£ 365,000	New Market	68	£5,368
8 Alderman Apartments	Grouville	27/02/15	2015	Flat	2	£ 335,000	New Market	73	£4,621
9 Alderman Apartments	Grouville	27/02/15	2015	Flat	2	£ 325,000	New Market	68	£4,779
10 The Willows, Gorey Village	Grouville	11/12/15	2015	House	3	£ 665,000	New Market	133	£4,996
3 Le Brecque, Le Chemin Des Maltieres	Grouville	18/12/15	2015	House	4	£ 653,000	New Market	125	£5,224
41 The Willows	Grouville	12/06/15	2015	House	3	£ 650,000	New Market	135	£4,815
1 Clos De La Ferme Rose	St. Brelade	13/03/15	2015	House	5	£1,950,000	New Market	364	£5,357
2 Clos De La Ferme Rose, La Rue De La Pigeonnerie	St. Brelade	26/06/15	2015	House	5	£1,950,000	New Market	364	£5,357
3 Clos de la Ferme Rose, La Rue de la Pigeonnerie, Noirmont	St. Brelade	24/07/15	2015	House	5	£1,950,000	New Market	364	£5,357
L'Emeraude, 4 Clos De La Ferme Rose	St. Brelade	29/05/15	2015	House	5	£2,050,000	New Market	364	£5,632

1 Hameau De La Mer	St. Clement	18/08/15	2015	House	2	£ 505,000	55+	100	£5,050
12 Hameau De La Mer	St. Clement	18/08/15	2015	House	2	£ 535,000	55+	100	£5,350
16 Hameau De La Mer	St. Clement	18/08/15	2015	House	2	£ 510,000	55+	100	£5,100
3 Hameau De La Mer	St. Clement	13/11/15	2015	House	2	£ 545,000	55+	100	£5,450
6 Hameau De La Mer	St. Clement	18/08/15	2015	House	2	£ 510,000	55+	100	£5,100
8 Hameau De La Mer	St. Clement	18/08/15	2015	House	2	£ 545,000	55+	100	£5,450
9 Hameau De La Mer	St. Clement	18/08/15	2015	House	2	£ 535,000	55+	100	£5,350
Apartment 1, La Vermeleche	St. Clement	30/10/15	2015	Flat	2	£ 360,000	55+	71	£5,070
Apartment 2 Les Vermeleche Grande Route De La Cote	St. Clement	02/10/15	2015	Flat	2	£ 360,000	55+	70	£5,143
Flat 2 Les Delaches, Hameau de la Mer, La Grande Route de la Cote, St. Clement, Jersey, JE2 6SZ	St. Clement	11/12/15	2015	Flat	2	£ 345,000	55+	70	£4,929
Apartment 3 Les Delaches, Grande Route De La Cote	St. Clement	02/10/15	2015	Flat	1	£ 275,000	55+	60	£4,583
Apartment 4 Les Vermeleche Grande Route De La Cote	St. Clement	02/10/15	2015	Flat	2	£ 350,000	55+	70	£5,000
Apartment 4 Les Delaches, Grande Route De La Cote	St. Clement	02/10/15	2015	Flat	1	£ 270,000	55+	60	£4,500
Flat 5 La Vermeleche, Hameau de la Mer, La Grande Route de la Cote, St. Clement, Jersey, JE2 6SZ	St. Clement	27/11/15	2015	Flat	1	£ 245,000	55+	60	£4,083
Apartment 6 Les Delaches, Grande Route De La Cote	St. Clement	02/10/15	2015	Flat	1	£ 275,000	55+	60	£4,583
Apartment 7 Les Delaches, Grande Route De La Cote	St. Clement	02/10/15	2015	Flat	2	£ 375,000	55+	70	£5,357
1 Haute Croix Farm, Grande Route De St Jean	St. John	11/12/15	2015	House	1	£ 315,000	New Market	48	£6,563
3 Haute Croix Farm, Grande Route De St Jean	St. John	11/12/15	2015	House	4	£1,100,000	New Market	240	£4,583
4 Centre Ville, La Rue De La Croix Au Maitre	St. Martin	18/12/15	2015	House	3	£ 620,000	New Market	160	£3,875
Apartment 7 Centre Ville	St. Martin	04/09/15	2015	Flat	1	£ 280,000	New Market	80	£3,500
Apartment 9 Centre Ville	St. Martin	04/09/15	2015	Flat	1	£ 349,000	New Market	80	£4,363
5 Centre Ville, La Rue De La Croix Au Maitre	St. Martin	18/12/15	2015	House	2	£ 480,000	New Market	80	£6,000
6 Centre Ville, La Rue De La Croix Au Mitre	St. Martin	11/12/15	2015	House	3	£ 600,000	New Market	145	£4,138
Revere	St. Martin	02/10/15	2015	House	5	£1,350,000	New Market	200	£6,750
Apartment 2 Les Verrieres, Greve De Lecq	St. Ouen	13/11/15	2015	Flat	2	£ 600,000	New Market	77	£7,841
Apartment 9 Les Verrieres, Greve De Lecq	St. Ouen	13/11/15	2015	Flat	3	£1,200,000	New Market	119	£10,084
Juniper Cottage, La Croisierie	St. Ouen	17/04/15	2015	House	4	£ 795,000	New Market	159	£4,991
Colony House, La Ruette du Coin Varin, Coin Varin	St. Peter	24/07/15	2015	House	6	£3,450,000	New Market		
15 Langtry Gardens	St. Saviour	31/05/2013	2015	House	2	£ 475,000	55+	105	£4,524
La chasse, St Saviour	St. Saviour	28/08/2015	2015	House	4	£ 950,000	New Market	233	£4,077
1 Claremont Apartments, Princes Tower Road	St. Saviour	11/12/15	2015	Flat	1	£ 325,000	New Market	63	£5,159
10 Claremont Apartments, Princes Tower Road	St. Saviour	27/11/15	2015	Flat	2	£ 380,000	New Market	72	£5,278
11 Claremont Apartments, Princes Tower Road	St. Saviour	11/12/15	2015	Flat	1	£ 305,000	New Market	53	£5,755
12 Claremont Apartments, Princes Tower Road	St. Saviour	27/11/15	2015	Flat	2	£ 350,000	New Market	74	£4,730
17 Claremont Apartments, Princes Tower Road	St. Saviour	27/11/15	2015	Flat	1	£ 299,000	New Market	72	£4,153
19 Claremont Apartments, Princes Tower Road	St. Saviour	11/12/15	2015	Flat	1	£ 290,000	New Market	64	£4,531
2 Claremont Apartments, Princes Tower Road	St. Saviour	27/11/15	2015	Flat	2	£ 395,000	New Market	72	£5,486
3 Claremont Apartments, Princes Tower Road	St. Saviour	27/11/15	2015	Flat	2	£ 395,000	New Market	72	£5,486
39 Langtry Gardens, St Saviours Road	St. Saviour	15/05/15	2015	House	2	£ 485,000	55+	110	£4,409
4 Claremont Apartments, Princes Tower Road	St. Saviour	11/12/15	2015	Flat	2	£ 395,000	New Market	72	£5,486
40 Langtry Gardens, St Saviours Road	St. Saviour	13/03/15	2015	House	2	£ 490,000	55+	100	£4,900
42 Langtrry Gardens, St Saviours Road	St. Saviour	21/08/15	2015	House	2	£ 505,000	55+	105	£4,810
43 Langtry Gardens, St Saviours Road	St. Saviour	15/05/15	2015	House	2	£ 505,000	55+	105	£4,810

44 Langtry Gardens, St Saviours Road	St. Saviour	29/05/15	2015	House	2	£ 500,000	55+	105	£4,762
45 Langtry Gardens, St Saviours Road	St. Saviour	11/12/15	2015	House	2	£ 510,000	55+	105	£4,857
46 Langtry Gardens, St Saviours Road	St. Saviour	29/05/15	2015	House	2	£ 510,000	55+	100	£5,100
49 Langtry Gardens, St Saviours Road	St. Saviour	26/06/15	2015	House	2	£ 510,000	55+	100	£5,100
5 Claremont Apartments, Princes Tower Road	St. Saviour	11/12/15	2015	Flat	1	£ 285,000	New Market	53	£5,377
50 Langtry Gardens, St Saviours Road	St. Saviour	18/12/15	2015	House	2	£ 485,000	55+	105	£4,619
54 Langtry Gardens, St Saviours Road	St. Saviour	21/08/15	2015	House	3	£ 480,000	55+	110	£4,364
64 Belvedere, Princes Tower Road	St. Saviour	12/06/15	2015	House	4	£ 720,000	New Market	174	£4,133
66 Belvedere, Princes Tower Road	St. Saviour	21/08/15	2015	House	3	720000	New Market	174	£4,133
67 Belvedere, Princes Tower Road	St. Saviour	29/05/15	2015	House	3	£ 460,000	New Market	100	£4,609
68 Belvedere, Princes Tower Road	St. Saviour	12/06/15	2015	House	3	£ 450,000	New Market	100	£4,509
7 Claremont Apartments, Princes Tower Road	St. Saviour	27/11/15	2015	Flat	1	£ 295,000	New Market	63	£4,683
70 Belvedere, Princes Tower Road	St. Saviour	12/06/15	2015	House	3	£ 460,000	New Market	100	£4,609
72 Belvedere, Princes Tower Road	St. Saviour	12/06/15	2015	House	3	£ 460,000	New Market	129	£3,566
73 Belvedere, Princes Tower Road	St. Saviour	12/06/15	2015	House	3	£ 495,000	New Market	129	£3,837
8 Claremont Apartments, Princes Tower Road	St. Saviour	18/12/15	2015	Flat	2	£ 380,000	New Market	72	£5,278
9 Claremont Apartments, Princes Tower Road	St. Saviour	11/12/15	2015	Flat	2	£ 380,000	New Market	72	£5,278
Coach House, Sous L'Eglise	St. Saviour	10/07/15	2015	House	3	£ 715,000	New Market	173	£4,133
Villa Theresa, Grande Route de St Martin, Pigneaux	St. Saviour	10/07/15	2015	House	2	£ 535,000	New Market	98	£5,459
Pentangle, 1 Fairways	Trinity	04/09/15	2015	House	4	£ 800,000	New Market	165	£4,848
3 Clos De La Boucterie, La Rue De La Boulees	Trinity	04/09/15	2015	House	4	£1,100,080	New Market	230	£4,783
11 The Willows, Gorey Village	Grouville	25/11/16	2016	House	3	£ 665,000	New Market	153	£4,342
14 The Willows, Gorey Village	Grouville	25/11/16	2016	House	4	£ 730,000	New Market	153	£4,767
32 The Willows, Gorey Village	Grouville	23/12/16	2016	House	4	£ 760,000	New Market	169	£4,500
1 The Alderman Apartments, Gorey Village	Grouville	16/09/16	2016	Flat	2	£ 360,000	New Market	68	£5,294
11 The Alderman Apartments, Gorey Village	Grouville	11/03/16	2016	Flat	2	£ 356,000	New Market	73	£4,910
11 The Willows, Gorey Village	Grouville	29/04/16	2016	House	3	£ 670,000	New Market	133	£5,033
15 The Willows, Gorey Village	Grouville	26/02/16	2016	House	4	£ 655,000	New Market	133	£4,921
16 The Willows, Gorey Village	Grouville	27/05/16	2016	House	4	£ 740,000	New Market	159	£4,645
17 The Willows, Gorey Village	Grouville	01/04/16	2016	House	4	£ 740,000	New Market	159	£4,645
18 The Willows, Gorey Village	Grouville	30/09/16	2016	House	3	£ 625,000	New Market	138	£4,534
2 Le Brecque, Le Chemin Des Maltieres	Grouville	27/05/16	2016	House	4	£ 636,000	New Market	125	£5,088
3 Tevielka, La Rue De La Haye Du Puits	Grouville	27/05/16	2016	House	3	£ 620,000	New Market	123	£5,041
33 The Willows, Gorey Village	Grouville	10/06/16	2016	House	3	£ 670,000	New Market	133	£5,033
34 The Willows, Gorey Village	Grouville	19/08/16	2016	House	3	£ 670,000	New Market	133	£5,033
36 The Willows, Gorey Village	Grouville	11/03/16	2016	House	3	£ 550,000	New Market	102	£5,396
37 The Willows, Gorey Village	Grouville	29/01/16	2016	House	3	£ 540,000	New Market	102	£5,298
1 La Brecque, Le Chemin Des Maltieres	Grouville	12/02/16	2016	House	3	£ 646,981	New Market	125	£5,176
Le Petit Hibou, 4 Tevielka	Grouville	08/07/16	2016	House	3	£ 562,500	New Market	123	£4,573
2 Hameau De La Mer, Grande Route De La Cote	St. Clement	09/12/16	2016	House	3	£ 530,000	55+	110	£4,818
10 Hameau De La Mer, Grande Route De La Cote	St. Clement	11/11/16	2016	House	2	£ 495,000	55+	100	£4,950
17 Hameau De La Mer, Grande Route De La Cote	St. Clement	11/11/16	2016	House	2	£ 455,000	55+	100	£4,550
19 Hameau De La Mer, Grande Route De La Cote	St. Clement	25/11/16	2016	House	2	£ 436,000	55+	100	£4,360
15 Hameau De La Mer, Grande Route De La Cote	St. Clement	16/09/16	2016	House	3	£ 520,000	55+	110	£4,727
18 Hameau De La Mer	St. Clement	05/08/16	2016	House	2	£ 435,000	55+	100	£4,350

6 Hameau De La Mer, Grande Route De La Cote	St. Clement	02/09/16	2016	House	2	£ 485,000	55+	100	£4,850
Flat 1 Les Delaches, Hameau de la Mer, La Grande Route de la Cote, St. Clement, Jersey, JE2 6SZ	St. Clement	15/01/16	2016	Flat	1	£ 275,000	55+	60	£4,583
3 La Vermeleche, Grande Route De La Cote	St. Clement	15/01/16	2016	Flat	2	£ 350,000	55+	70	£5,000
Flat 5 Les Delaches, Hameau de la Mer, La Grande Route de la Cote, St. Clement, Jersey, JE2 6SZ	St. Clement	12/02/16	2016	Flat	2	£ 345,000	55+	70	£4,929
Flat 8 Les Delaches, Hameau de la Mer, La Grande Route de la Cote, St. Clement, Jersey, JE2 6SZ	St. Clement	08/07/16	2016	Flat	2	£ 365,000	55+	70	£5,214
Bien Etre, 3 Priory Close	St. Helier	24/06/16	2016	House	3	£ 720,000	New Market	142	£5,070
1 Priory Close, Rue De La Hauteur	St. Helier	24/06/16	2016	House	3	£ 612,000	New Market	120	£5,100
Flat 11, The Bath House, 59-63 Bath Street, St. Helier, Jersey, JE2 4QU	St. Helier	11/03/2016	2016	Flat	1	£ 250,000	New Market	58	£4,348
Apartment 1 The Bath House, Bath Street	St. Helier	01/04/16	2016	Flat	1	£ 225,000	New Market	56	£4,032
Apartment 12 The Bath House, Bath Street	St. Helier	13/05/16	2016	Flat	1	£ 265,000	New Market	52	£5,086
Apartment 13 The Bath House, 63 Bath Street	St. Helier	11/03/16	2016	Flat	1	£ 245,000	New Market	51	£4,804
Apartment 14 The Bath House, Bath Street	St. Helier	01/04/16	2016	Flat	1	£ 245,000	New Market	57	£4,306
Apartment 15 The Bath House, Bath Street	St. Helier	01/04/16	2016	Flat	2	£ 295,000	New Market	67	£4,429
Apartment 2 The Bath House, 63 Bath Street	St. Helier	11/03/16	2016	Flat	1	£ 219,500	New Market	52	£4,213
Apartment 3 The Bath House, Bath Street	St. Helier	01/04/16	2016	Flat	1	£ 225,000	New Market	47	£4,839
4 The Bath House, Bath Street	St. Helier	15/04/16	2016	Flat	2	£ 275,000	New Market	63	£4,379
Apartment 5 The Bath House, Bath Street	St. Helier	29/04/16	2016	Flat	1	£ 275,000	New Market	63	£4,400
Apartment 6 The Bath House, Bath Street	St. Helier	01/04/16	2016	Flat	2	£ 280,000	New Market	64	£4,382
Apartment 7 The Bath House, 63 Bath Street	St. Helier	11/03/16	2016	Flat	1	£ 245,000	New Market	52	£4,702
Apartment 9 The Bath House, 63 Bath Street	St. Helier	11/03/16	2016	Flat	2		New Market	63	
Apartment 10 The Bath House, 63 Bath Street	St. Helier	11/03/16	2016	Flat	2		New Market	60	
Apartment 8 The Bath House, 63 Bath Street	St. Helier	11/03/16	2016	Flat	1	£ 235,000	New Market	51	£4,608
5 Church Mews	St. John	23/12/16	2016	House	3	£635,000	New Market	135	£4,704
New House at La Grande Hure	St. John	28/10/16	2016	House	5	£1,325,000	New Market	200	£6,625
4 Haute Croix Farm, La Grande Route De St Jean	St. John	02/09/16	2016	House	3	£ 745,000	New Market	121	£6,157
1 Millbrook Gardens	St. Lawrence	25/11/16	2016	Flat	2	£ 495,000	Social Rent	84	£5,893
2 Millbrook Gardens	St. Lawrence	11/11/16	2016	Flat	2	£ 495,000	Social Rent	84	£5,893
3 Millbrook Gardens	St. Lawrence	11/11/16	2016	Flat	2	£ 505,000	Social Rent	74	£6,824
4 Millbrook Gardens	St. Lawrence	11/11/16	2016	Flat	2	£ 495,000	Social Rent	84	£5,893
5 Millbrook Gardens	St. Lawrence	11/11/16	2016	Flat	2	£ 495,000	Social Rent	74	£6,689
7 Retreat Farm, La Rue Des Varvots	St. Lawrence	29/01/16	2016	House	3	£ 503,000	New Market	130	£3,869
7 Retreat Farm, La Rue Des Varvots	St. Lawrence	29/01/16	2016	House	3	£ 505,000	New Market	130	£3,885
2 Centre Ville, LA Rue De La Croix Au Maitre	St. Martin	24/06/16	2016	House	3	£ 614,000	New Market	160	£3,838
3 Centre Ville, La Rue De La Croix Au Maitre	St. Martin	27/05/16	2016	House	3	£ 605,000	New Market	160	£3,781
Apartment 8 Centre Ville, La Rue De La Croix Au Maitre	St. Martin	11/03/16	2016	Flat	2	£ 365,000	New Market	80	£4,563
Apartment 4 Les Verrieres, Greve De Lecq	St. Ouen	16/09/16	2016	Flat	2	£ 525,000	New Market	82	£6,374
Apartment 7 Les Verrieres, Greve De Lecq	St. Ouen	24/06/16	2016	Flat	2	£ 720,000	New Market	89	£8,070
Holly Lodge, La Route De Vinchelez	St. Ouen	12/02/16	2016	House	4	£1,500,000	New Market	362	£4,140
Nostra Domus, La Rue De La Gabourellerie	St. Ouen	26/02/16	2016	House	3	£ 700,000	New Market	130	£5,385
Apartment 4, The Garth, La Rue Des Fontaines	St. Peter	11/11/16	2016	Flat	1	£ 255,000	New Market		
La Grande Hague, La Rue Des Sapins	St. Peter	23/12/16	2016	House	5	£1,025,000	New Market		

4 Highview, La Rue Des Fontaines	St. Peter	11/11/16	2016	House	3	£ 630,000	New Market	135	£4,667
5 Highview, La Rue Des Fontaines	St. Peter	11/11/16	2016	House	3	£ 548,995	New Market	121	£4,537
6 Highview, La Rue Des Fontaines	St. Peter	11/11/16	2016	House	3	£ 575,000	New Market	122	£4,713
7 Highview, La Rue Des Fontaines	St. Peter	11/11/16	2016	House	3	£ 670,000	New Market	140	£4,786
8 Highview, La Rue Des Fontaines	St. Peter	25/11/16	2016	House	3	£ 575,000	New Market	128	£4,492
9 Highview, La Rue Des Fontaines	St. Peter	11/11/16	2016	House	3	£ 597,994	New Market	131	£4,565
Fort View, Old Beaumont Hill	St. Peter	15/01/16	2016	House	5	£1,872,000	New Market	336	£5,571
12 Belvedere, Princes Tower Road	St. Saviour	09/12/16	2016	House	3	£ 700,000	New Market	125	£5,600
16 Belvedere, Princes Tower Road	St. Saviour	26/07/2013	2016	House	3	£ 500,000	New Market		
38 Belvedere, Princes Tower Road	St. Saviour	11/11/16	2016	House	3	£ 675,000	New Market	138	£4,891
60 Belvedere, Princes Tower Road	St. Saviour	09/12/16	2016	House	4	£ 685,000	New Market	166	£4,127
63 Langtry Gardens, St Saviours Road	St. Saviour	23/12/16	2016	House	2	£ 530,000	New Market	99	£5,354
14 Claremont Apartments, Princes Tower Road	St. Saviour	15/04/16	2016	Flat	1	£ 280,000	New Market	55	£5,091
15 Claremont Apartments, Princes Tower Road	St. Saviour	11/03/16	2016	Flat	2	£ 285,000	New Market	63	£4,524
48 Langtry Gardens, St Saviours Road	St. Saviour	01/04/16	2016	House	2	£ 505,000	55+	115	£4,391
52 Langtry Gardens, St Saviours Road	St. Saviour	01/04/16	2016	House	2	£ 485,000	55+	100	£4,850
53 Langtry Gardens	St. Saviour	27/05/16	2016	House	2	£ 480,000	55+	100	£4,800
80 Belvedere, Princes Tower Road	St. Saviour	22/07/16	2016	House	3	£ 640,000	New Market	160	£4,006
82 Belvedere, Princes Tower Road	St. Saviour	22/07/16	2016	House	3	£ 620,000	New Market	147	£4,219
83 Belvedere, Princes Tower Road	St. Saviour	30/09/16	2016	House	3	£ 675,000	New Market	120	£5,625
Coach House, La Chasse Brunet	St. Saviour	02/09/16	2016	House	4	£ 785,000	New Market	173	£4,538
41 Langtry Gardens, St Saviours Road	St. Saviour	11/11/16	2016	House	2	£ 485,000	55+	100	£4,850

Appendix 5 – CoStar Data

The pages in this appendix are not numbered.

Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
99	£23.08	£23.05	17

TOP 50 LEASE COMPARABLES

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	82	£11.00	£23.08	£22.00	£38.78
Achieved Rent Per SF	78	£2.99	£23.05	£20.00	£38.56
Net Effective Rent Per SF	40	£4.75	£20.39	£19.30	£38.00
Asking Rent Discount	63	-36.4%	4.2%	0.0%	34.3%
Rent Free Months	54	0	5	4	15

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	79	1	17	15	58
Deal Size	99	292	2,730	1,730	13,337
Lease Deal in Years	84	0.5	8.3	9.0	21.0
Floor Number	98	BSMT	1	1	6

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	**Le Masurier House** The Annex	★★★★☆	602	GRND	10/08/2016	New	£15.00	Effective
2	**Sir Walter Raleigh House** Esplanade	★★★☆☆	4,487	GRND	06/07/2016	New	£24.12/fri	Effective
3	**37 Esplanade**	★★★★☆	4,642	6th	01/07/2016	New	£34.16/fri	Effective
4	**Hilary House** 19 Hilary St	★★☆☆☆	907	1st	01/04/2016	New	£16.20/iri	Effective
5	**29 Broad St**	★★★☆☆	754	2nd	01/02/2016	New	£19.65/fri	Effective
6	**Weighbridge House** Mulcaster St	★★☆☆☆	3,098	1st	18/01/2016	New	£35.00/fri	Asking
7	**24 Hill St**	★★★☆☆	1,378	2nd	07/01/2016	New	£14.36/fri	Effective
8	**One Waverley Place** Union St	★★★★☆	2,875	GRND	01/01/2016	New	£22.00/fri	Asking
6	**Weighbridge House** Mulcaster St	★★☆☆☆	3,116	3rd	25/12/2015	New	£35.00/fri	Asking
9	**Channel House** Green St	★★★☆☆	2,287	Unkwn	23/11/2015	New	£18.61	Effective
10	**27 The Parade**	★★☆☆☆	511	GRND	17/11/2015	New	£38.00/fri	Effective
9	**Channel House** Green St	★★★☆☆	1,183	BSMT,G…	15/10/2015	New	£21.00/fri	Asking
11	**7 Bond St**	★★★☆☆	2,139	BSMT,2	01/10/2015	New	£22.87/fri	Effective
12	**11-13 New St**	★★★☆☆	570	1st	01/10/2015	New	£15.92/iri	Effective
5	**29 Broad St**	★★★☆☆	745	1st	25/09/2015	New	£22.00/fri	Achieved
13	**7 Esplanade**	★★★☆☆	918	3rd	11/09/2015	New	£22.03/fri	Effective
14	**10 Bond St**	★★★☆☆	552	1st	01/09/2015	New	£19.29/fri	Effective
13	**7 Esplanade**	★★★☆☆	1,095	GRND	01/09/2015	New	£22.00/fri	Achieved
15	**2-10 Library Pl**	★★☆☆☆	1,744	GRND	01/09/2015	New	£28.00/fri	Achieved
15	**2-10 Library Pl**	★★☆☆☆	6,524	BSMT,1-3	01/09/2015	New	£27.50/fri	Effective
16	**Kingsgate House** 55 Esplanade	★★★★☆	3,611	4th	18/08/2015	New	£27.51/fri	Achieved

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
17	**7-13 Britannia Place** 13 Britannia Pl	★★☆☆☆	2,167	GRND,1	03/08/2015	New	£11.03/fri	Effective
18	**18 Sand St**	★★★☆☆	1,119	1st	01/08/2015	New	£13.40/fri	Achieved
19	**Kensington Chambers** Kensington Pl	★★★★☆	6,461	1st	30/06/2015	New	£22.12/fri	Effective
20	**Commercial House** 3 Commercial St	★★★☆☆	1,332	GRND	24/06/2015	New	£14.29/fri	Effective
21	**4 Broad St**	★★★☆☆	1,570	1-2	15/06/2015	New	£16.95/fri	Effective
22	**20 Sands St**	★★★☆☆	996	1st	01/06/2015	New	£16.06/iro	Asking
17	**7-13 Britannia Place** Bath St	★★☆☆☆	2,000	1st	01/03/2015	New	£13.12/fri	Effective
4	**Hilary House** 19 Hilary St	★★☆☆☆	1,108	GRND	16/02/2015	New	£15.81/iro	Effective
23	**Exchange House** La Rue De La Hambie	★★☆☆☆	784	GRND	13/02/2015	New	£12.80/iro	Effective
24	**12-13 Caledonian Pl**	★★★☆☆	7,172	GRND,1-2	05/01/2015	Renewal	£22.00	Effective
25	**Charles House** Charles St	★★★☆☆	2,075	2nd	05/01/2015	New	£17.50/fri	Asking
26	**Beauport House** L'Avenue de la Commune	★★★☆☆	922	1st	19/12/2014	New	£16.00/iri	Asking
27	**Dumaresq House** Dumaresq St	★★★★☆	3,279	GRND	31/10/2014	New	£24.75/fri	Effective
27	**Dumaresq House** Dumaresq St	★★★★☆	11,493	1-3	31/10/2014	New	£4.75/fri	Effective
28	**Eagle House** La Colomberie	★★★★☆	9,402	2-4	09/10/2014	New	£17.34/fri	Achieved
29	**Hillgrove House** Hillgrove St	★★☆☆☆	2,178	2nd	01/10/2014	New	£18.04/fri	Effective
30	**3 St Andrews Pl**	★★☆☆☆	540	1st	22/09/2014	New	£19.29/fri	Effective
21	**4-6 Broad St**	★★★☆☆	546	2nd	01/09/2014	New	£16.81/fri	Effective
31	**47-49 La Motte St**	★★★★☆	5,889	3rd	01/09/2014	New	£25.00/iri	Achieved
32	**24 Seale St**	★★☆☆☆	3,558	1st	01/09/2014	New	£21.00	Asking
3	**37 Esplanade**	★★★★☆	4,677	GRND	27/08/2014	New	£28.28	Achieved

Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
20	**Commercial House** Commercial St	★★★☆☆	1,332	GRND	01/08/2014	New	£23.00	Asking
33	**Spectrum** Gloucester St	★★★☆☆	1,098	GRND	31/07/2014	New	£22.77	Asking
34	**8 Hill St**	★★☆☆☆	1,246	GRND	20/07/2014	New	£24.09/fri	Effective
5	**29 Broad St**	★★★☆☆	611	3rd	08/07/2014	New	£22.46/fri	Effective
35	**5 St Andrews Pl**	★★★☆☆	2,023	2nd	02/07/2014	New	£24.50/fri	Achieved
25	**Charles House** Charles St	★★★☆☆	1,181	1st	01/07/2014	New	£17.50/fri	Asking
4	**Hilary House** 19 Hilary St	★★☆☆☆	911	2nd	01/07/2014	New	£16.20/iri	Effective
36	**Liberty Wharf** La Route De La Liberation	★★★☆☆	625	GRND	01/07/2014	New	£19.31	Effective

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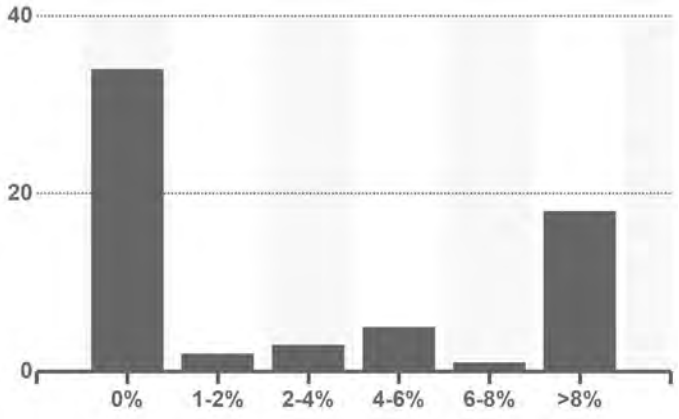
Rents

Lease Comps Report

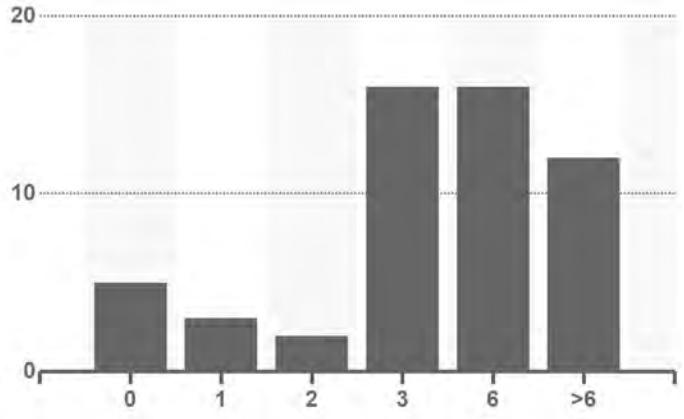
Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£23.08	£23.05	£20.39	4.9

DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



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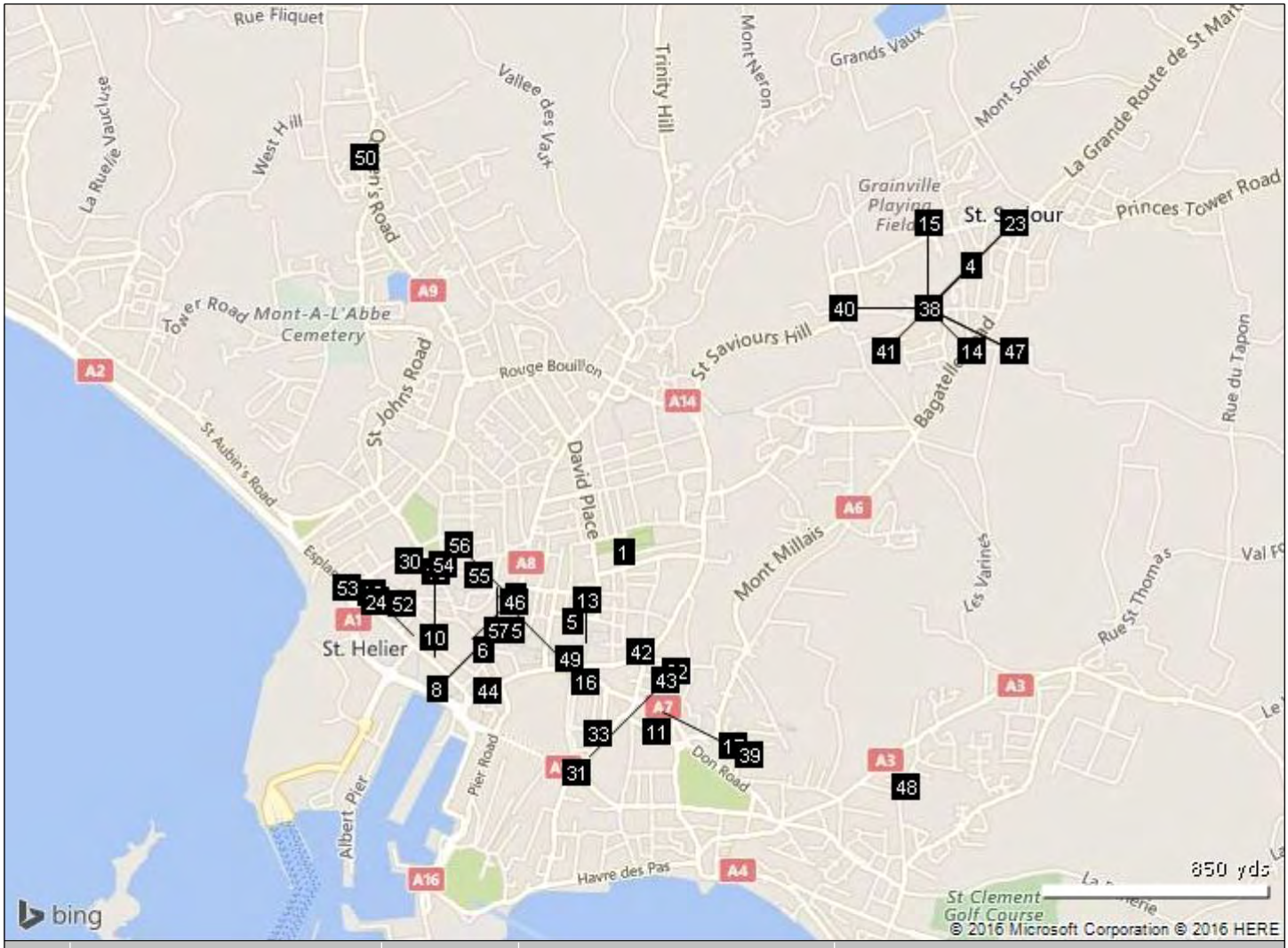

	Address	City	Property Info	Sale Info
1	7-13 Britannia Place, Bath St	Jersey	12,985 SF Office	Sold: £2,394,625 (£184.41/SF)
2	West Centre, 7-10 Bath St, 9-10/1st Floor (Part of Multi-Unit Sale)	Jersey	1,290 SF Office	Sold: -
3	West Centre, 7-10 Bath St, 9-10/2nd Floor (Part of Multi-Unit Sale)	Jersey	1,300 SF Office	Sold: -
4	West Centre, 7-10 Bath St, 9-10/Ground (Part of Multi-Unit Sale)	Jersey	1,070 SF Office	Sold: -
5	Centurion House, Beresford St	Jersey	5,454 SF Office	Sold: -
6	13 Broad St	Jersey	7,459 SF Office	Sold: £2,150,000 (£288.24/SF)
7	19-21 Broad St	Jersey	7,033 SF Office	Sold: -
8	19-21 Broad St	Jersey	7,033 SF Office	Sold: -
9	29 Broad St	Jersey	3,608 SF Office	Sold: -
10	13-15 Castle St	Jersey	43,412 SF Office	Sold: £15,100,000 (£347.83/SF)
11	50 Colomberie Para	Jersey	27,000 SF Office	Sold: £10,150,000 (£375.93/SF)
12	Burrard House, Don St	Jersey	12,788 SF Office	Sold: -
13	Burrard House, Don St	Jersey	12,788 SF Office	Sold: -

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28/09/2016

14	Andium House, Don St	Jersey	11,394 SF Office	Sold: £3,575,000 (£313.76/SF)
15	33-35 Don St	Jersey	9,532 SF Office	Sold: £1,500,000 (£157.36/SF)
16	Dumaresq House, Dumaresq St (Part of Portfolio)	Jersey	14,790 SF Office	Sold: -
17	18-20 Dumaresq St	Jersey	3,150 SF Office	Sold: £260,000 (£82.54/SF)
18	17-18 Esplanade	St Helier	33,000 SF Office	Sold: £12,500,000 (£378.79/SF)
19	27-28 Esplanade	Jersey	69,865 SF Office	Part of Multi-Property Sale: £6,500,000 (£93.04/SF)
20	38 Esplanade	Jersey	27,695 SF Office	Sold: -
21	45-47 Esplanade	Jersey	43,000 SF Office	Sold: £15,500,000 (£360.47/SF)
22	45-47 Esplanade	Jersey	43,000 SF Office	Sold: -
23	45-47 Esplanade	Jersey	43,000 SF Office	Sold: -
24	Sir Walter Raleigh House, 48-50 Esplanade	Jersey	22,435 SF Office	Sold: £6,450,000 (£287.50/SF)
25	Spectrum, Gloucester St	Jersey	11,617 SF Office/Office/Residential	Sold: £290,000 (£24.96/SF)
26	Spectrum, Gloucester St	Jersey	11,617 SF Office/Office/Residential	Sold: -
27	Spectrum, Gloucester St	Jersey	1,703 SF Office/Office/Residential	Sold: £500,000 (£293.60/SF)
28	Spectrum, Gloucester St	Jersey	715 SF Office/Office/Residential	Sold: £235,000 (£328.67/SF)
29	Spectrum, Gloucester St	Jersey	1,777 SF Office/Office/Residential	Sold: £495,000 (£278.56/SF)
30	Spectrum, Gloucester St	Jersey	780 SF Office/Office/Residential	Sold: -
31	Channel House, Green St	Jersey	10,283 SF Office	Sold: £2,220,000 (£215.89/SF)
32	Bermuda House, Green St	Jersey	9,609 SF Office	Sold: £2,825,000 (£294/SF)
33	1 Grenville St	Jersey	19,847 SF Office	Sold: £1,500,000 (£75.58/SF)
34	The Forum, 13 Grenville St	Jersey	18,504 SF Office	Sold: -
35	The Forum, 13 Grenville St	Jersey	18,504 SF Office	Sold: -
36	The Forum, 13 Grenville St	Jersey	18,504 SF Office	Sold: -
37	The Forum, 13 Grenville St	Jersey	18,504 SF Office	Sold: -
38	The Forum, 13 Grenville St	Jersey	18,504 SF Office	Sold: £2,400,400 (£129.72/SF)
39	18-22 Grenville St	Jersey	49,115 SF Office	Sold: £17,500,000 (£356.31/SF)
40	28-34 Hill St	Jersey	18,677 SF Office	Sold: -
41	76-78 King St	Jersey	1,000 SF Office	Sold: -
42	47-49 La Motte St	Jersey	38,357 SF Office	Sold: £13,200,000 (£344.14/SF)
43	Mark House, Le Breton Ln	Jersey	794 SF Office	Sold: £220,000 (£277.08/SF)
44	14 Mulcaster St	Jersey	10,560 SF Office	Sold: -
45	Tsb House, 23 New St	Jersey	31,780 SF Office	Sold: £1,965,000 (£61.83/SF)
46	26 New St (Part of Portfolio)	Jersey	25,643 SF Office	Sold: -
47	Blampied House, Plat Douet Rd	Jersey	2,363 SF Office	Sold: £300,000 (£126.96/SF)
48	Samuel Le Riche, Plat Douet Rd	Jersey	5,705 SF Office	Sold: £600,000 (£105.17/SF)
49	30 Queen St	Jersey	2,962 SF Office	Sold: -

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50	Charter Place, Seaton Pl	Jersey	35,120 SF Office	Sold: £9,450,000 (£269.08/SF)
51	11-15 Seaton Pl	Jersey	47,360 SF Office	Sold: £8,900,000 (£187.92/SF)
52	11-15 Seaton Pl	Jersey	23,600 SF Office	Sold: £7,710,000 (£326.69/SF)
53	17-21 Seaton Pl	Jersey	30,768 SF Office	Sold: £11,100,000 (£360.76/SF)
54	31 The Parade	Jersey	6,886 SF Office	Sold: -
55	Salisbury House, Union St	Jersey	9,801 SF Office	Sold: £2,000,000 (£204.06/SF)
56	Malzard House, Union St (Part of Multi-Property Sale)	Jersey	5,175 SF Office	Sold: -
57	Wellington House, Union St (Part of Multi-Property Sale)	Jersey	8,395 SF Office	Sold: -

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Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Sale Price	£220,000	£5,316,334	£2,397,512	£17,500,000	30
NIA	715 SF	17,169 SF	11,617 SF	69,865 SF	57
Price per SF	£24.96	£252.34	£277.82	£378.79	30
Net Initial Yield	5.90%	7.56%	7.51%	10.12%	18
Days on Market	45	341	241	1,178	23
Sale Price to Asking Price Ratio	62.50%	90.70%	93.62%	100.00%	15

Totals

Sold Transactions	Total Sales Volume:	£159,490,025	Total Sales Transactions:	57

Survey Criteria

basic criteria: Type of Property - Office; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Jersey (Channel Islands)

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Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
13	£8.44	£7.65	8

LEASE COMPARABLES

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	13	£5.90	£8.44	£8.50	£9.78
Achieved Rent Per SF	6	£5.78	£7.65	£7.74	£9.78
Net Effective Rent Per SF	2	£5.78	£7.37	£6.99	£8.20
Asking Rent Discount	6	0.0%	8.0%	5.4%	25.0%
Rent Free Months	4	0	2	2	3

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	13	1	8	5	27
Deal Size	13	1,200	4,263	2,531	21,157
Lease Deal in Years	5	9.0	9.0	9.0	9.0
Floor Number	11	GRND	GRND	GRND	MEZZ

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Lease Comps Summary

Lease Comps Report

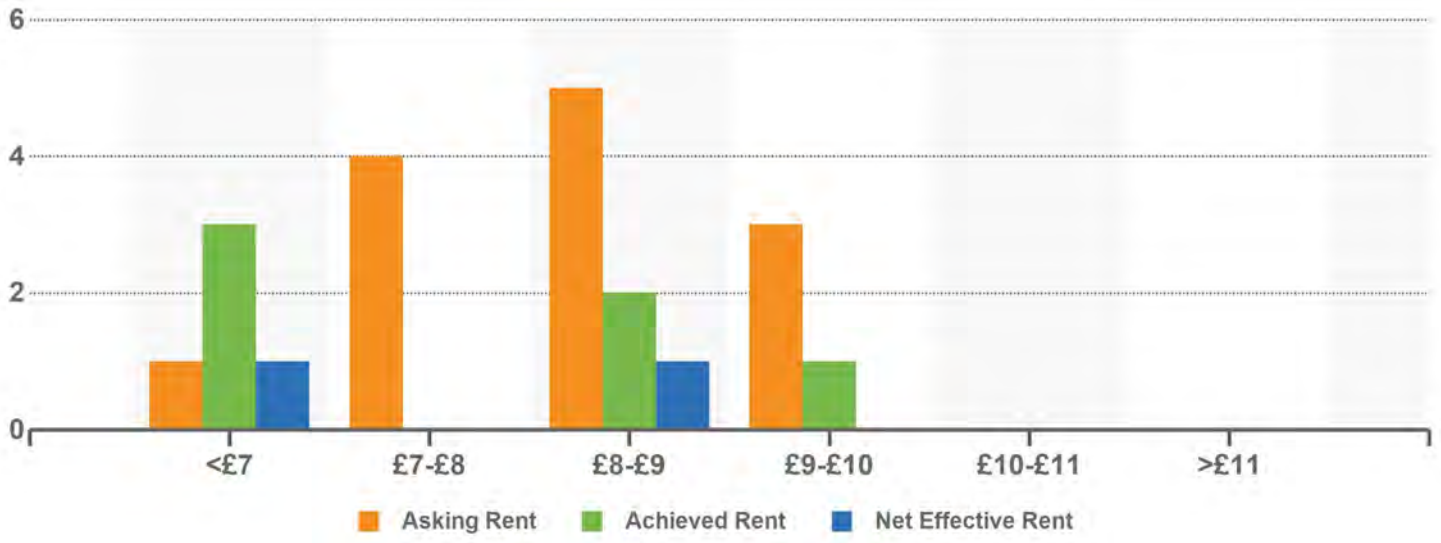
	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	Barette Commercial Centre La Route Du Month Mado	★★★☆☆	2,531	GRND	01/09/2015	New	£9.00/fri	Achieved
2	The Factory Rue a la Dame	★★☆☆☆	2,848	GRND	01/07/2015	New	£8.50	Asking
3	La Route Du Mont Mado	★★★☆☆	4,000	GRND	01/05/2015	New	£8.20/fri	Effective
4	10 Commercial Buildings	★★★☆☆	2,075	1st	16/01/2015	New	£5.78	Effective
5	La Rue De La Chesnaie	★★★☆☆	1,727	GRND	19/12/2014	New	£8.34	Asking
6	La Route Du Mont Mado	★★★☆☆	21,157	GRND	03/11/2014	New	£9.00/fri	Asking
6	La Route Du Mont Mado	★★★☆☆	3,025	GRND	03/11/2014	New	£9.00/fri	Asking
7	La Route Du Mont Mado	★★★☆☆	2,250	GRND	02/03/2014	New	£9.60	Asking
8	Warehouse Le Breton Ln	★★☆☆☆	4,720	GRND	01/09/2013	New	£5.90/fri	Asking
9	Belle Vue Workshop Unit Rue de la Rosiere	★★★☆☆	2,014	GRND,1	02/12/2012	New	£9.78	Achieved
10	First Tower Business Park La Route Es Nouaux	★★☆☆☆	2,153	GRND,M	25/05/2012	New	£6.97/fri	Achieved
11	L'avenue Le Bas	★★☆☆☆	5,724	Unkwn	01/02/2012	New	£6.64/fri	Achieved
12	La Grande Route De Rozel	★★☆☆☆	1,200	Unkwn	01/01/2012	New	£7.08	Asking

Rents

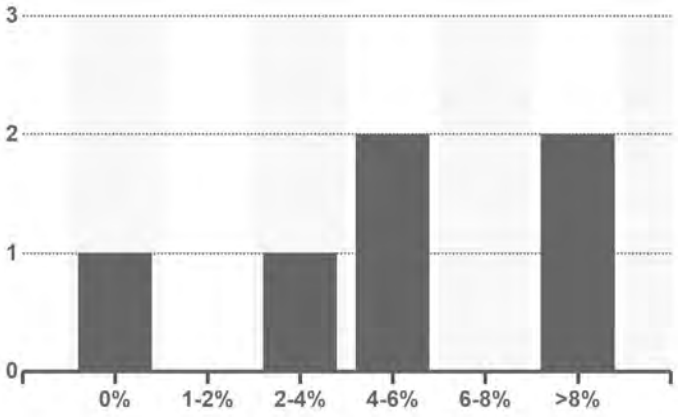
Lease Comps Report

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£8.44	£7.65	£7.37	2.0

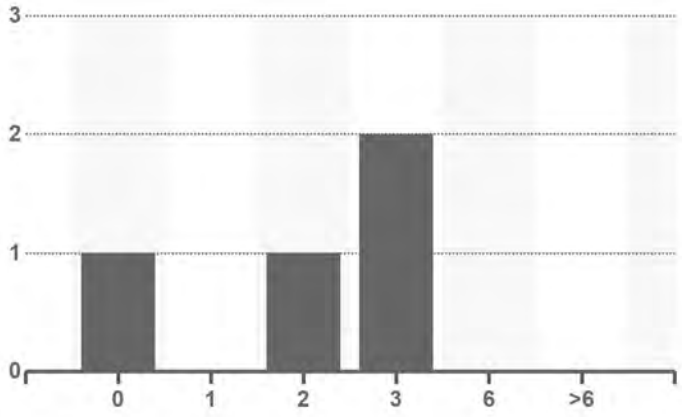
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



	Address	City	Property Info	Sale Info
1	1 La Rue Gosset	Jersey	5,248 SF Industrial/Warehouse	Sold: £670,000 (£127.67/SF)
2	La Rue Le Masurier	Jersey	99,628 SF Industrial/Warehouse	Sold: -

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28/09/2016

Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Sale Price	£670,000	£670,000	£670,000	£670,000	1
NIA	5,248 SF	52,438 SF	52,438 SF	99,628 SF	2
Price per SF	£127.67	£127.67	£127.67	£127.67	1
Net Initial Yield	8.00%	8.00%	8.00%	8.00%	1
Days on Market	370	370	370	370	1
Sale Price to Asking Price Ratio	92.41%	92.41%	92.41%	92.41%	1

Totals

Sold Transactions	Total Sales Volume:	£670,000	Total Sales Transactions:	2

Survey Criteria

basic criteria: Type of Property - Industrial, Light Industrial; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Jersey (Channel Islands)

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28/09/2016

Lease Comps Summary

Lease Comps Report

Deals	Asking Rent Per SF	Achieved Rent Per SF	Avg. Months On Market
60	£26.12	£22.28	13

TOP 50 LEASE COMPARABLES

SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	35	£6.22	£26.12	£28.93	£143.20
Achieved Rent Per SF	49	£1.24	£22.28	£26.95	£116.35
Net Effective Rent Per SF	2	£1.15	£2.70	£21.63	£42.11
Asking Rent Discount	25	0.0%	19.5%	13.1%	80.0%
Rent Free Months	17	0	4	3	12

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	36	0	13	8	57
Deal Size	60	260	1,985	1,042	16,068
Lease Deal in Years	50	1.0	11.2	9.0	25.0
Floor Number	59	BSMT	GRND	GRND	3

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Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	26 Halkett St	★★☆☆☆	634	GRND,2	31/05/2016	New	£42.11/iri	Effective
2	13 New St	★★★☆☆	699	GRND	15/04/2016	New	£40.06/iri	Achieved
3	1-3 La Colomberie	★★☆☆☆	1,352	BSMT,G...	10/03/2016	New	£19.97/iri	Achieved
4	Liquid - The Waterfront Rue De L'etau	★★☆☆☆	16,068	GRND,1,	11/12/2015	New	£1.15/fri	Effective
5	69 Halkett Place	★★★☆☆	570	GRND	15/07/2015	New	£31.58/iri	Achieved
6	27 Beresford St	★★★☆☆	2,217	GRND,1-3	26/05/2015	New	£13.53/fri	Achieved
7	13 King St	★★★☆☆	435	GRND	18/03/2015	New	£108.05/fri	Achieved
8	49 King St	★★☆☆☆	2,628	BSMT,G...	22/01/2015	New	£44.84/fri	Asking
9	20 Sands St	★★★☆☆	872	BSMT,G...	05/01/2015	New	£27.52/fri	Achieved
10	Castle Quay La Route du Port Elizabeth	★★★★☆	1,945	GRND	08/12/2014	New	£25.00	Achieved
11	45a King St	★★☆☆☆	1,793	BSMT,G...	03/11/2014	New	£41.83/fri	Asking
12	Liberty Wharf La Route De La Liberation	★★★☆☆	2,547	GRND	01/06/2014	New	£21.59/fri	Achieved
13	Temple Ct	★★☆☆☆	496	GRND	01/06/2014	New	£26.21/iro	Achieved
14	Halkett St	★★★☆☆	1,017	GRND	02/05/2014	New	£37.86	Asking
15	75-77 Halkett Pl	★★☆☆☆	3,200	BSMT,G...	01/05/2014	New	£20.13/fri	Achieved
16	Eagle House La Colomberie	★★★★☆	312	GRND	01/05/2014	New	-	-
17	Liberation House Castle St	★★★★☆	315	GRND	01/04/2014	New	£15.87	Achieved
12	Liberty Wharf La Route De La Liberation	★★★☆☆	425	GRND	01/04/2014	New	£42.35	Achieved
18	The Powerhouse Queens Rd	★★★☆☆	5,489	GRND	01/03/2014	New	£27.23	Asking
19	9-11 Burrard St	★★★☆☆	3,400	BSMT,G...	01/02/2014	New	£11.76/fri	Achieved
20	47 Halkett Pl	★★★☆☆	1,214	GRND,1	01/02/2014	New	£20.59	Achieved

Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1	26 Halkett St	★★☆☆☆	380	GRND	01/02/2014	New	£44.74	Achieved
21	25 Halkett St	★★☆☆☆	1,854	GRND,1-2	07/01/2014	New	£23.23	Achieved
22	14-16 Halkett St	★★★☆☆	2,081	GRND,1-2	02/01/2014	New	£13.94/fri	Achieved
23	Five Oaks Parade Bagatelle Rd	★★☆☆☆	700	GRND	01/01/2014	New	£26.20/fri	Achieved
12	Liberty Wharf La Route De La Liberation	★★★☆☆	289	GRND	01/01/2014	New	£41.52	Achieved
24	23 King St	★★★☆☆	1,070	BSMT,G...	23/09/2013	New	£70.09/iri	Achieved
25	57 King St	★★★☆☆	1,914	GRND,1-2	02/09/2013	New	£49.63/fri	Achieved
26	78 Bath St	★★★☆☆	733	GRND	01/06/2013	New	£23.87/iri	Asking
17	Liberation House Castle St	★★★★☆	960	GRND	25/03/2013	Renewal	£24.48	Achieved
27	23-25 Beresford St	★★★☆☆	563	GRND	01/03/2013	New	£39.08/iri	Achieved
23	Five Oaks Parade Bagatelle Rd	★★☆☆☆	1,067	GRND	01/02/2013	New	£23.79/iro	Achieved
12	Liberty Wharf La Route De La Liberation	★★★☆☆	1,004	GRND	12/12/2012	New	£7.97	Achieved
28	Queen St	★★★☆☆	859	GRND,1-2	01/12/2012	New	£39.58	Achieved
29	18 Bath St	★★☆☆☆	260	GRND	08/11/2012	New	£61.54/iri	Achieved
12	Liberty Wharf La Route De La Liberation	★★★☆☆	8,079	GRND	30/03/2012	New	£20.00	Achieved
30	Gorey Pier Gorey Coast Rd	★★★☆☆	1,277	GRND,1	08/03/2012	New	£33.28/iri	Achieved
10	Castle Quay La Route du Port Elizabeth	★★★★☆	2,909	GRND	28/02/2012	New	£25.19	Achieved
31	10 St James St	★★★☆☆	692	GRND	01/02/2012	New	£18.79	Asking
16	Eagle House La Colomberie	★★★★☆	307	GRND	20/12/2011	New	£27.69/iri	Achieved
32	30 Queen St	★★☆☆☆	776	GRND	08/11/2011	New	£57.99	Achieved
12	Liberty Wharf La Route De La Liberation	★★★☆☆	323	GRND	01/08/2011	New	£46.44	Achieved

Lease Comps Summary

Lease Comps Report

	Property Name - Address	Rating	Lease				Rents	
			SF Leased	Floor	Sign Date	Type	Rent	Rent Type
12	Liberty Wharf La Route De La Liberation	★★★☆☆	9,267	GRND	26/07/2011	Renewal	£26.98	Achieved
33	6 Colombrie Parade	★★★☆☆	280	GRND	01/07/2011	New	£28.57	Achieved
34	4-5 The Parade	★★★☆☆	5,197	GRND	13/06/2011	New	£14.43/iri	Achieved
12	Liberty Wharf La Route De La Liberation	★★★☆☆	467	GRND	08/03/2011	Renewal	£46.28	Achieved
35	13 Burrard St	★★★☆☆	1,423	GRND	04/03/2011	New	£21.08/iri	Achieved
36	15 Burrard St	★★★☆☆	1,815	GRND,1	01/11/2010	New	£18.18/iri	Asking
37	19 King St	★★★☆☆	2,146	GRND	01/10/2010	New	£52.54	Asking
12	Liberty Wharf La Route De La Liberation	★★★☆☆	1,068	GRND	17/09/2010	New	£25.00	Achieved

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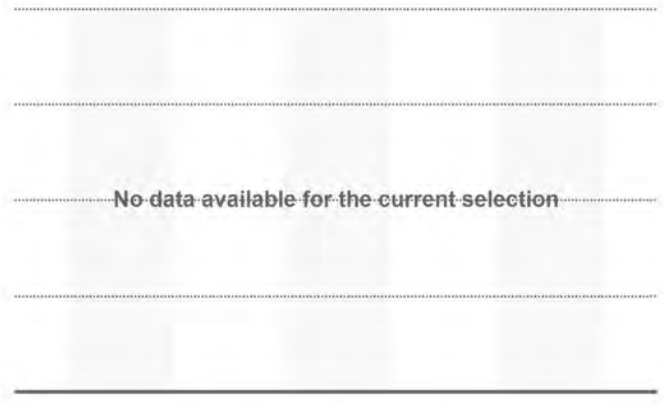
Rents

Lease Comps Report

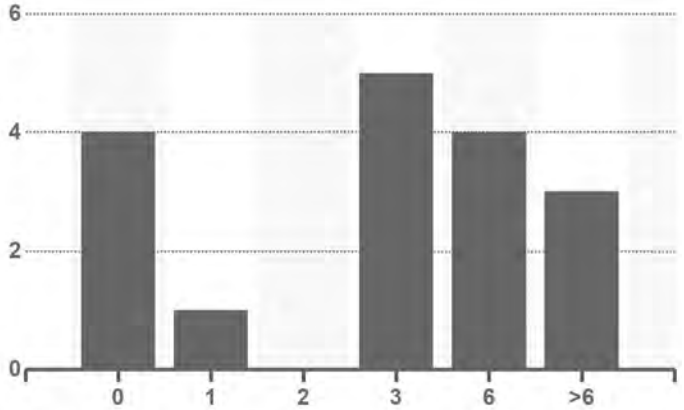
Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£26.12	£22.28	£2.70	4.1

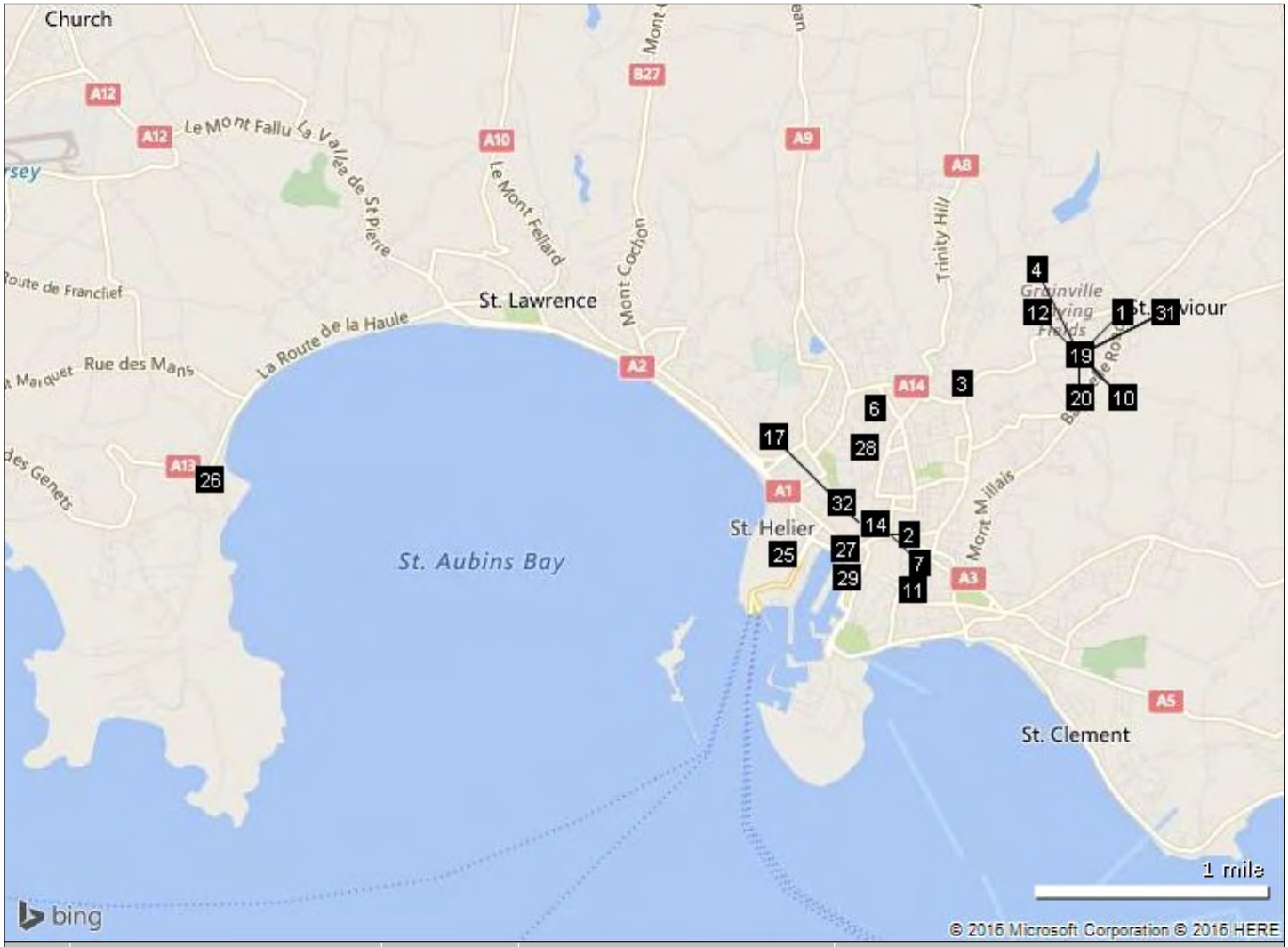
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS





	Address	City	Property Info	Sale Info
1	West Centre, 7-10 Bath St, 9-10/Ground (Part of Multi-Unit Sale)	Jersey	1,070 SF Office	Sold: -
2	23-25 Bath St	Jersey	1,410 SF General Retail/Storefront	Sold: -
3	17-21 Beresford St	Jersey	8,981 SF General Retail/Storefront	Sold: £950,000 (£105.78/SF)
4	23-25 Beresford St	Jersey	3,111 SF General Retail	Sold: £1,350,000 (£433.94/SF)
5	5 Brighton Rd	Jersey	815 SF General Retail	Sold: £285,000 (£349.69/SF)
6	27 Clairvale Rd	Jersey	4,281 SF General Retail/Storefront	Sold: £325,000 (£75.92/SF)
7	7-11 Don St	Jersey	3,182 SF General Retail/Storefront Retail/Residential	Sold: -
8	20 King St	Jersey	4,400 SF General Retail/Storefront	Sold: £4,350,000 (£988.64/SF)
9	22 King St	Jersey	2,886 SF General Retail/Storefront	Sold: -
10	22 King St	Jersey	2,886 SF General Retail/Storefront	Sold: -
11	34 King St	Jersey	4,640 SF General Retail/Storefront	Sold: -
12	35 King St	Jersey	2,100 SF General Retail/Storefront	Sold: £1,500,000 (£714.29/SF)
13	42 King St	Jersey	3,791 SF General Retail/Storefront	Sold: £3,000,000 (£791.35/SF)
14	42 King St	Jersey	3,791 SF General Retail/Storefront	Sold: £2,750,000 (£725.40/SF)

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28/09/2016

15	44 King St	Jersey	3,480 SF General Retail	Sold: £2,750,000 (£790.23/SF)
16	55 King St	Jersey	1,452 SF General Retail/Storefront	Sold: -
17	55 King St	Jersey	1,452 SF General Retail/Storefront	Sold: £1,680,000 (£1,157.02/SF)
18	13 La Colomberie	St Helier	2,368 SF General Retail/Storefront Retail/Office	Sold: £210,000 (£88.68/SF)
19	13 La Colomberie	St Helier	2,368 SF General Retail/Storefront Retail/Office	Sold: £285,000 (£120.35/SF)
20	14 La Colomberie	St Helier	1,170 SF General Retail	Sold: £450,000 (£384.62/SF)
21	Castle Quay, La Route du Port Elizabet	St Helier	1,850 SF General Retail	Sold: £595,000 (£321.62/SF)
22	Castle Quay, La Route du Port Elizabet	St Helier	1,750 SF General Retail	Sold: £520,000 (£297.14/SF)
23	Castle Quay, La Route du Port Elizabet	St Helier	4,386 SF General Retail	Sold: £1,367,000 (£311.67/SF)
24	Castle Quay, La Route du Port Elizabet (Part of Multi-Property Sale)	St Helier	45,000 SF Retail	Sold: -
25	Castle Quay, La Route du Port Elizabet, 009/Ground (Part of Multi-Property Sale)	St Helier	2,732 SF Retail	Sold: -
26	Former St Aubin''s Market, Le Boulevard	Jersey	1,374 SF General Retail/Storefront	Sold: £742,000 (£540.03/SF)
27	Barclays, 9-13 Library Pl	Jersey	11,028 SF General Retail/Bank	Sold: -
28	36 Poonah Rd	Jersey	389 SF General Retail/Storefront Retail/Residential	Sold: £190,000 (£488.43/SF)
29	Queensway House, 3-12 Queen St	Jersey	37,674 SF General Retail/Storefront	Sold: £18,978,000 (£503.74/SF)
30	20 Queen St	Jersey	2,015 SF General Retail/Storefront	Sold: £1,780,000 (£883.37/SF)
31	20 Queen St	Jersey	2,015 SF General Retail/Storefront	Sold: -
32	6 York St	Jersey	2,228 SF General Retail/Storefront Retail/Residential	Sold: £835,000 (£374.78/SF)

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Quick Stats Report

Comps Statistics

	Low	Average	Median	High	Count
Office					
Sale Price	-	-	-	-	-
NIA	1,070 SF	1,070 SF	1,070 SF	1,070 SF	1
Price per SF	-		-	-	-
Net Initial Yield	-	-	-	-	-
Days on Market	112	112	112	112	1
Sale Price to Asking Price Ratio	-	-	-	-	-
General Retail					
Sale Price	£190,000	£2,137,714	£950,000	£18,978,000	21
Centre Size	389 SF	5,516 SF	2,732 SF	45,000 SF	31
Price per SF	£75.92	£478.73	£433.94	£1,157.02	21
Net Initial Yield	5.25%	6.78%	6.00%	11.81%	7
Days on Market	37	487	350	1,229	13
Sale Price to Asking Price Ratio	60.00%	87.99%	93.33%	114.15%	10

Totals

Sold Transactions	Total Sales Volume:	£44,892,000	Total Sales Transactions:	32

Survey Criteria

basic criteria: Type of Property - Retail, Shopping Centre; Sale Status - Under Offer, Sold; Return and Search on Portfolio Sales as Individual Properties - Yes

geography criteria: Submarket - Jersey (Channel Islands)

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28/09/2016

Appendix 6 - Development Appraisals, Residential

The pages in this appendix are not numbered.

SoJ Base
Cover

SoJ - Developer Contributions - April 2017

26/04/2017
17:44

SoJ Base
Site make up

Number	1	Units	NET Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality een/ Brown Alternative Use		
				Units/ha	m2	m2	m2/ha			£/m2			
Large Brown 50		**50**	**0.70**	**71.15**	**95**	**4,758**	**6,771**		**6,564,965**	**1,379.77**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	8		57.0	456.00	16%	1,430	756,624
	2	11		72.0	792.00	16%	1,430	1,314,137
Terrace	2	8		95.0	760.00		1,280	973,104
	3	5		120.0	600.00		1,280	768,240
Semi	2	5		105.0	525.00		1,280	672,210
	3	13		125.0	1,625.00		1,280	2,080,650
Det	3	0		130.0	0.00		1,280	0
	4	0		175.0	0.00		1,280	0
	5	0		300.0	0.00		1,280	0
Flat 1 High*	1	0		57.0	0.00	16%	1,938	0
Flat 2 High*	2	0		72.0	0.00	16%	1,938	0
Flat 3 High*	3	0		119.0	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.0	0.00	16%	1,430	0
	2	0		72.0	0.00	16%	1,430	0
Terrace	2	0		95.0	0.00		1,280	0
	3	0		120.0	0.00		1,280	0
Semi	2	0		105.0	0.00		1,280	0
	3	0		125.0	0.00		1,280	0
Det	3	0		130.0	0.00		1,280	0
	4	0		175.0	0.00		1,280	0
	5	0		300.0	0.00		1,280	0
Flat 1 High*	1	0		57.0	0.00	16%	1,938	0
Flat 2 High*	2	0		72.0	0.00	16%	1,938	0
Flat 3 High*	3	0		119.0	0.00	16%	1,938	0

Area	Gross	0.878
	Net	0.703

Number	2	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality een/Brown Alternative Use		
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Large Brown 30		**30**	**0.47**	**63.36**	**97**	**2,897**	**6,118**		**3,992,330**	**1,378.09**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	3		57.00	171.00	16%	1,430	283,734
	2	8		72.00	576.00	16%	1,430	955,736
Terrace	2	5		95.00	475.00		1,280	608,190
	3	3		120.00	360.00		1,280	460,944
Semi	2	3		105.00	315.00		1,280	403,326
	3	8		125.00	1,000.00		1,280	1,280,400
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.592
	Net	0.473

Number	3	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Medium Brown 20		**20**	**0.38**	**52.02**	**95**	**1,891**	**4,919**		**2,622,413**	**1,386.79**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	3		57.00	171.00	16%	1,430	283,734
	2	5		72.00	360.00	16%	1,430	597,335
Terrace	2	3		95.00	285.00		1,280	364,914
	3	2		120.00	240.00		1,280	307,296
Semi	2	2		105.00	210.00		1,280	268,884
	3	5		125.00	625.00		1,280	800,250
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.384
	Net	0.384

Number	4	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Medium Brown 12		**12**	**0.26**	**46.13**	**93**	**1,120**	**4,305**		**1,559,073**	**1,392.03**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		57.00	114.00	16%	1,430	189,156
	2	3		72.00	216.00	16%	1,430	358,401
Terrace	2	2		95.00	190.00		1,280	243,276
	3	1		120.00	120.00		1,280	153,648
Semi	2	1		105.00	105.00		1,280	134,442
	3	3		125.00	375.00		1,280	480,150
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.260
	Net	0.260

Number	5	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Brown 8		**8**	**0.14**	**56.48**	**86**	**688**	**4,857**		**978,662**	**1,422.47**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		57.00	114.00	16%	1,430	189,156
	2	2		72.00	144.00	16%	1,430	238,934
Terrace	2	2		95.00	190.00		1,280	243,276
	3	2		120.00	240.00		1,280	307,296
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.142
	Net	0.142

Number	6	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Brown 5		**5**	**0.10**	**50.87**	**83**	**416**	**4,233**		**608,798**	**1,463.46**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		57.00	57.00	16%	1,430	94,578
	2	2		72.00	144.00	16%	1,430	238,934
Terrace	2	1		95.00	95.00		1,280	121,638
	3	1		120.00	120.00		1,280	153,648
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.098
	Net	0.098

Number	7	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Brown 2		**2**	**0.06**	**32.12**	**125**	**250**	**4,015**		**320,100**	**1,280.40**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	2		125.00	250.00		1,280	320,100
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.062
	Net	0.062

Number	8	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	een/Brown	lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Brown Plot		**1**	**0.03**	**33.33**	**175**	**175**	**5,833**		**224,070**	**1,280.40**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	1		175.00	175.00		1,280	224,070
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.030
	Net	0.030

Number	9	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality ·een/Brown ,lternative Use		
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Conversion 25		**25**	**0.20**	**123.55**	**80**	**1,992**	**9,844**		**1,555,115**	**780.68**	Generally	Brown	Office

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	6		57.00	342.00	16%	673	266,993
	2	13		72.00	936.00	16%	673	730,716
Flat	3	6		119.00	714.00	16%	673	557,406
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.202
	Net	0.202

Number	10	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality ·een/Brown ,lternative Use		
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Conversion 6		**6**	**0.04**	**164.73**	**77**	**464**	**12,739**		**362,236**	**780.68**	Generally	Brown	Office

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		57.00	57.00	16%	673	44,499
	2	4		72.00	288.00	16%	673	224,836
Flat	3	1		119.00	119.00	16%	673	92,901
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.036
	Net	0.036

Number	11	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality ·een/Brown ,lternative Use		
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Flats 80		**80**	**0.32**	**250.90**	**80**	**6,400**	**20,072**		**14,387,712**	**2,248.08**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	20		57.00	1,140.00	16%	1,938	2,562,811
Flat 2 High*	2	40		72.00	2,880.00	16%	1,938	6,474,470
Flat 3 High*	3	20		119.00	2,380.00	16%	1,938	5,350,430
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.399
	Net	0.319

Number	12	Units	Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality ·een/Brown ,lternative Use		
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Flats 20		**20**	**0.12**	**164.73**	**80**	**1,600**	**13,179**		**2,654,822**	**1,659.26**	Generally	Brown	Industrial

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	5		57.00	285.00	16%	1,430	472,890
	2	10		72.00	720.00	16%	1,430	1,194,670
Flat	3	5		119.00	595.00	16%	1,430	987,262
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.121
	Net	0.121

Number	13	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
Flats 80 Undercroft		**80**	**0.43**	**186.28**	**80**	**6,400**	**14,902**	**14,387,712**	**2,248.08**	Generally	Brown	Industrial

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0.0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	20		57.00	1,140.00	16%	1,938	2,562,811
Flat 2 High*	2	40		72.00	2,880.00	16%	1,938	6,474,470
Flat 3 High*	3	20		119.00	2,380.00	16%	1,938	5,350,430
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0.0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.537
	Net	0.429

Number	14	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality	een/Brown	lternative Use
Flats 20 Undercroft		**20**	**0.12**	**164.73**	**80**	**1,600**	**13,179**	**2,654,822**	**1,659.26**	Generally	Brown	Industrial

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	5		57.00	285.00	16%	1,430	472,890
	2	10		72.00	720.00	16%	1,430	1,194,670
Flat	3	5		119.00	595.00	16%	1,430	987,262
	3	0		120.00	0.00		1,280	0
Semi	2	0.0		105.00	0.00		1,280	0
	3	0.0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0.0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.121
	Net	0.121

Number	15	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	·een/Brown	,lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Green 5		**5**	**0.16**	**30.89**	**123**	**614**	**3,793**		**786,166**	**1,280.40**	Generally	Green	Paddock

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	1		119.00	119.00		1,280	152,368
	3	1		120.00	120.00		1,280	153,648
Semi	2	0		105.00	0.00		1,280	0
	3	3		125.00	375.00		1,280	480,150
Det	3	0		130.00	0.00		1,280	0
	4	0		230.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.162
	Net	0.162

Number	16	Units	Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	·een/Brown	,lternative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Green 3		**3**	**0.20**	**15.00**	**175**	**525**	**2,625**		**672,210**	**1,280.40**	Generally	Green	Residential

	Beds	**No**		**m2**	**Total**		**BCIS**	**COST**
Market								0
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		119.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	3		175.00	525.00		1,280	672,210
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.200
	Net	0.200

SoJ Base
Site make up

Number	17	Units	NET Area	Density erage Unit Size		Developed	Density		Total Cost	Rate	Locality een/ Brown .lternative Use		
				Units/ha	m2	m2	m2/ha			£/m2			
Green Plot		**1**	**0.08**	**12.50**	**300**	**300**	**3,750**		**384,120**	**1,280.40**	Generally	Green	Paddock

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		119.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	1		300.00	300.00		1,280	384,120
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0
Affordable								
Flat	1	0		57.00	0.00	16%	1,430	0
	2	0		72.00	0.00	16%	1,430	0
Terrace	2	0		95.00	0.00		1,280	0
	3	0		120.00	0.00		1,280	0
Semi	2	0		105.00	0.00		1,280	0
	3	0		125.00	0.00		1,280	0
Det	3	0		130.00	0.00		1,280	0
	4	0		175.00	0.00		1,280	0
	5	0		300.00	0.00		1,280	0
Flat 1 High*	1	0		57.00	0.00	16%	1,938	0
Flat 2 High*	2	0		72.00	0.00	16%	1,938	0
Flat 3 High*	3	0		119.00	0.00	16%	1,938	0

Area	Gross	0.080
	Net	0.080

SoJ Base
For Apps

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17
			Large Brown	Large Brown	Medium	Medium	Small Brown 8	Small Brown 5	Small Brown 2	Brown Plot	Conversion 25	Conversion 6	Flats 80	Flats 20	Flats 80 Undercroft	Flats 20 Undercroft	Small Green 5	Small Green 3	Green Plot
			50	30	Brown 20	Brown 12													
	Green/brown field		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green
	Use		Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Office	Office	Industrial	Industrial	Industrial	Industrial	Paddock	Residential	Paddock
	Locality		Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally	Generally
Site Area	**Gross**	**ha**	0.88	0.59	0.38	0.26	0.14	0.10	0.06	0.03	0.20	0.04	0.40	0.12	0.54	0.12	0.16	0.20	0.08
	Net	ha	0.70	0.47	0.38	0.26	0.14	0.10	0.06	0.03	0.20	0.04	0.32	0.12	0.43	0.12	0.16	0.20	0.08
Units			50	30	20	12	8	5	2	1	25	6	80	20	80	20	5	3	1
Average Unit Size		m2	95.16	96.57	94.55	93.33	86.00	83.20	125.00	175.00	79.68	77.33	80.00	80.00	80.00	80.00	122.80	175.00	300.00
Mix	Intermediate to Buy			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Price	Market	£/m2	4,866	4,864	4,870	4,874	4,894	4,921	4,800	4,800	5,050	5,050	5,050	5,050	5,050	5,050	4,800	4,800	4,800
	Intermedia	£/m2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Affordable	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Social Rent	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsi	Intermedia	£/unit																	
	Affordable	£/unit																	
	Social Rent	£/unit																	
Sales per Quarter																			
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Alternative Use Value		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	19,100,055	25,000,000	1,900,000	1,900,000	1,900,000	1,900,000	150,000	4,000,000	150,000
Up Lift %		%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Additional Uplift		£/ha																	
Easements etc		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals / Acquisition		% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
Planning Fee		£/m2	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31	9.31
				0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Architects		%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%	12.00%
QS / PM		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Planning Consultants		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other Professional		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Build Cost - BCIS Based		£/m2	1,380	1,378	1,387	1,392	1,422	1,463	1,280	1,280	781	781	2,248	1,659	2,248	1,659	1,280	1,280	1,280
CfSH		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Energy		£/m2																	
Art		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Lifetime		£/m2																	
Over-extra 3		£/m2																	
Small Sites		%					6%	13%	13%	13%		6%					13%	13%	13%
Site Costs		%	15.0%	15.0%	15.0%	10.0%	10.0%	10.0%	10.0%	10.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	10.0%	10.0%	10.0%
Pre CIL s106		£/Unit	2,000	2,000	2,000	2,000	2,000				2,000	2,000	2,000	2,000	2,000	2,000			
Post CIL s106		£/Unit	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LIT		%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Contingency		%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Abnormals		%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%			10.00%	10.00%	10.00%	10.00%			
		£/site													2,400,000	600,000			
FINANCE	Fees		25,000	25,000	25,000	10,000	10,000	10,000	10,000	10,000	25,000	10,000	25,000	25,000	25,000	25,000	10,000	10,000	10,000
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
	SD & Fees	£	160,395	104,967	69,414	47,839	31,186	20,070	10,963	6,531	93,030	23,149	252,825	72,211	189,595	64,456	25,652	18,304	7,571
	Peak Borrowing		-12,897,296	-8,443,478	-5,552,662	-3,832,416	-2,340,828	-1,508,876	-960,611	-676,221	-7,770,920	-1,879,701	-21,230,764	-6,051,977	-16,183,648	-5,445,173	-2,204,755	-1,911,118	-1,159,603
	Stamp dut	1.50%	193,539	126,732	83,370	57,566	35,192	22,713	14,489	10,223	116,644	28,276	318,541	90,860	242,835	81,758	33,151	28,747	17,474
SALES	Agents	%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	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%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
	Misc.	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Prof	% of costs (before inte		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
	% of GDV			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

SITE NAME	Site 1

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			50				
Market Housing	95.2	100%	50		4,866	23,150,400	4,758
Shared Ownership	95.2	0%	0		0	0	0
Affordable Rent	95.2	0%	0		0	0	0
Social Rent	95.2	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.70 ha		71	/ha		23,150,400	4,758
SITE AREA - Gross	0.88 ha		57	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	6,881,821	9,793,443	7,834,755
Alternative Use Value	1,668,905		1,900,000
Uplift 20%	333,781		380,000
Plus /ha 0	0		0
Viability Threshold	2,002,686		2,280,000
	£/m2		
Additional Profit	5,483,639	1,153	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	137,636	6,881,821	
	Stamp Duty		412,909	
	Easements etc.		0	
	Legals Acquisition	1.50%	103,227	516,137
PLANNING				
	Planning Fee		44,297	
	Architects	12.00%	1,053,860	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	1,098,157
CONSTRUCTION				
	Build Cost - BCIS Based	1,587	7,549,710	
	s106 / CIL / LIT		100,000	
	Contingency	5.00%	377,486	
	Abnormals		754,971	8,782,167
FINANCE				
	Fees		25,000	
	Interest	6.00%		
	SD & Fees		160,395	185,395
SALES				
	Agents	2.0%	463,008	
	Legals	0.5%	115,752	
	Misc.		0	578,760 **18,042,436**
Developers Profit				
	% of costs (before interest)	20.00%		3,608,487
	% of GDV	0.00%		0

Planning fee calc			
Planning app fee		rate	
m2	4,758	9.31	44,297
		0.00	0
		Total	44,297

Stamp duty calc - Residual		
Land payment		6,881,821
	6%	
	Total	412,909

Stamp duty calc - Add Profit		
Land payment		2,002,686
	Total	120,161

Pre CIL s106	2,000	£/ Unit (all)
		Total **100,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 100,000

Build Cost	/m2	
BCIS	1,380	
CfSH	0	0.00%
Energy	0	
Art	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	207	15%
	1,587	

LiT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				5	5	10	10	10	10																
Market Housing					0	0	0	2,315,040	2,315,040	4,630,080	4,630,080	4,630,080	4,630,080	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
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,315,040**	**2,315,040**	**4,630,080**	**4,630,080**	**4,630,080**	**4,630,080**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		412,909																							
Easements etc.		0																							
Legals Acquisition		103,227																							
Planning Fee		44,297																							
Architects		526,930		526,930																					
QS		0		0																					
Planning Consultants		0		0																					
Other Professional		0		0																					
Build Cost - BCIS Base			0	251,657	503,314	1,006,628	1,258,285	1,509,942	1,509,942	1,006,628	503,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			0	3,333	6,667	13,333	16,667	20,000	20,000	13,333	6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	12,583	25,166	50,331	62,914	75,497	75,497	50,331	25,166	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	25,166	50,331	100,663	125,829	150,994	150,994	100,663	50,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		25,000																							
Legal and Valuation		160,395																							
Agents		0	0	0	0	0	0	46,301	46,301	92,602	92,602	92,602	92,602	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	11,575	11,575	23,150	23,150	23,150	23,150	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROF		**1,272,759**	**0**	**819,669**	**585,478**	**1,170,956**	**1,463,694**	**1,814,309**	**1,814,309**	**1,286,708**	**701,230**	**115,752**	**115,752**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	6,881,821																							
	Interest		122,319	124,153	138,311	149,168	168,969	193,459	188,850	184,172	136,784	79,903	13,387	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								3,608,487
	Profit on GDV																								0
	Cash Flow	-8,154,580	-122,319	-943,822	-723,789	-1,320,123	-1,632,664	307,271	311,880	3,159,200	3,792,066	4,434,425	4,500,941	0	0	0	0	0	0	0	0	0	0	0	-3,608,487
	Opening Balance	0																							
	Closing Balance	-8,154,580	-8,276,898	-9,220,721	-9,944,509	-11,264,632	-12,897,296	-12,590,025	-12,278,145	-9,118,945	-5,326,879	-892,454	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	3,608,487	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,315,040**	**2,315,040**	**4,630,080**	**4,630,080**	**4,630,080**	**4,630,080**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		2,002,686																							
Stamp Duty		120,161	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		30,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		44,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		526,930	0	526,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	251,657	503,314	1,006,628	1,258,285	1,509,942	1,509,942	1,006,628	503,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				1,370,910	1,370,910	1,370,910	1,370,910																		
Post CIL s106						10,000	10,000	20,000	20,000	20,000	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	12,583	25,166	50,331	62,914	75,497	75,497	50,331	25,166	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	25,166	50,331	100,663	125,829	150,994	150,994	100,663	50,331	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		160,395	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	46,301	46,301	92,602	92,602	92,602	92,602	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	11,575	11,575	23,150	23,150	23,150	23,150	0	0	0	0	0	0	0	0	0	0	0	0
Misc		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF		**2,909,509**	**0**	**2,187,245**	**1,949,721**	**2,538,532**	**2,827,938**	**1,814,309**	**1,814,309**	**1,293,374**	**714,563**	**115,752**	**115,752**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		43,643	44,297	77,770	108,183	147,884	192,521	187,898	183,205	135,903	79,208	12,682	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								3,656,201
	Profit on GDV																								0
	Cash Flow	-2,909,509	-43,643	-2,231,543	-2,027,491	-2,646,715	-2,975,821	308,210	312,833	3,153,501	3,779,614	4,435,120	4,501,646	0	0	0	0	0	0	0	0	0	0	0	-3,656,201
	Opening Balance	0																							
	Closing Balance	-2,909,509	-2,953,152	-5,184,695	-7,212,186	-9,858,901	-12,834,722	-12,526,512	-12,213,679	-9,060,179	-5,280,565	-845,445	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	3,656,201	0

SITE NAME	Site 2

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			30				
Market Housing	96.6	100%	30		4,864	14,092,350	2,897
Shared Ownership	96.6	0%	0		0	0	0
Affordable Rent	96.6	0%	0		0	0	0
Social Rent	96.6	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.47 ha		63	/ha		14,092,350	2,897
SITE AREA - Gross	0.59 ha		51	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	4,213,412	8,898,582	7,118,865
Alternative Use Value	1,124,545		1,900,000
Uplift 20%	224,909		380,000
Plus /ha 0	0		0
Viability Threshold	1,349,454		2,280,000
	£/m2		
Additional Profit	3,218,811	1,111	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	140,447		4,213,412
	Stamp Duty		252,805	
	Easements etc.		0	
	Legals Acquisition	1.50%	63,201	316,006
PLANNING				
	Planning Fee		26,971	
	Architects	12.00%	640,783	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	667,754
CONSTRUCTION				
	Build Cost - BCIS Based	1,585	4,591,180	
	s106 / CIL / LIT		60,000	
	Contingency	5.00%	229,559	
	Abnormals		459,118	5,339,857
FINANCE				
	Fees		25,000	
	Interest	6.00%		
	SD & Fees		104,967	129,967
SALES				
	Agents	2.0%	281,847	
	Legals	0.5%	70,462	
	Misc.		0	352,309 **11,019,305**
Developers Profit				
	% of costs (before interest)	20.00%		2,203,861
	% of GDV	0.00%		0

Planning fee calc

Planning app fee		rate	
m2	2,897		
		9	26,971
		0	0
		Total	26,971

Stamp duty calc - Residual

Land payment		4,213,412
	6%	
		Total 252,805

Stamp duty calc - Add Profit

Land payment	1,349,454
	Total 80,967

Pre CIL s106	2,000	£/ Unit (all)
		Total **60,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total **60,000**

Build Cost	/m2	
BCIS	1,378	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	207	15%
	1,585	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			5	5	5	5	5	5																
Market Housing				0	0	0	2,348,725	2,348,725	2,348,725	2,348,725	2,348,725	2,348,725	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,348,725**	**2,348,725**	**2,348,725**	**2,348,725**	**2,348,725**	**2,348,725**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	252,805																							
Easements etc.	0																							
Legals Acquisition	63,201																							
Planning Fee	26,971																							
Architects	320,391		320,391																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	255,066	510,131	765,197	765,197	765,197	765,197	510,131	255,066	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	10,000	10,000	10,000	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	12,753	25,507	38,260	38,260	38,260	38,260	25,507	12,753	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	25,507	51,013	76,520	76,520	76,520	76,520	51,013	25,507	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000																							
Legal and Valuation	104,967																							
Agents	0	0	0	0	0	0	46,975	46,975	46,975	46,975	46,975	46,975	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,744	11,744	11,744	11,744	11,744	11,744	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**793,336**	**0**	**617,050**	**593,317**	**889,976**	**889,976**	**948,694**	**948,694**	**652,036**	**355,377**	**58,718**	**58,718**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	4,213,412																							
Interest		75,101	76,228	86,627	96,826	111,628	126,652	107,551	88,164	64,036	35,097	1,273	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								2,203,861
Profit on GDV																								0
Cash Flow	-5,006,748	-75,101	-693,278	-679,944	-986,802	-1,001,604	1,273,379	1,292,479	1,608,525	1,929,312	2,254,910	2,288,734	0	0	0	0	0	0	0	0	0	0	0	-2,203,861
Opening Balance	0																							
Closing Balance	-5,006,748	-5,081,849	-5,775,127	-6,455,071	-7,441,874	-8,443,478	-7,170,099	-5,877,620	-4,269,095	-2,339,783	-84,873	2,203,861	2,203,861	2,203,861	2,203,861	2,203,861	2,203,861	2,203,861	2,203,861	2,203,861	2,203,861	2,203,861	2,203,861	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,348,725**	**2,348,725**	**2,348,725**	**2,348,725**	**2,348,725**	**2,348,725**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,349,454																							
Stamp Duty	80,967	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	20,242	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	26,971	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	320,391	0	320,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	255,066	510,131	765,197	765,197	765,197	765,197	510,131	255,066	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			804,703	804,703	804,703	804,703																		
Post CIL s106					10,000	10,000	10,000	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	12,753	25,507	38,260	38,260	38,260	38,260	25,507	12,753	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	25,507	51,013	76,520	76,520	76,520	76,520	51,013	25,507	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	104,967	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	46,975	46,975	46,975	46,975	46,975	46,975	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,744	11,744	11,744	11,744	11,744	11,744	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**1,927,993**	**0**	**1,418,420**	**1,391,354**	**1,694,679**	**1,694,679**	**948,694**	**948,694**	**655,369**	**362,043**	**58,718**	**58,718**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		28,920	29,354	51,070	72,707	99,217	126,126	107,017	87,622	63,536	34,689	859	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								2,231,872
Profit on GDV																								0
Cash Flow	-1,927,993	-28,920	-1,447,773	-1,442,424	-1,767,386	-1,793,896	1,273,905	1,293,013	1,605,734	1,923,145	2,255,318	2,289,148	0	0	0	0	0	0	0	0	0	0	0	-2,231,872
Opening Balance	0																							
Closing Balance	-1,927,993	-1,956,912	-3,404,686	-4,847,110	-6,614,495	-8,408,391	-7,134,487	-5,841,473	-4,235,739	-2,312,594	-57,276	2,231,872	2,231,872	2,231,872	2,231,872	2,231,872	2,231,872	2,231,872	2,231,872	2,231,872	2,231,872	2,231,872	2,231,872	0

SITE NAME	Site 3

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			20				
Market Housing	94.6	100%	20		4,870	9,209,550	1,891
Shared Ownership	94.6	0%	0		0	0	0
Affordable Rent	94.6	0%	0		0	0	0
Social Rent	94.6	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.38 ha		52	/ha		9,209,550	1,891
SITE AREA - Gross	0.38 ha		52	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,717,113	7,067,353	7,067,353
Alternative Use Value	730,473		1,900,000
Uplift 20%	146,095		380,000
Plus /ha	0	0	0
Viability Threshold	876,568		2,280,000
	£/m2		
Additional Profit	2,055,521	1,087	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	135,856		2,717,113
	Stamp Duty		163,027	
	Easements etc.		0	
	Legals Acquisition	1.50%	40,757	203,783
PLANNING				
	Planning Fee		17,605	
	Architects	12.00%	420,977	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	438,582
CONSTRUCTION				
	Build Cost - BCIS Based	1,595	3,015,775	
	s106 / CIL / LIT		40,000	
	Contingency	5.00%	150,789	
	Abnormals		301,578	3,508,141
FINANCE				
	Fees		25,000	
	Interest	6.00%		
	SD & Fees		69,414	94,414
SALES				
	Agents	2.0%	184,191	
	Legals	0.5%	46,048	
	Misc.		0	230,239
				7,192,273
Developers Profit				
	% of costs (before interest)	20.00%		1,438,455
	% of GDV	0.00%		0

Planning fee calc

Planning app fee		rate	
m2	1,891		
		9	17,605
		0	0
		Total	17,605

Stamp duty calc - Residual

Land payment		2,717,113
	6%	
		Total 163,027

Stamp duty calc - Add Profit

Land payment		876,568
		Total 52,594

Pre CIL s106	2,000	£/ Unit (all)
		Total **40,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 40,000

Build Cost	/m2	
BCIS	1,387	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	208	15%
	1,595	

LiT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started				2	3	5	5	5																	
Market Housing					0	0	0	920,955	1,381,433	2,302,388	2,302,388	2,302,388	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
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**920,955**	**1,381,433**	**2,302,388**	**2,302,388**	**2,302,388**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		163,027																							
Easements etc.		0																							
Legals Acquisition		40,757																							
Planning Fee		17,605																							
Architects		210,488		210,488																					
QS		0		0																					
Planning Consultants		0		0																					
Other Professional		0		0																					
Build Cost - BCIS Base			0	100,526	251,315	502,629	653,418	753,944	502,629	251,315	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			0	1,333	3,333	6,667	8,667	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	5,026	12,566	25,131	32,671	37,697	25,131	12,566	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	10,053	25,131	50,263	65,342	75,394	50,263	25,131	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		25,000																							
Legal and Valuation		69,414																							
Agents		0	0	0	0	0	0	18,419	27,629	46,048	46,048	46,048	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	4,605	6,907	11,512	11,512	11,512	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROF		**526,291**	**0**	**327,427**	**292,345**	**584,690**	**760,097**	**900,059**	**619,226**	**349,905**	**57,560**	**57,560**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	2,717,113																							
	Interest		48,651	49,381	55,033	60,244	69,918	82,368	83,290	73,106	44,916	11,917	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								1,438,455
	Profit on GDV																								0
	Cash Flow	-3,243,404	-48,651	-376,807	-347,378	-644,934	-830,015	-61,472	678,917	1,879,377	2,199,912	2,232,911	0	0	0	0	0	0	0	0	0	0	0	0	-1,438,455
	Opening Balance	0																							
	Closing Balance	-3,243,404	-3,292,055	-3,668,863	-4,016,241	-4,661,175	-5,491,190	-5,552,662	-4,873,745	-2,994,369	-794,456	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	1,438,455	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**920,955**	**1,381,433**	**2,302,388**	**2,302,388**	**2,302,388**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		876,568																							
Stamp Duty		52,594	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		13,149	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		17,605	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		210,488	0	210,488	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	100,526	251,315	502,629	653,418	753,944	502,629	251,315	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				685,174	685,174	685,174																			
Post CIL s106						4,000	6,000	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	5,026	12,566	25,131	32,671	37,697	25,131	12,566	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	10,053	25,131	50,263	65,342	75,394	50,263	25,131	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		69,414	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	18,419	27,629	46,048	46,048	46,048	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	4,605	6,907	11,512	11,512	11,512	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF		**1,264,819**	**0**	**1,011,267**	**974,186**	**1,267,197**	**757,431**	**900,059**	**622,559**	**356,571**	**57,560**	**57,560**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		18,972	19,257	34,715	49,848	69,604	82,009	82,926	72,787	44,691	11,689	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								1,453,842
	Profit on GDV																								0
	Cash Flow	-1,264,819	-18,972	-1,030,524	-1,008,900	-1,317,046	-827,035	-61,114	675,947	1,873,029	2,200,136	2,233,138	0	0	0	0	0	0	0	0	0	0	0	0	-1,453,842
	Opening Balance	0																							
	Closing Balance	-1,264,819	-1,283,791	-2,314,315	-3,323,215	-4,640,261	-5,467,295	-5,528,409	-4,852,462	-2,979,433	-779,297	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	1,453,842	0

SITE NAME	Site 4

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			12				
Market Housing	93.3	100%	12		4,874	5,458,500	1,120
Shared Ownership	93.3	0%	0		0	0	0
Affordable Rent	93.3	0%	0		0	0	0
Social Rent	93.3	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.26 ha		46	/ha		5,458,500	1,120
SITE AREA - Gross	0.26 ha		46	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,711,701	6,579,399	6,579,399
Alternative Use Value	494,305		1,900,000
Uplift 20%	98,861		380,000
Plus /ha 0	0		0
Viability Threshold	593,166		2,280,000

	£/m2	
Additional Profit	1,241,281	1,108

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	142,642		1,711,701
	Stamp Duty		102,702	
	Easements etc.		0	
	Legals Acquisition	1.50%	25,676	128,378
PLANNING				
	Planning Fee		10,427	
	Architects	12.00%	239,547	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	249,974
CONSTRUCTION				
	Build Cost - BCIS Based	1,531	1,714,980	
	s106 / CIL / LIT		24,000	
	Contingency	5.00%	85,749	
	Abnormals		171,498	1,996,227
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		47,839	57,839
SALES				
	Agents	2.0%	109,170	
	Legals	0.5%	27,293	
	Misc.		0	136,463 **4,280,582**

Developers Profit			
	% of costs (before interest)	20.00%	856,116
	% of GDV	0.00%	0

Planning fee calc			
Planning app fee		rate	
m2	1,120		
		9	10,427
		0	0
		Total	10,427

Stamp duty calc - Residual		
Land payment		1,711,701
	6%	
	Total	102,702

Stamp duty calc - Add Profit		
Land payment		593,166
	Total	35,590

Pre CIL s106	2,000	£/ Unit (all)
		Total **24,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 24,000

Build Cost	/m2	
BCIS	1,392	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	139	10%
	1,531	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3	3	3																		
Market Housing				0	0	0	1,364,625	1,364,625	1,364,625	1,364,625	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,364,625**	**1,364,625**	**1,364,625**	**1,364,625**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	102,702																							
Easements etc.	0																							
Legals Acquisition	25,676																							
Planning Fee	10,427																							
Architects	119,774		119,774																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	142,915	285,830	428,745	428,745	285,830	142,915	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,000	4,000	6,000	6,000	4,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	7,146	14,292	21,437	21,437	14,292	7,146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	14,292	28,583	42,875	42,875	28,583	14,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	47,839																							
Agents	0	0	0	0	0	0	27,293	27,293	27,293	27,293	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,823	6,823	6,823	6,823	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**316,418**	**0**	**286,126**	**332,705**	**499,057**	**499,057**	**366,820**	**200,468**	**34,116**	**34,116**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	1,711,701																							
Interest		30,422	30,878	35,633	41,158	49,261	57,486	43,381	26,570	7,011	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								856,116
Profit on GDV																								0
Cash Flow	-2,028,119	-30,422	-317,004	-368,338	-540,215	-548,318	940,319	1,120,776	1,303,940	1,323,499	0	0	0	0	0	0	0	0	0	0	0	0	0	-856,116
Opening Balance	0																							
Closing Balance	-2,028,119	-2,058,541	-2,375,545	-2,743,882	-3,284,098	-3,832,416	-2,892,097	-1,771,322	-467,382	856,116	856,116	856,116	856,116	856,116	856,116	856,116	856,116	856,116	856,116	856,116	856,116	856,116	856,116	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME As Above																								
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,364,625**	**1,364,625**	**1,364,625**	**1,364,625**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	593,166																							
Stamp Duty	35,590	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	8,897	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	10,427	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	119,774	0	119,774	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	142,915	285,830	428,745	428,745	285,830	142,915	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			620,641	620,641																				
Post CIL s106					6,000	6,000	6,000	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	7,146	14,292	21,437	21,437	14,292	7,146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	14,292	28,583	42,875	42,875	28,583	14,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	47,839	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	27,293	27,293	27,293	27,293	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	6,823	6,823	6,823	6,823	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**825,694**	**0**	**904,767**	**949,345**	**499,057**	**499,057**	**368,820**	**204,468**	**34,116**	**34,116**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		12,385	12,571	26,331	40,966	49,067	57,289	43,211	26,457	6,896	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								863,888
Profit on GDV																								0
Cash Flow	-825,694	-12,385	-917,338	-975,677	-540,023	-548,124	938,516	1,116,946	1,304,053	1,323,613	0	0	0	0	0	0	0	0	0	0	0	0	0	-863,888
Opening Balance	0																							
Closing Balance	-825,694	-838,080	-1,755,417	-2,731,094	-3,271,117	-3,819,241	-2,880,725	-1,763,778	-459,726	863,888	863,888	863,888	863,888	863,888	863,888	863,888	863,888	863,888	863,888	863,888	863,888	863,888	863,888	0

SITE NAME	Site 5

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			8				
Market Housing	86.0	100%	8		4,894	3,366,900	688
Shared Ownership	86.0	0%	0		0	0	0
Affordable Rent	86.0	0%	0		0	0	0
Social Rent	86.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.14 ha		56	/ha		3,366,900	688
SITE AREA - Gross	0.14 ha		56	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	961,444	6,787,798	6,787,798
Alternative Use Value	269,122		1,900,000
Uplift 20%	53,824		380,000
Plus /ha 0	0		0
Viability Threshold	322,946		2,280,000
	£/m2		
Additional Profit	708,594	1,030	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	120,181		961,444
	Stamp Duty		57,687	
	Easements etc.		0	
	Legals Acquisition	1.50%	14,422	72,108
PLANNING				
	Planning Fee		6,405	
	Architects	12.00%	158,584	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	164,990
CONSTRUCTION				
	Build Cost - BCIS Based	1,650	1,135,248	
	s106 / CIL / LIT		16,000	
	Contingency	5.00%	56,762	
	Abnormals		113,525	1,321,535
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		31,186	41,186
SALES				
	Agents	2.0%	67,338	
	Legals	0.5%	16,835	
	Misc.		0	84,173 **2,645,436**
Developers Profit				
	% of costs (before interest)	20.00%		529,087
	% of GDV	0.00%		0

Planning fee calc			
Planning app fee		rate	
m2	688		
		9	6,405
		0	0
		Total	6,405

Stamp duty calc - Residual		
Land payment		961,444
	6%	
	Total	57,687

Stamp duty calc - Add Profit		
Land payment		322,946
	Total	19,377

Pre CIL s106	2,000	£/ Unit (all)
		Total **16,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 16,000

Build Cost	/m2	
BCIS	1,422	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	85	6%
Infrastructure	142	10%
	1,650	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			2	2	2	2																		
Market Housing				0	0	0	841,725	841,725	841,725	841,725	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**841,725**	**841,725**	**841,725**	**841,725**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	57,687																							
Easements etc.	0																							
Legals Acquisition	14,422																							
Planning Fee	6,405																							
Architects	79,292		79,292																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	94,604	189,208	283,812	283,812	189,208	94,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	1,333	2,667	4,000	4,000	2,667	1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,730	9,460	14,191	14,191	9,460	4,730	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	9,460	18,921	28,381	28,381	18,921	9,460	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	31,186																							
Agents	0	0	0	0	0	0	16,835	16,835	16,835	16,835	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,209	4,209	4,209	4,209	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**198,992**	**0**	**189,420**	**220,256**	**330,384**	**330,384**	**241,299**	**131,171**	**21,043**	**21,043**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	961,444																							
Interest		17,407	17,668	20,774	24,389	29,711	35,112	26,633	16,374	4,309	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								529,087
Profit on GDV																								0
Cash Flow	-1,160,436	-17,407	-207,088	-241,030	-354,773	-360,095	565,314	683,921	804,308	816,373	0	0	0	0	0	0	0	0	0	0	0	0	0	-529,087
Opening Balance	0																							
Closing Balance	-1,160,436	-1,177,843	-1,384,930	-1,625,960	-1,980,733	-2,340,828	-1,775,515	-1,091,593	-287,285	529,087	529,087	529,087	529,087	529,087	529,087	529,087	529,087	529,087	529,087	529,087	529,087	529,087	529,087	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**841,725**	**841,725**	**841,725**	**841,725**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	322,946																							
Stamp Duty	19,377	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,844	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	6,405	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	79,292	0	79,292	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	94,604	189,208	283,812	283,812	189,208	94,604	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			354,297	354,297																				
Post CIL s106					4,000	4,000	4,000	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,730	9,460	14,191	14,191	9,460	4,730	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	9,460	18,921	28,381	28,381	18,921	9,460	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	31,186	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	16,835	16,835	16,835	16,835	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,209	4,209	4,209	4,209	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**474,050**	**0**	**542,384**	**571,886**	**330,384**	**330,384**	**242,632**	**133,838**	**21,043**	**21,043**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		7,111	7,217	15,461	24,272	29,591	34,991	26,530	16,309	4,244	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								533,529
Profit on GDV																								0
Cash Flow	-474,050	-7,111	-549,601	-587,348	-354,655	-359,975	564,102	681,358	804,373	816,438	0	0	0	0	0	0	0	0	0	0	0	0	0	-533,529
Opening Balance	0																							
Closing Balance	-474,050	-481,161	-1,030,763	-1,618,110	-1,972,766	-2,332,741	-1,768,640	-1,087,282	-282,909	533,529	533,529	533,529	533,529	533,529	533,529	533,529	533,529	533,529	533,529	533,529	533,529	533,529	533,529	0

SITE NAME	Site 6

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			5				
Market Housing	83.2	100%	5		4,921	2,047,050	416
Shared Ownership	83.2	0%	0		0	0	0
Affordable Rent	83.2	0%	0		0	0	0
Social Rent	83.2	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		51	/ha		2,047,050	416
SITE AREA - Gross	0.10 ha		51	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	512,985	5,219,470	5,219,470
Alternative Use Value	186,738		1,900,000
Uplift 20%	37,348		380,000
Plus /ha 0	0		0
Viability Threshold	224,085		2,280,000
	£/m2		
Additional Profit	328,231	789	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	102,597		512,985
	Stamp Duty		30,779	
	Easements etc.		0	
	Legals Acquisition	1.50%	7,695	38,474
PLANNING				
	Planning Fee		3,873	
	Architects	12.00%	104,537	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	108,410
CONSTRUCTION				
	Build Cost - BCIS Based	1,800	748,822	
	s106 / CIL / LIT		10,000	
	Contingency	5.00%	37,441	
	Abnormals		74,882	871,145
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		20,070	30,070
SALES				
	Agents	2.0%	40,941	
	Legals	0.5%	10,235	
	Misc.		0	51,176 **1,612,261**

Developers Profit			
% of costs (before interest)	20.00%		322,452
% of GDV	0.00%		0

Planning fee calc			
Planning app fee		rate	
m2	416		
		9	3,873
		0	0
		Total	3,873

Stamp duty calc - Residual		
Land payment		512,985
	6%	
	Total	30,779

Stamp duty calc - Add Profit		
Land payment		224,085
	Total	13,445

Pre CIL s106	0	£/ Unit (all)
		Total **0**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 10,000

Build Cost	/m2	
BCIS	1,463	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	190	13%
Infrastructure	146	10%
	1,800	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	2	2																			
Market Housing				0	0	0	409,410	818,820	818,820	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**409,410**	**818,820**	**818,820**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	30,779																							
Easements etc.	0																							
Legals Acquisition	7,695																							
Planning Fee	3,873																							
Architects	52,269		52,269																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	49,921	149,764	249,607	199,686	99,843	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	667	2,000	3,333	2,667	1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	2,496	7,488	12,480	9,984	4,992	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	4,992	14,976	24,961	19,969	9,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000																							
Legal and Valuation	20,070																							
Agents	0	0	0	0	0	0	8,188	16,376	16,376	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,047	4,094	4,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**124,686**	**0**	**110,345**	**174,229**	**290,382**	**232,305**	**126,388**	**20,471**	**20,471**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	512,985																							
Interest		9,565	9,709	11,509	14,295	18,866	22,633	18,727	7,033	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								322,452
Profit on GDV																								0
Cash Flow	-637,671	-9,565	-120,054	-185,738	-304,677	-251,171	260,389	779,622	791,317	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-322,452
Opening Balance	0																							
Closing Balance	-637,671	-647,236	-767,289	-953,028	-1,257,705	-1,508,876	-1,248,487	-468,864	322,452	322,452	322,452	322,452	322,452	322,452	322,452	322,452	322,452	322,452	322,452	322,452	322,452	322,452	322,452	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**409,410**	**818,820**	**818,820**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	224,085																							
Stamp Duty	13,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	3,361	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	3,873	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	52,269	0	52,269	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	49,921	149,764	249,607	199,686	99,843	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			328,231																					
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	2,496	7,488	12,480	9,984	4,992	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	4,992	14,976	24,961	19,969	9,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	20,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	8,188	16,376	16,376	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,047	4,094	4,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**327,104**	**0**	**437,910**	**172,229**	**287,048**	**229,639**	**125,055**	**20,471**	**20,471**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		4,907	4,980	11,623	14,381	18,903	22,631	18,705	7,010	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								323,985
Profit on GDV																								0
Cash Flow	-327,104	-4,907	-442,890	-183,852	-301,430	-248,541	261,725	779,645	791,339	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-323,985
Opening Balance	0																							
Closing Balance	-327,104	-332,010	-774,900	-958,752	-1,260,182	-1,508,723	-1,246,999	-467,354	323,985	323,985	323,985	323,985	323,985	323,985	323,985	323,985	323,985	323,985	323,985	323,985	323,985	323,985	323,985	0

SITE NAME	Site 7

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			2				
Market Housing	125.0	100%	2		4,800	1,200,000	250
Shared Ownership	125.0	0%	0		0	0	0
Affordable Rent	125.0	0%	0		0	0	0
Social Rent	125.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.06 ha		32	/ha		1,200,000	250
SITE AREA - Gross	0.06 ha		32	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	354,199	5,688,975	5,688,975
Alternative Use Value	118,295		1,900,000
Uplift 20%	23,659		380,000
Plus /ha 0	0		0
Viability Threshold	141,954		2,280,000
	£/m2		
Additional Profit	237,906	952	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	177,100		354,199
	Stamp Duty		21,252	
	Easements etc.		0	
	Legals Acquisition	1.50%	5,313	26,565
PLANNING				
	Planning Fee		2,328	
	Architects	12.00%	54,814	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	57,141
CONSTRUCTION				
	Build Cost - BCIS Based	1,575	393,723	
	s106 / CIL / LIT		4,000	
	Contingency	5.00%	19,686	
	Abnormals		39,372	456,781
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		10,963	20,963
SALES				
	Agents	2.0%	24,000	
	Legals	0.5%	6,000	
	Misc.		0	30,000 **945,650**
Developers Profit				
	% of costs (before interest)	20.00%		**189,130**
	% of GDV	0.00%		0

Planning fee calc

Planning app fee		rate	
m2	250		
		9	2,328
		0	0
		Total	2,328

Stamp duty calc - Residual

Land payment		354,199
	6%	
		Total 21,252

Stamp duty calc - Add Profit

Land payment		141,954
		Total 8,517

Pre CIL s106	0	£/ Unit (all)
		Total **0**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 4,000

Build Cost	/m2	
BCIS	1,280	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	166	13%
Infrastructure	128	10%
	1,575	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				1	1																				
Market Housing					0	0	0	600,000	600,000	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
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**600,000**	**600,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		21,252																							
Easements etc.		0																							
Legals Acquisition		5,313																							
Planning Fee		2,328																							
Architects		27,407		27,407																					
QS		0		0																					
Planning Consultants		0		0																					
Other Professional		0		0																					
Build Cost - BCIS Base			0	65,621	131,241	131,241	65,621	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			0	667	1,333	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	3,281	6,562	6,562	3,281	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	6,562	13,124	13,124	6,562	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		10,963																							
Agents		0	0	0	0	0	0	12,000	12,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	3,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROF		**77,262**	**0**	**103,537**	**152,260**	**152,260**	**76,130**	**15,000**	**15,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	**354,199**																							
	Interest		6,472	6,569	8,221	10,628	13,071	14,409	5,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								189,130
	Profit on GDV																								0
	Cash Flow	-431,462	-6,472	-110,106	-160,481	-162,888	-89,201	570,591	579,150	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-189,130
	Opening Balance	0																							
	Closing Balance	-431,462	-437,934	-548,040	-708,521	-871,409	-960,611	-390,020	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	189,130	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**600,000**	**600,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		141,954																							
Stamp Duty		8,517	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		2,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		2,328	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		27,407	0	27,407	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	65,621	131,241	131,241	65,621	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				**237,906**																					
Post CIL s106						0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	3,281	6,562	6,562	3,281	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	6,562	13,124	13,124	6,562	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		10,963	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	12,000	12,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	3,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF		**203,298**	**0**	**340,776**	**150,927**	**150,927**	**75,464**	**15,000**	**15,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		3,049	3,095	8,253	10,641	13,065	14,392	5,833	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								190,278
	Profit on GDV																								0
	Cash Flow	-203,298	-3,049	-343,871	-159,180	-161,568	-88,528	570,608	579,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-190,278
	Opening Balance	0																							
	Closing Balance	-203,298	-206,348	-550,219	-709,400	-870,968	-959,496	-388,888	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	190,278	0

SITE NAME	Site 8

INCOME	Av Size m2	%	Number 1		Price £/m2	GDV £	GIA m2
Market Housing	175.0	100%	1		4,800	840,000	175
Shared Ownership	175.0	0%	0		0	0	0
Affordable Rent	175.0	0%	0		0	0	0
Social Rent	175.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.03 ha		33	/ha		840,000	175
SITE AREA - Gross	0.03 ha		33	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	248,185	8,272,838	8,272,838
Alternative Use Value	57,000		1,900,000
Uplift 20%	11,400		380,000
Plus /ha 0	0		0
Viability Threshold	68,400		2,280,000
	£/m2		
Additional Profit	200,160	1,144	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	248,185		248,185
	Stamp Duty		14,891	
	Easements etc.		0	
	Legals Acquisition	1.50%	3,723	18,614
PLANNING				
	Planning Fee		1,629	
	Architects	12.00%	38,274	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	39,903
CONSTRUCTION				
	Build Cost - BCIS Based	1,575	275,606	
	s106 / CIL / LIT		2,000	
	Contingency	5.00%	13,780	
	Abnormals		27,561	318,947
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		6,531	16,531
SALES				
	Agents	2.0%	16,800	
	Legals	0.5%	4,200	
	Misc.		0	21,000 **663,180**
Developers Profit				
	% of costs (before interest)	20.00%		132,636
	% of GDV	0.00%		0

Planning fee calc

Planning app fee		rate	
m2	175	9	1,629
		0	0
		Total	1,629

Stamp duty calc - Residual

Land payment		248,185
	6%	
	Total	14,891

Stamp duty calc - Add Profit

Land payment		68,400
	Total	4,104

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

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 2,000

Build Cost	/m2	
BCIS	1,280	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	166	13%
Infrastructure	128	10%
	1,575	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1																					
Market Housing				0	0	0	840,000	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**840,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	14,891																							
Easements etc.	0																							
Legals Acquisition	3,723																							
Planning Fee	1,629																							
Architects	19,137		19,137																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	91,869	91,869	91,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	667	667	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,593	4,593	4,593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	9,187	9,187	9,187	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	6,531																							
Agents	0	0	0	0	0	0	16,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**55,911**	**0**	**125,452**	**106,316**	**106,316**	**0**	**21,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	248,185																							
Interest		4,561	4,630	6,581	8,275	9,993	10,143	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								132,636
Profit on GDV																								0
Cash Flow	-304,096	-4,561	-130,082	-112,897	-114,590	-9,993	808,857	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-132,636
Opening Balance	0																							
Closing Balance	-304,096	-308,658	-438,740	-551,637	-666,227	-676,221	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	132,636	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**840,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	68,400																							
Stamp Duty	4,104	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	1,026	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	1,629	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	19,137	0	19,137	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	91,869	91,869	91,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			200,160																					
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,593	4,593	4,593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	9,187	9,187	9,187	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	6,531	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	16,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**110,827**	**0**	**324,945**	**105,649**	**105,649**	**0**	**21,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		1,662	1,687	6,587	8,270	9,979	10,129	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								133,614
Profit on GDV																								0
Cash Flow	-110,827	-1,662	-326,633	-112,236	-113,919	-9,979	808,871	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-133,614
Opening Balance	0																							
Closing Balance	-110,827	-112,490	-439,123	-551,358	-665,278	-675,257	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	133,614	0

SITE NAME	Site 9

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			25				
Market Housing	79.7	100%	25		5,050	10,059,600	1,992
Shared Ownership	79.7	0%	0		0	0	0
Affordable Rent	79.7	0%	0		0	0	0
Social Rent	79.7	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.20 ha		124	/ha		10,059,600	1,992
SITE AREA - Gross	0.20 ha		124	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	5,047,078	24,942,661	24,942,661
Alternative Use Value	3,864,843		19,100,055
Uplift 20%	772,969		3,820,011
Plus /ha 0	0		0
Viability Threshold	4,637,812		22,920,066
	£/m2		
Additional Profit	451,811	227	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	201,883		5,047,078
	Stamp Duty		302,825	
	Easements etc.		0	
	Legals Acquisition	1.50%	75,706	378,531
PLANNING				
	Planning Fee		18,546	
	Architects	12.00%	211,742	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	230,287
CONSTRUCTION				
	Build Cost - BCIS Based	820	1,632,870	
	s106 / CIL / LIT		50,000	
	Contingency	5.00%	81,644	
	Abnormals		0	1,764,514
FINANCE				
	Fees		25,000	
	Interest	6.00%		
	SD & Fees		93,030	118,030
SALES				
	Agents	2.0%	201,192	
	Legals	0.5%	50,298	
	Misc.		0	251,490 **7,789,930**
Developers Profit				
	% of costs (before interest)	20.00%		**1,557,986**
	% of GDV	0.00%		0

Planning fee calc

Planning app fee		rate	
m2	1,992	9	18,546
		0	0
		Total	18,546

Stamp duty calc - Residual

Land payment		5,047,079
	6%	
	Total	302,825

Stamp duty calc - Add Profit

Land payment		4,637,812
	Total	278,269

Pre CIL s106	2,000	£/ Unit (all)
		Total **50,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 50,000

Build Cost	/m2	
BCIS	781	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	39	5%
	820	

LiT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				5	10	10																			
Market Housing					0	0	0	2,011,920	4,023,840	4,023,840	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,011,920**	**4,023,840**	**4,023,840**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
EXPENDITURE																									
Stamp Duty	302,825																								
Easements etc.	0																								
Legals Acquisition	75,706																								
Planning Fee	18,546																								
Architects	105,871			105,871																					
QS	0			0																					
Planning Consultants	0			0																					
Other Professional	0			0																					
Build Cost - BCIS Base		0	108,858	326,574	544,290	435,432	217,716	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	10,000	16,667	13,333	6,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	5,443	16,329	27,215	21,772	10,886	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000																								
Legal and Valuation	93,030																								
Agents	0	0	0	0	0	0	40,238	80,477	80,477	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,060	20,119	20,119	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																						
COSTS BEFORE LAND INT AND PROF	**620,977**	**0**	**223,505**	**352,903**	**588,171**	**470,537**	**285,567**	**100,596**	**100,596**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
For Residual Valuation Land	5,047,078																								
Interest		85,021	86,296	90,943	97,601	107,887	116,564	92,417	34,955	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																									1,557,986
Profit on GDV																									0
Cash Flow	-5,668,056	-85,021	-309,801	-443,846	-685,772	-578,424	1,609,790	3,830,827	3,888,289	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,557,986
Opening Balance	0																								
Closing Balance	-5,668,056	-5,753,076	-6,062,878	-6,506,724	-7,192,496	-7,770,920	-6,161,130	-2,330,303	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	1,557,986	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,011,920**	**4,023,840**	**4,023,840**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
EXPENDITURE																									
Land	4,637,812																								
Stamp Duty	278,269	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	69,567	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	18,546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	105,871	0	105,871	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	108,858	326,574	544,290	435,432	217,716	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			451,811																						
Post CIL s106					10,000	20,000	20,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	5,443	16,329	27,215	21,772	10,886	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
Finance Fees	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	93,030	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	40,238	80,477	80,477	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,060	20,119	20,119	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**5,228,094**	**0**	**671,983**	**342,903**	**581,505**	**477,204**	**298,900**	**100,596**	**100,596**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	
For CIL calculation																									
Interest			78,421	79,598	90,871	97,378	107,561	116,333	92,382	34,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																									1,560,356
Profit on GDV																									0
Cash Flow	-5,228,094	-78,421	-751,580	-433,774	-678,883	-584,765	1,596,687	3,830,862	3,888,324	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,560,356
Opening Balance	0																								
Closing Balance	-5,228,094	-5,306,515	-6,058,096	-6,491,870	-7,170,753	-7,755,518	-6,158,830	-2,327,969	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	1,560,356	0

SITE NAME	Site 10

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			6				
Market Housing	77.3	100%	6		5,050	2,343,200	464
Shared Ownership	77.3	0%	0		0	0	0
Affordable Rent	77.3	0%	0		0	0	0
Social Rent	77.3	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.04 ha		165	/ha		2,343,200	464
SITE AREA - Gross	0.04 ha		165	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,157,083	31,768,344	31,768,344
Alternative Use Value	910,563		25,000,000
Uplift 20%	182,113		5,000,000
Plus /ha 0	0		0
Viability Threshold	1,092,675		30,000,000
	£/m2		
Additional Profit	71,150	153	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	192,847		1,157,083
	Stamp Duty		69,425	
	Easements etc.		0	
	Legals Acquisition	1.50%	17,356	86,781
PLANNING				
	Planning Fee		4,320	
	Architects	12.00%	52,102	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	56,422
CONSTRUCTION				
	Build Cost - BCIS Based	867	402,081	
	s106 / CIL / LIT		12,000	
	Contingency	5.00%	20,104	
	Abnormals		0	434,185
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		23,149	33,149
SALES				
	Agents	2.0%	46,864	
	Legals	0.5%	11,716	
	Misc.		0	58,580 **1,826,200**
Developers Profit				
	% of costs (before interest)	20.00%		365,240
	% of GDV	0.00%		0

Planning fee calc			
Planning app fee		rate	
m2	464		
		9	4,320
		0	0
		Total	4,320

Stamp duty calc - Residual		
Land payment		1,157,083
	6%	
	Total	69,425

Stamp duty calc - Add Profit		
Land payment		1,092,675
	Total	65,561

Pre CIL s106	2,000	£/ Unit (all)
		Total **12,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total **12,000**

Build Cost	/m2	
BCIS	781	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	47	6%
Infrastructure	39	5%
	867	

LIT	% GDV
	0.00% **0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			3	3																				
Market Housing				0	0	0	1,171,600	1,171,600	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,171,600**	**1,171,600**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	69,425																							
Easements etc.	0																							
Legals Acquisition	17,356																							
Planning Fee	4,320																							
Architects	26,051		26,051																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	67,014	134,027	134,027	67,014	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	2,000	4,000	4,000	2,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,351	6,701	6,701	3,351	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	23,149																							
Agents	0	0	0	0	0	0	23,432	23,432	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,858	5,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**150,301**	**0**	**98,415**	**144,728**	**144,728**	**72,364**	**29,290**	**29,290**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	1,157,083																							
Interest		19,611	19,905	21,680	24,176	26,709	28,196	11,484	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								365,240
Profit on GDV																								0
Cash Flow	1,307,383	-19,611	-118,320	-166,408	-168,904	-99,074	1,114,114	1,130,826	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-365,240
Opening Balance	0																							
Closing Balance	-1,307,383	-1,326,994	-1,445,314	-1,611,723	-1,780,627	-1,879,701	-765,586	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	365,240	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,171,600**	**1,171,600**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,092,675																							
Stamp Duty	65,561	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	16,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,320	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	26,051	0	26,051	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	67,014	134,027	134,027	67,014	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			71,150																					
Post CIL s106					6,000	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,351	6,701	6,701	3,351	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	23,149	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	23,432	23,432	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	5,858	5,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**1,238,145**	**0**	**167,566**	**140,728**	**146,728**	**76,364**	**29,290**	**29,290**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		18,572	18,851	21,647	24,083	26,645	28,190	11,478	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								365,622
Profit on GDV																								0
Cash Flow	-1,238,145	-18,572	-186,416	-162,376	-170,811	-103,009	1,114,120	1,130,832	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-365,622
Opening Balance	0																							
Closing Balance	-1,238,145	-1,256,718	-1,443,134	-1,605,509	-1,776,320	-1,879,329	-765,209	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	365,622	0

SITE NAME	Site 11

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			80				
Market Housing	80.0	100%	80		5,050	32,320,000	6,400
Shared Ownership	80.0	0%	0		0	0	0
Affordable Rent	80.0	0%	0		0	0	0
Social Rent	80.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.32 ha		251	/ha		32,320,000	6,400
SITE AREA - Gross	0.40 ha		201	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	4,544,813	14,253,758	11,403,006
Alternative Use Value	757,269		1,900,000
Uplift 20%	151,454		380,000
Plus /ha 0	0		0
Viability Threshold	908,723		2,280,000

	£/m2	
Additional Profit	4,036,111	631

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	56,810		4,544,813
	Stamp Duty		272,689	
	Easements etc.		0	
	Legals Acquisition	1.50%	68,172	340,861
PLANNING				
	Planning Fee		59,584	
	Architects	12.00%	2,103,979	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	2,163,563
CONSTRUCTION				
	Build Cost - BCIS Based	2,360	15,107,098	
	s106 / CIL / LIT		160,000	
	Contingency	5.00%	755,355	
	Abnormals		1,510,710	17,533,162
FINANCE				
	Fees		25,000	
	Interest	6.00%		
	SD & Fees		252,825	277,825
SALES				
	Agents	2.0%	646,400	
	Legals	0.5%	161,600	
	Misc.		0	808,000 **25,668,225**

Developers Profit			
	% of costs (before interest)	20.00%	5,133,645
	% of GDV	0.00%	0

Planning fee calc			
Planning app fee		rate	
m2	6,400	9	59,584
		0	0
		Total	59,584

Stamp duty calc - Residual		
Land payment		4,544,813
	6%	
	Total	272,689

Stamp duty calc - Add Profit		
Land payment		908,723
	Total	54,523

Pre CIL s106	2,000	£/ Unit (all)
		Total **160,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 160,000

Build Cost	/m2	
BCIS	2,248	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	112	5%
	2,360	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				20	20	20	20																		
Market Housing					0	0	0	8,080,000	8,080,000	8,080,000	8,080,000	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	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
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**8,080,000**	**8,080,000**	**8,080,000**	**8,080,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty		272,689																							
Easements etc.		0																							
Legals Acquisition		68,172																							
Planning Fee		59,584																							
Architects		1,051,990		1,051,990																					
QS		0		0																					
Planning Consultants		0		0																					
Other Professional		0		0																					
Build Cost - BCIS Base			0	1,258,925	2,517,850	3,776,774	3,776,774	2,517,850	1,258,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL			0	13,333	26,667	40,000	40,000	26,667	13,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency			0	62,946	125,892	188,839	188,839	125,892	62,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals			0	125,892	251,785	377,677	377,677	251,785	125,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		25,000																							
Legal and Valuation		252,825																							
Agents		0	0	0	0	0	0	161,600	161,600	161,600	161,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	40,400	40,400	40,400	40,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0																					
COSTS BEFORE LAND INT AND PROF		**1,730,260**	**0**	**2,513,087**	**2,922,194**	**4,383,291**	**4,383,291**	**3,124,194**	**1,663,097**	**202,000**	**202,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation	Land	4,544,813																							
	Interest		94,126	95,538	134,667	180,520	248,977	318,461	248,901	156,381	40,557	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								5,133,645
	Profit on GDV																								0
	Cash Flow	-6,275,073	-94,126	-2,608,625	-3,056,861	-4,563,811	-4,632,268	4,637,345	6,168,002	7,721,619	7,837,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-5,133,645
	Opening Balance	0																							
	Closing Balance	-6,275,073	-6,369,199	-8,977,824	-12,034,685	-16,598,496	-21,230,764	-16,593,419	-10,425,417	-2,703,798	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	5,133,645	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**8,080,000**	**8,080,000**	**8,080,000**	**8,080,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land		908,723																							
Stamp Duty		54,523	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		13,631	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		59,584	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		1,051,990	0	1,051,990	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	1,258,925	2,517,850	3,776,774	3,776,774	2,517,850	1,258,925	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				2,018,056	2,018,056																				
Post CIL s106						40,000	40,000	40,000	40,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	62,946	125,892	188,839	188,839	125,892	62,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	125,892	251,785	377,677	377,677	251,785	125,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		252,825	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	161,600	161,600	161,600	161,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	40,400	40,400	40,400	40,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF		**2,366,276**	**0**	**4,517,809**	**4,913,583**	**4,383,291**	**4,383,291**	**3,137,527**	**1,689,764**	**202,000**	**202,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
	Interest		35,494	36,027	104,334	179,603	248,046	317,516	248,142	156,011	40,181	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost																								5,159,108
	Profit on GDV																								0
	Cash Flow	-2,366,276	-35,494	-4,553,835	-5,017,917	-4,562,893	-4,631,337	4,624,957	6,142,095	7,721,989	7,837,819	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-5,159,108
	Opening Balance	0																							
	Closing Balance	-2,366,276	-2,401,770	-6,955,605	-11,973,522	-16,536,415	-21,167,752	-16,542,796	-10,400,701	-2,678,712	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	5,159,108	0

SITE NAME	Site 12

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			20				
Market Housing	80.0	100%	20		5,050	8,080,000	1,600
Shared Ownership	80.0	0%	0		0	0	0
Affordable Rent	80.0	0%	0		0	0	0
Social Rent	80.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.12 ha		165	/ha		8,080,000	1,600
SITE AREA - Gross	0.12 ha		165	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,243,742	18,480,955	18,480,955
Alternative Use Value	230,676		1,900,000
Uplift 20%	46,135		380,000
Plus /ha 0	0		0
Viability Threshold	276,811		2,280,000
	£/m2		
Additional Profit	2,168,965	1,356	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	112,187		2,243,742
	Stamp Duty		134,625	
	Easements etc.		0	
	Legals Acquisition	1.50%	33,656	168,281
PLANNING				
	Planning Fee		14,896	
	Architects	12.00%	389,484	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	404,380
CONSTRUCTION				
	Build Cost - BCIS Based	1,742	2,787,564	
	s106 / CIL / LIT		40,000	
	Contingency	5.00%	139,378	
	Abnormals		278,756	3,245,698
FINANCE				
	Fees		25,000	
	Interest	6.00%		
	SD & Fees		72,211	97,211
SALES				
	Agents	2.0%	161,600	
	Legals	0.5%	40,400	
	Misc.		0	202,000 **6,361,311**
Developers Profit				
	% of costs (before interest)	20.00%		**1,272,262**
	% of GDV	0.00%		0

Planning fee calc			
Planning app fee		rate	
m2	1,600		
		9	14,896
		0	0
		Total	14,896

Stamp duty calc - Residual		
Land payment		2,243,742
	6%	
	Total	134,625

Stamp duty calc - Add Profit		
Land payment		276,811
	Total	16,609

Pre CIL s106	2,000	£/ Unit (all)
		Total **40,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 40,000

Build Cost	/m2	
BCIS	1,669	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	83	5%
	1,742	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started				6	7	7																			
Market Housing					0	0	0	2,424,000	2,828,000	2,828,000	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,424,000**	**2,828,000**	**2,828,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Stamp Duty	134,625																								
Easements etc.	0																								
Legals Acquisition	33,656																								
Planning Fee	14,896																								
Architects	194,742			194,742																					
QS	0			0																					
Planning Consultants	0			0																					
Other Professional	0			0																					
Build Cost - BCIS Base		0	278,756	603,972	929,188	650,431	325,216	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	4,000	8,667	13,333	9,333	4,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	13,938	30,199	46,459	32,522	16,261	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	27,876	60,397	92,919	65,043	32,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000																								
Legal and Valuation	72,211																								
Agents	0	0	0	0	0	0	48,480	56,560	56,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,120	14,140	14,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																						
COSTS BEFORE LAND INT AND PROF	**475,129**	**0**	**519,312**	**703,235**	**1,081,899**	**757,330**	**439,265**	**70,700**	**70,700**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**2,243,742**																								
Interest		40,783	41,395	49,805	61,101	78,246	90,780	62,370	21,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																									1,272,262
Profit on GDV																									0
Cash Flow	-2,718,871	-40,783	-560,707	-753,040	-1,143,000	-835,576	1,893,956	2,694,930	2,735,354	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,272,262
Opening Balance	0																								
Closing Balance	-2,718,871	-2,759,654	-3,320,361	-4,073,401	-5,216,401	-6,051,977	-4,158,021	-1,463,091	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	1,272,262	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	As Above																								
INCOME		**0**	**0**	**0**	**0**	**0**	**0**	**2,424,000**	**2,828,000**	**2,828,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																									
Land	276,811																								
Stamp Duty	16,609	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,152	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,896	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	194,742	0	194,742	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	278,756	603,972	929,188	650,431	325,216	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			2,168,965																						
Post CIL s106					12,000	14,000	14,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	13,938	30,199	46,459	32,522	16,261	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	27,876	60,397	92,919	65,043	32,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	72,211	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	48,480	56,560	56,560	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	12,120	14,140	14,140	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**604,420**	**0**	**2,684,277**	**694,568**	**1,080,566**	**761,996**	**448,598**	**70,700**	**70,700**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																									
Interest			9,066	9,202	49,604	60,767	77,887	90,485	62,212	21,785	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																									1,283,165
Profit on GDV																									0
Cash Flow	-604,420	-9,066	-2,693,479	-744,172	-1,141,333	-839,883	1,884,917	2,695,088	2,735,515	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,283,165
Opening Balance	0																								
Closing Balance	-604,420	-613,487	-3,306,966	-4,051,138	-5,192,471	-6,032,355	-4,147,438	-1,452,350	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	1,283,165	0

SITE NAME	Site 13

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			80				
Market Housing	80.0	100%	80		5,050	32,320,000	6,400
Shared Ownership	80.0	0%	0		0	0	0
Affordable Rent	80.0	0%	0		0	0	0
Social Rent	80.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.43 ha		186	/ha		32,320,000	6,400
SITE AREA - Gross	0.54 ha		149	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,188,702	5,096,266	4,077,013
Alternative Use Value	1,019,995		1,900,000
Uplift 20%	203,999		380,000
Plus /ha 0	0		0
Viability Threshold	1,223,994		2,280,000
	£/m2		
Additional Profit	1,085,938	170	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	27,359		2,188,702
	Stamp Duty		131,322	
	Easements etc.		0	
	Legals Acquisition	1.50%	32,831	164,153
PLANNING				
	Planning Fee		59,584	
	Architects	12.00%	2,391,979	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	2,451,563
CONSTRUCTION				
	Build Cost - BCIS Based	2,360	15,107,098	
	s106 / CIL / LIT		160,000	
	Contingency	5.00%	755,355	
	Abnormals		3,910,710	19,933,162
FINANCE				
	Fees		25,000	
	Interest	6.00%		
	SD & Fees		189,595	214,595
SALES				
	Agents	2.0%	646,400	
	Legals	0.5%	161,600	
	Misc.		0	808,000 **25,760,175**

Developers Profit			
	% of costs (before interest)	20.00%	5,152,035
	% of GDV	0.00%	0

Planning fee calc			
Planning app fee		rate	
m2	6,400		
		9	59,584
		0	0
		Total	59,584

Stamp duty calc - Residual		
Land payment		2,188,702
	6%	
		Total 131,322

Stamp duty calc - Add Profit		
Land payment		1,223,994
		Total 73,440

Pre CIL s106	2,000	£/ Unit (all)
		Total **160,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 160,000

Build Cost	/m2	
BCIS	2,248	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	112	5%
	2,360	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			5	15	15	15	15	15																
Market Housing				0	0	0	2,020,000	6,060,000	6,060,000	6,060,000	6,060,000	6,060,000	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,020,000**	**6,060,000**	**6,060,000**	**6,060,000**	**6,060,000**	**6,060,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	131,322																							
Easements etc.	0																							
Legals Acquisition	32,831																							
Planning Fee	59,584																							
Architects	1,195,990		1,195,990																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	314,731	1,258,925	2,203,118	2,832,581	2,832,581	2,832,581	1,888,387	944,194	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	13,333	23,333	30,000	30,000	30,000	20,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	15,737	62,946	110,156	141,629	141,629	141,629	94,419	47,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	81,473	325,892	570,312	733,258	733,258	733,258	488,839	244,419	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000																							
Legal and Valuation	189,595																							
Agents	0	0	0	0	0	0	40,400	121,200	121,200	121,200	121,200	121,200	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,100	30,300	30,300	30,300	30,300	30,300	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**1,634,321**	**0**	**1,611,264**	**1,661,097**	**2,906,919**	**3,737,468**	**3,787,968**	**3,888,968**	**2,643,145**	**1,397,323**	**151,500**	**151,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	2,188,702																							
Interest		57,345	58,206	83,248	109,413	154,658	213,040	242,755	213,831	165,785	98,332	11,179	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								5,152,035
Profit on GDV																								0
Cash Flow	-3,823,023	-57,345	-1,669,469	-1,744,344	-3,016,332	-3,892,126	-1,981,008	1,928,277	3,203,024	4,496,892	5,810,168	5,897,321	0	0	0	0	0	0	0	0	0	0	0	-5,152,035
Opening Balance	0																							
Closing Balance	-3,823,023	-3,880,368	-5,549,838	-7,294,182	-10,310,514	-14,202,640	-16,183,648	-14,255,370	-11,052,346	-6,555,454	-745,286	5,152,035	5,152,035	5,152,035	5,152,035	5,152,035	5,152,035	5,152,035	5,152,035	5,152,035	5,152,035	5,152,035	5,152,035	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,020,000**	**6,060,000**	**6,060,000**	**6,060,000**	**6,060,000**	**6,060,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	1,223,994																							
Stamp Duty	73,440	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	18,360	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	59,584	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	1,195,990	0	1,195,990	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	314,731	1,258,925	2,203,118	2,832,581	2,832,581	2,832,581	1,888,387	944,194	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			271,485	271,485	271,485	271,485																		
Post CIL s106					10,000	30,000	30,000	30,000	30,000	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	15,737	62,946	110,156	141,629	141,629	141,629	94,419	47,210	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	81,473	325,892	570,312	733,258	733,258	733,258	488,839	244,419	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	189,595	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	40,400	121,200	121,200	121,200	121,200	121,200	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,100	30,300	30,300	30,300	30,300	30,300	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**2,785,962**	**0**	**1,879,415**	**1,919,248**	**3,165,071**	**4,008,953**	**3,787,968**	**3,888,968**	**2,653,145**	**1,417,323**	**151,500**	**151,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		41,789	42,416	71,244	101,101	150,094	212,479	242,186	213,253	165,349	98,189	11,035	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								5,161,811
Profit on GDV																								0
Cash Flow	-2,785,962	-41,789	-1,921,831	-1,990,492	-3,266,172	-4,159,046	-1,980,447	1,928,846	3,193,601	4,477,328	5,810,311	5,897,465	0	0	0	0	0	0	0	0	0	0	0	-5,161,811
Opening Balance	0																							
Closing Balance	-2,785,962	-2,827,752	-4,749,583	-6,740,075	-10,006,247	-14,165,293	-16,145,740	-14,216,894	-11,023,293	-6,545,965	-735,655	5,161,811	5,161,811	5,161,811	5,161,811	5,161,811	5,161,811	5,161,811	5,161,811	5,161,811	5,161,811	5,161,811	5,161,811	0

SITE NAME	Site 14

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			20				
Market Housing	80.0	100%	20		5,050	8,080,000	1,600
Shared Ownership	80.0	0%	0		0	0	0
Affordable Rent	80.0	0%	0		0	0	0
Social Rent	80.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.12 ha		165	/ha		8,080,000	1,600
SITE AREA - Gross	0.12 ha		165	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	1,649,448	13,585,955	13,585,955
Alternative Use Value	230,676		1,900,000
Uplift 20%	46,135		380,000
Plus /ha 0	0		0
Viability Threshold	276,811		2,280,000
	£/m2		
Additional Profit	1,523,398	952	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	82,472		1,649,448
	Stamp Duty		98,967	
	Easements etc.		0	
	Legals Acquisition	1.50%	24,742	123,709
PLANNING				
	Planning Fee		14,896	
	Architects	12.00%	461,484	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	476,380
CONSTRUCTION				
	Build Cost - BCIS Based	1,742	2,787,564	
	s106 / CIL / LIT		40,000	
	Contingency	5.00%	139,378	
	Abnormals		878,756	3,845,698
FINANCE				
	Fees		25,000	
	Interest	6.00%		
	SD & Fees		64,456	89,456
SALES				
	Agents	2.0%	161,600	
	Legals	0.5%	40,400	
	Misc.		0	202,000 **6,386,690**
Developers Profit				
	% of costs (before interest)	20.00%		**1,277,338**
	% of GDV	0.00%		0

Planning fee calc			
Planning app fee		rate	
m2	1,600	9	14,896
		0	0
		Total	14,896

Stamp duty calc - Residual		
Land payment		1,649,448
	6%	
	Total	98,967

Stamp duty calc - Add Profit		
Land payment		276,811
	Total	16,609

Pre CIL s106	2,000	£/ Unit (all)
		Total **40,000**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 40,000

Build Cost	/m2	
BCIS	1,659	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	0	0%
Infrastructure	83	5%
	1,742	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			5	5	5	5																		
Market Housing				0	0	0	2,020,000	2,020,000	2,020,000	2,020,000	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,020,000**	**2,020,000**	**2,020,000**	**2,020,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	98,967																							
Easements etc.	0																							
Legals Acquisition	24,742																							
Planning Fee	14,896																							
Architects	230,742		230,742																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	232,297	464,594	696,891	696,891	464,594	232,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	3,333	6,667	10,000	10,000	6,667	3,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	11,615	23,230	34,845	34,845	23,230	11,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	73,230	146,459	219,689	219,689	146,459	73,230	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000																							
Legal and Valuation	64,456																							
Agents	0	0	0	0	0	0	40,400	40,400	40,400	40,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,100	10,100	10,100	10,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**458,802**	**0**	**551,217**	**640,950**	**961,425**	**961,425**	**691,450**	**370,975**	**50,500**	**50,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	**1,649,448**																							
Interest		31,624	32,098	40,848	51,075	66,262	81,678	62,974	39,184	10,229	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								1,277,338
Profit on GDV																								0
Cash Flow	-2,108,250	-31,624	-583,315	-681,798	-1,012,499	-1,027,687	1,246,873	1,586,051	1,930,316	1,959,271	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,277,338
Opening Balance	0																							
Closing Balance	-2,108,250	-2,139,874	-2,723,189	-3,404,986	-4,417,486	-5,445,173	-4,198,300	-2,612,249	-681,933	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	1,277,338	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**2,020,000**	**2,020,000**	**2,020,000**	**2,020,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	276,811																							
Stamp Duty	16,609	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,152	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	14,896	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	230,742	0	230,742	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	232,297	464,594	696,891	696,891	464,594	232,297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			761,699	761,699																				
Post CIL s106					10,000	10,000	10,000	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	11,615	23,230	34,845	34,845	23,230	11,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	73,230	146,459	219,689	219,689	146,459	73,230	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	64,456	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	40,400	40,400	40,400	40,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	10,100	10,100	10,100	10,100	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**632,665**	**0**	**1,309,582**	**1,395,982**	**961,425**	**961,425**	**694,783**	**377,642**	**50,500**	**50,500**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		9,490	9,632	29,421	50,802	65,985	81,396	62,739	39,045	10,088	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								1,286,901
Profit on GDV																								0
Cash Flow	-632,665	-9,490	-1,319,214	-1,425,402	-1,012,226	-1,027,409	1,243,821	1,579,620	1,930,455	1,959,412	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,286,901
Opening Balance	0																							
Closing Balance	-632,665	-642,155	-1,961,370	-3,386,772	-4,398,998	-5,426,408	-4,182,587	-2,602,967	-672,512	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	1,286,901	0

SITE NAME	Site 15

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			5				
Market Housing	122.8	100%	5		4,800	2,947,200	614
Shared Ownership	122.8	0%	0		0	0	0
Affordable Rent	122.8	0%	0		0	0	0
Social Rent	122.8	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.16 ha		31	/ha		**2,947,200**	**614**
SITE AREA - Gross	0.16 ha		31	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	972,744	6,009,126	6,009,126
Alternative Use Value	24,282		150,000
Uplift 20%	4,856		30,000
Plus /ha 0	0		0
Viability Threshold	29,138		180,000
	£/m2		
Additional Profit	1,050,824	1,710	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	194,549		972,744
	Stamp Duty		58,365	
	Easements etc.		0	
	Legals Acquisition	1.50%	14,591	72,956
PLANNING				
	Planning Fee		5,716	
	Architects	12.00%	123,040	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	128,756
CONSTRUCTION				
	Build Cost - BCIS Based	1,575	966,984	
	s106 / CIL / LIT		10,000	
	Contingency	5.00%	48,349	
	Abnormals		0	1,025,333
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		25,652	35,652
SALES				
	Agents	2.0%	58,944	
	Legals	0.5%	14,736	
	Misc.		0	73,680 **2,309,121**
Developers Profit				
	% of costs (before interest)	20.00%		**461,824**
	% of GDV	0.00%		**0**

Planning fee calc			
Planning app fee		rate	
m2	614		
		9	5,716
		0	0
		Total	5,716

Stamp duty calc - Residual		
Land payment		972,744
	6%	
	Total	58,365

Stamp duty calc - Add Profit		
Land payment		29,138
	Total	1,748

Pre CIL s106	0	£/ Unit (all)
		Total **0**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 10,000

Build Cost	/m2	
BCIS	1,260	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	166	13%
Infrastructure	128	10%
	1,575	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			1	2	2																			
Market Housing				0	0	0	589,440	1,178,880	1,178,880	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**589,440**	**1,178,880**	**1,178,880**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	58,365																							
Easements etc.	0																							
Legals Acquisition	14,591																							
Planning Fee	5,716																							
Architects	61,520		61,520																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	64,466	193,397	322,328	257,862	128,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	667	2,000	3,333	2,667	1,333	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	3,223	9,670	16,116	12,893	6,447	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	25,652																							
Agents	0	0	0	0	0	0	11,789	23,578	23,578	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,947	5,894	5,894	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**175,844**	**0**	**129,875**	**205,067**	**341,778**	**273,422**	**151,447**	**29,472**	**29,472**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	972,744																							
Interest		17,229	17,487	19,698	23,069	28,542	33,071	26,997	10,161	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								461,824
Profit on GDV																								0
Cash Flow	-1,148,588	-17,229	-147,363	-224,764	-364,847	-301,964	404,922	1,122,411	1,139,247	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-461,824
Opening Balance	0																							
Closing Balance	-1,148,588	-1,165,817	-1,313,180	-1,537,944	-1,902,791	-2,204,755	-1,799,833	-677,422	461,824	461,824	461,824	461,824	461,824	461,824	461,824	461,824	461,824	461,824	461,824	461,824	461,824	461,824	461,824	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**589,440**	**1,178,880**	**1,178,880**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	29,138																							
Stamp Duty	1,748	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	437	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	5,716	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	61,520	0	61,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	64,466	193,397	322,328	257,862	128,931	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			1,050,824																					
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	3,223	9,670	16,116	12,893	6,447	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	25,652	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	11,789	23,578	23,578	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	2,947	5,894	5,894	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**134,212**	**0**	**1,179,233**	**203,067**	**338,444**	**270,755**	**150,114**	**29,472**	**29,472**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		2,013	2,043	19,763	23,105	28,528	33,017	26,923	10,086	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								466,954
Profit on GDV																								0
Cash Flow	-134,212	-2,013	-1,181,276	-222,829	-361,549	-299,284	406,309	1,122,485	1,139,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-466,954
Opening Balance	0																							
Closing Balance	-134,212	-136,225	-1,317,501	-1,540,330	-1,901,879	-2,201,163	-1,794,854	-672,369	466,954	466,954	466,954	466,954	466,954	466,954	466,954	466,954	466,954	466,954	466,954	466,954	466,954	466,954	466,954	0

SITE NAME	Site 16

INCOME	Av Size m2	%	Number		Price £/m2	GDV £	GIA m2
			3				
Market Housing	175.0	100%	3		4,800	2,520,000	525
Shared Ownership	175.0	0%	0		0	0	0
Affordable Rent	175.0	0%	0		0	0	0
Social Rent	175.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.20 ha		15	/ha		2,520,000	525
SITE AREA - Gross	0.20 ha		15	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	839,582	4,197,911	4,197,911
Alternative Use Value	800,000		4,000,000
Uplift 20%	160,000		800,000
Plus /ha 0	0		0
Viability Threshold	960,000		4,800,000
	£/m2		
Additional Profit	-126,905	-242	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	279,861		839,582
	Stamp Duty		50,375	
	Easements etc.		0	
	Legals Acquisition	1.50%	12,594	62,969
PLANNING				
	Planning Fee		4,888	
	Architects	12.00%	104,899	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	109,787
CONSTRUCTION				
	Build Cost - BCIS Based	1,575	826,818	
	s106 / CIL / LIT		6,000	
	Contingency	5.00%	41,341	
	Abnormals		0	874,159
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		18,304	28,304
SALES				
	Agents	2.0%	50,400	
	Legals	0.5%	12,600	
	Misc.		0	63,000 **1,977,801**
Developers Profit				
	% of costs (before interest)	20.00%		395,560
	% of GDV	0.00%		0

Planning fee calc			
Planning app fee		rate	
m2	525		
		9	4,888
		0	0
		Total	4,888

Stamp duty calc - Residual		
Land payment		839,582
	6%	
	Total	50,375

Stamp duty calc - Add Profit		
Land payment		960,000
	Total	57,600

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

Post CIL s106	2,000	£/ Unit (all)	
CIL	0	£/m2	
		Total	6,000

Build Cost	/m2	
BCIS	1,260	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	166	13%
Infrastructure	128	10%
	1,575	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			1	1	1																			
Market Housing				0	0	0	840,000	840,000	840,000	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**840,000**	**840,000**	**840,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	50,375																							
Easements etc.	0																							
Legals Acquisition	12,594																							
Planning Fee	4,888																							
Architects	52,450		52,450																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	91,869	183,737	275,606	183,737	91,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	667	1,333	2,000	1,333	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	4,593	9,187	13,780	9,187	4,593	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	18,304																							
Agents	0	0	0	0	0	0	16,800	16,800	16,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,200	4,200	4,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**148,609**	**0**	**149,578**	**194,258**	**291,386**	**194,258**	**118,129**	**21,000**	**21,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	839,582																							
Interest		14,823	15,045	17,515	20,691	25,372	28,667	18,269	6,258	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								395,560
Profit on GDV																								0
Cash Flow	-988,192	-14,823	-164,624	-211,772	-312,078	-219,630	693,204	800,731	812,742	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-395,560
Opening Balance	0																							
Closing Balance	-988,192	-1,003,015	-1,167,638	-1,379,410	-1,691,488	-1,911,118	-1,217,913	-417,182	395,560	395,560	395,560	395,560	395,560	395,560	395,560	395,560	395,560	395,560	395,560	395,560	395,560	395,560	395,560	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**840,000**	**840,000**	**840,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	960,000																							
Stamp Duty	57,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	14,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	4,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	52,450	0	52,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	91,869	183,737	275,606	183,737	91,869	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			-126,905																					
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	4,593	9,187	13,780	9,187	4,593	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	18,304	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	16,800	16,800	16,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	4,200	4,200	4,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**1,117,641**	**0**	**22,007**	**192,924**	**289,386**	**192,924**	**117,462**	**21,000**	**21,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		16,765	17,016	17,601	20,759	25,411	28,687	18,279	6,268	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								394,869
Profit on GDV																								0
Cash Flow	-1,117,641	-16,765	-39,023	-210,526	-310,146	-218,336	693,851	800,721	812,732	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-394,869
Opening Balance	0																							
Closing Balance	-1,117,641	-1,134,405	-1,173,428	-1,383,954	-1,694,100	-1,912,436	-1,218,584	-417,863	394,869	394,869	394,869	394,869	394,869	394,869	394,869	394,869	394,869	394,869	394,869	394,869	394,869	394,869	394,869	0

SITE NAME	Site 17

INCOME	Av Size m2	%	Number 1		Price £/m2	GDV £	GIA m2
Market Housing	300.0	100%	1		4,800	1,440,000	300
Shared Ownership	300.0	0%	0		0	0	0
Affordable Rent	300.0	0%	0		0	0	0
Social Rent	300.0	0%	0		0	0	0
Grant and Subsidy	Shared Ownership				0	0	
	Affordable Rent				0	0	
	Social Rent				0	0	
SITE AREA - Net	0.08 ha		13	/ha		1,440,000	300
SITE AREA - Gross	0.08 ha		13	/ha			

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	484,454	6,055,674	6,055,674
Alternative Use Value	12,000		150,000
Uplift 20%	2,400		30,000
Plus /ha 0	0		0
Viability Threshold	14,400		180,000
	£/m2		
Additional Profit	520,135	1,734	

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+l
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS		/unit or m2	Total	
LAND				
	Land	484,454		484,454
	Stamp Duty		29,067	
	Easements etc.		0	
	Legals Acquisition	1.50%	7,267	36,334
PLANNING				
	Planning Fee		2,793	
	Architects	12.00%	59,771	
	QS / PM	0.00%	0	
	Planning Consultants	0.00%	0	
	Other Professional	0.00%	0	62,564
CONSTRUCTION				
	Build Cost - BCIS Based	1,575	472,468	
	s106 / CIL / LIT		2,000	
	Contingency	5.00%	23,623	
	Abnormals		0	498,091
FINANCE				
	Fees		10,000	
	Interest	6.00%		
	SD & Fees		7,571	17,571
SALES				
	Agents	2.0%	28,800	
	Legals	0.5%	7,200	
	Misc.		0	36,000 **1,135,013**
Developers Profit				
	% of costs (before interest)	20.00%		**227,003**
	% of GDV	0.00%		**0**

Planning fee calc

Planning app fee		rate	
m2	300	9	2,793
		0	0
		Total	2,793

Stamp duty calc - Residual

Land payment		484,454
	6%	
	Total	29,067

Stamp duty calc - Add Profit

Land payment		14,400
	Total	864

Pre CIL s106	0	£/ Unit (all)
		Total **0**

Post CIL s106	2,000	£/ Unit (all)
CIL	0	£/m2
		Total 2,000

Build Cost	/m2	
BCIS	1,280	
CfSH	0	0.00%
Energy	0	
Over-extra 1	0	0.00%
Over-extra 2	0	
Over-extra 3	0	
Small Site	166	13%
Infrastructure	128	10%
	1,575	

LIT	% GDV	
	0.00%	**0**

RESIDUAL CASH FLOW FOR INTEREST

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started			1																					
Market Housing				0	0	0	1,440,000	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
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,440,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Stamp Duty	29,067																							
Easements etc.	0																							
Legals Acquisition	7,267																							
Planning Fee	2,793																							
Architects	29,885		29,885																					
QS	0		0																					
Planning Consultants	0		0																					
Other Professional	0		0																					
Build Cost - BCIS Base		0	157,489	157,489	157,489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	667	667	667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	7,874	7,874	7,874	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	7,571																							
Agents	0	0	0	0	0	0	28,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROF	**86,583**	**0**	**195,916**	**166,030**	**166,030**	**0**	**36,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For Residual Valuation Land	484,454																							
Interest		8,566	8,694	11,763	14,430	17,137	17,394	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								227,003
Profit on GDV																								0
Cash Flow	-571,037	-8,566	-204,610	-177,794	-180,460	-17,137	1,386,606	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-227,003
Opening Balance	0																							
Closing Balance	-571,037	-579,603	-784,212	-962,006	-1,142,466	-1,159,603	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	227,003	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	**0**	**0**	**0**	**0**	**0**	**0**	**1,440,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
EXPENDITURE																								
Land	14,400																							
Stamp Duty	864	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	216	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	2,793	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	29,885	0	29,885	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	157,489	157,489	157,489	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL			520,135																					
Post CIL s106					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	7,874	7,874	7,874	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	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	7,571	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	28,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	7,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROF	**65,729**	**0**	**715,384**	**165,364**	**165,364**	**0**	**36,000**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
For CIL calculation																								
Interest		986	1,001	11,746	14,403	17,100	17,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost																								229,568
Profit on GDV																								0
Cash Flow	-65,729	-986	-716,384	-177,110	-179,767	-17,100	1,386,644	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-229,568
Opening Balance	0																							
Closing Balance	-65,729	-66,715	-783,099	-960,209	-1,139,976	-1,157,076	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	229,568	0

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17
			Large Brown 50	Large Brown 30	Medium Brown 20	Medium Brown 12	Small Brown 8	Small Brown 5	Small Brown 2	Brown Plot	Conversion 25	Conversion 6	Flats 80	Flats 20	Flats 80 Undercroft	Flats 20 Undercroft	Small Green 5	Small Green 3	Green Plot
	Green/brown field		Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green
	Use		Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Office	Office	Industrial	Industrial	Industrial	Industrial	Paddock	Residential	Paddock
Site Are	Gross	ha	0.878	0.592	0.384	0.260	0.142	0.098	0.062	0.030	0.202	0.036	0.399	0.121	0.537	0.121	0.162	0.200	0.080
	Net	ha	0.703	0.473	0.384	0.260	0.142	0.098	0.062	0.030	0.202	0.036	0.319	0.121	0.429	0.121	0.162	0.200	0.080
Units			50	30	20	12	8	5	2	1	25	6	80	20	80	20	5	3	1
Mix	Market		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	Intermediate to Buy		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Affordable Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	19,100,055	25,000,000	1,900,000	1,900,000	1,900,000	1,900,000	150,000	4,000,000	150,000
		£ site	1,668,905	1,124,545	730,473	494,305	269,122	186,738	118,295	57,000	3,864,843	910,563	757,269	230,676	1,019,995	230,676	24,282	800,000	12,000
Uplift		£/ha	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	3,820,011	5,000,000	380,000	380,000	380,000	380,000	30,000	800,000	30,000
		£ site	333,781	224,909	146,095	98,861	53,824	37,348	23,659	11,400	772,969	182,113	151,454	46,135	203,999	46,135	4,856	160,000	2,400
Viability Threshold		£/ha	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	22,920,066	30,000,000	2,280,000	2,280,000	2,280,000	2,280,000	180,000	4,800,000	180,000
		£ site	2,002,686	1,349,454	876,568	593,166	322,946	224,085	141,954	68,400	4,637,812	1,092,675	908,723	276,811	1,223,994	276,811	29,138	960,000	14,400
Residua	Gross	£/ha	7,834,755	7,118,866	7,067,353	6,579,399	6,787,798	5,219,470	5,688,975	8,272,838	24,942,661	31,768,344	11,403,006	18,480,955	4,077,013	13,585,955	6,009,126	4,197,911	6,055,674
	Net	£/ha	9,793,443	8,898,582	7,067,353	6,579,399	6,787,798	5,219,470	5,688,975	8,272,838	24,942,661	31,768,344	14,253,758	18,480,955	5,096,266	13,585,955	6,009,126	4,197,911	6,055,674
		£ site	6,881,821	4,213,412	2,717,113	1,711,701	961,444	512,985	354,199	248,185	5,047,078	1,157,083	4,544,813	2,243,742	2,188,702	1,649,448	972,744	839,582	484,454
Additional Profit		£ site	5,483,639	3,218,811	2,055,521	1,241,281	708,594	328,231	237,906	200,160	451,811	71,150	4,036,111	2,168,965	1,085,938	1,523,398	1,050,024	-126,905	520,135
		£/m2	1,153	1,111	1,087	1,108	1,030	789	952	1,144	227	153	631	1,356	170	952	1,710	-242	1,734

Appendix 7 – Development Appraisals, Residential Extensions

Levy as £/m²

3 Bed to 4 Bed																		
		£0	**£25**	**£50**	**£75**	**£100**	**£125**	**£150**	**£175**	**£200**	**£250**	**£300**	**£350**	**£400**	**£450**	**£500**		
Existing Building	m2	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00		
Extension	m2	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00		
Initial Value	£	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000		
Extended Value	£	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000		
Construction	1,200	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000		
Fees	12%	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760		
Planning	9.31	372	372	372	372	372	372	372	372	372	372	372	372	372	372	372		
Site Costs	5%	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		
Contingency	5%	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520		
Sub Total		59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052		
Finance	6%	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772		
CIL £/m2		0	1,000	2,000	3,000	4,000	5,000	6,000	7,000	8,000	10,000	12,000	14,000	16,000	18,000	20,000		
LIT																		
Developer Contribution		0	1,000	2,000	3,000	4,000	5,000	6,000	7,000	8,000	10,000	12,000	14,000	16,000	18,000	20,000		
Return		**131,176**	**130,176**	**129,176**	**128,176**	**127,176**	**126,176**	**125,176**	**124,176**	**123,176**	**121,176**	**119,176**	**117,176**	**115,176**	**113,176**	**111,176**		
% of Additional Value		0.00%	0.52%	1.04%	1.56%	2.08%	2.60%	3.13%	3.65%	4.17%	5.21%	6.25%	7.29%	8.33%	9.38%	10.42%		
% Costs		0.00%	1.64%	3.29%	4.93%	6.58%	8.22%	9.86%	11.51%	13.15%	16.44%	19.73%	23.02%	26.31%	29.59%	32.88%		
4 Bed to 5+ Bed																		
		£0	**£25**	**£50**	**£75**	**£100**	**£125**	**£150**	**£175**	**£200**	**£250**	**£300**	**£350**	**£400**	**£450**	**£500**		
Existing Building		2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00		
Extension		150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00		
Initial Value		830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000		
Extended Value		1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000		
Construction	1,200	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000		
Fees	12%	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600		
Planning	9.31	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397		
Site Costs	5%	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000		
Contingency	5%	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450		
Sub Total		221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447		
Finance	6%	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643		
CIL £/m2		0	3,750	7,500	11,250	15,000	18,750	22,500	26,250	30,000	37,500	45,000	52,500	60,000	67,500	75,000		
LIT																		
Developer Contribution		0	3,750	7,500	11,250	15,000	18,750	22,500	26,250	30,000	37,500	45,000	52,500	60,000	67,500	75,000		
Return		**66,910**	**63,160**	**59,410**	**55,660**	**51,910**	**48,160**	**44,410**	**40,660**	**36,910**	**29,410**	**21,910**	**14,410**	**6,910**	**-590**	**-8,090**		
% of Additional Value		0.00%	1.27%	2.54%	3.81%	5.08%	6.36%	7.63%	8.90%	10.17%	12.71%	15.25%	17.80%	20.34%	22.88%	25.42%		
% Costs		0.00%	1.64%	3.29%	4.93%	6.58%	8.22%	9.86%	11.51%	13.15%	16.44%	19.73%	23.02%	26.31%	29.59%	32.88%		

Levy as percentage of GDV

3 Bed to 4 Bed

			0.00%	**0.25%**	**0.50%**	**0.75%**	**1.00%**	**1.25%**	**1.50%**	**1.75%**	**2.00%**	**2.50%**	**3.00%**	**3.50%**	**4.00%**	**4.50%**	**5.00%**
Existing Building	m2		85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00	85.00
Extension	m2		40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00
Initial Value	£		470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000	470,000
Extended Value	£		662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000	662,000
Construction	1,200		48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000	48,000
Fees	12%		5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760	5,760
Planning	9.31		372	372	372	372	372	372	372	372	372	372	372	372	372	372	372
Site Costs	5%		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
Contingency	5%		2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520	2,520
Sub Total			59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052	59,052
Finance	6%		1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772	1,772
CIL £/m2																	
LIT			0	480	960	1,440	1,920	2,400	2,880	3,360	3,840	4,800	5,760	6,720	7,680	8,640	9,600
Developer Contribution			0	480	960	1,440	1,920	2,400	2,880	3,360	3,840	4,800	5,760	6,720	7,680	8,640	9,600
Return			**131,176**	**130,696**	**130,216**	**129,736**	**129,256**	**128,776**	**128,296**	**127,816**	**127,336**	**126,376**	**125,416**	**124,456**	**123,496**	**122,536**	**121,576**
% of Additional Value			0.00%	0.25%	0.50%	0.75%	1.00%	1.25%	1.50%	1.75%	2.00%	2.50%	3.00%	3.50%	4.00%	4.50%	5.00%
% Costs			0.00%	0.79%	1.58%	2.37%	3.16%	3.95%	4.73%	5.52%	6.31%	7.89%	9.47%	11.05%	12.63%	14.20%	15.78%

4 Bed to 5+ Bed

			0.00%	**0.25%**	**0.50%**	**0.75%**	**1.00%**	**1.25%**	**1.50%**	**1.75%**	**2.00%**	**2.50%**	**3.00%**	**3.50%**	**4.00%**	**4.50%**	**5.00%**
Existing Building			2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Extension			150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00
Initial Value			830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000	830,000
Extended Value			1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000	1,125,000
Construction	1,200		180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000
Fees	12%		21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600
Planning	9.31		1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397	1,397
Site Costs	5%		9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000
Contingency	5%		9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450	9,450
Sub Total			221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447	221,447
Finance	6%		6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643	6,643
CIL £/m2																	
LIT			0	738	1,475	2,213	2,950	3,688	4,425	5,163	5,900	7,375	8,850	10,325	11,800	13,275	14,750
Developer Contribution			0	738	1,475	2,213	2,950	3,688	4,425	5,163	5,900	7,375	8,850	10,325	11,800	13,275	14,750
Return			**66,910**	**66,173**	**65,435**	**64,698**	**63,960**	**63,223**	**62,485**	**61,748**	**61,010**	**59,535**	**58,060**	**56,585**	**55,110**	**53,635**	**52,160**
% of Additional Value			0.00%	0.25%	0.50%	0.75%	1.00%	1.25%	1.50%	1.75%	2.00%	2.50%	3.00%	3.50%	4.00%	4.50%	5.00%
% Costs			0.00%	0.32%	0.65%	0.97%	1.29%	1.62%	1.94%	2.26%	2.59%	3.23%	3.88%	4.53%	5.17%	5.82%	6.47%

Appendix 8 – Development Appraisals, Older People's Housing

Sheltered Green			SHELTERED																					
			Greenfield																					
AFFORDABLE %			0%		0%		0%		0%		0%		0%		0%		0%		0%		0%		0%	
Developer Contribution		£/m2	0		25		50		75		100		125		150		175		200		250		300	
Units	1 bed	50 m2	20		20		20		20		20		20		20		20		20		20		20	
	2 bed	75 m2	25		25		25		25		25		25		25		25		25		25		25	
	Saleble Area		2,875		2,875		2,875		2,875		2,875		2,875		2,875		2,875		2,875		2,875		2,875	
	Non-saleable	20%	719		719		719		719		719		719		719		719		719		719		719	
	GIA		3,594		3,594		3,594		3,594		3,594		3,594		3,594		3,594		3,594		3,594		3,594	
£/m2	Market £/m2		6,500		6,500		6,500		6,500		6,500		6,500		6,500		6,500		6,500		6,500		6,500	
	Market m2		2,875		2,875		2,875		2,875		2,875		2,875		2,875		2,875		2,875		2,875		2,875	
	Market £		18,687,500		18,687,500		18,687,500		18,687,500		18,687,500		18,687,500		18,687,500		18,687,500		18,687,500		18,687,500		18,687,500	
	Affordable £/m2		940		940		940		940		940		940		940		940		940		940		940	
	Affordable m2		0		0		0		0		0		0		0		0		0		0		0	
	Affordable £		0		0		0		0		0		0		0		0		0		0		0	
	Ground Rt	£3,850	173,250		173,250		173,250		173,250		173,250		173,250		173,250		173,250		173,250		173,250		173,250	
Capital Value			18,860,750		18,860,750		18,860,750		18,860,750		18,860,750		18,860,750		18,860,750		18,860,750		18,860,750		18,860,750		18,860,750	
Costs Land Used	ha		0.50		0.50		0.50		0.50		0.50		0.50		0.50		0.50		0.50		0.50		0.50	
	£/ha		150,000		150,000		150,000		150,000		150,000		150,000		150,000		150,000		150,000		150,000		150,000	
	Uplift £/ha		1,000,000		1,000,000		1,000,000		1,000,000		1,000,000		1,000,000		1,000,000		1,000,000		1,000,000		1,000,000		1,000,000	
	20%		30,000		30,000		30,000		30,000		30,000		30,000		30,000		30,000		30,000		30,000		30,000	
	Cost		590,000		590,000		590,000		590,000		590,000		590,000		590,000		590,000		590,000		590,000		590,000	
Costs on Viability Thresh	SDLT	4.0%	23,600		23,600		23,600		23,600		23,600		23,600		23,600		23,600		23,600		23,600		23,600	
	Costs	1.5%	8,850		8,850		8,850		8,850		8,850		8,850		8,850		8,850		8,850		8,850		8,850	
Strategic Promotion			25,000		25,000		25,000		25,000		25,000		25,000		25,000		25,000		25,000		25,000		25,000	
Planning			50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000	
Construction	/m2		1,572		1,572		1,572		1,572		1,572		1,572		1,572		1,572		1,572		1,572		1,572	
	£		5,649,375		5,649,375		5,649,375		5,649,375		5,649,375		5,649,375		5,649,375		5,649,375		5,649,375		5,649,375		5,649,375	
Infrastructure	15.00%		847,406		847,406		847,406		847,406		847,406		847,406		847,406		847,406		847,406		847,406		847,406	
Abnormals	0.00%		0		0		0		0		0		0		0		0		0		0		0	
Fees	8.00%		519,743		519,743		519,743		519,743		519,743		519,743		519,743		519,743		519,743		519,743		519,743	
s106	50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000		50,000	
Developer Contribution			0		89,844		179,688		269,531		359,375		449,219		539,063		628,906		718,750		898,438		1,078,125	
Contingency	2.50%		162,420		162,420		162,420		162,420		162,420		162,420		162,420		162,420		162,420		162,420		162,420	
Finance Costs			70,000		70,000		70,000		70,000		70,000		70,000		70,000		70,000		70,000		70,000		70,000	
Sales	3.50%		660,126		660,126		660,126		660,126		660,126		660,126		660,126		660,126		660,126		660,126		660,126	
Misc			10,000		10,000		10,000		10,000		10,000		10,000		10,000		10,000		10,000		10,000		10,000	
Subtotal			8,076,520		8,166,363		8,256,207		8,346,051		8,435,895		8,525,738		8,615,582		8,705,426		8,795,270		8,974,957		9,154,645	
Interest	7.00%		282,678		285,823		288,967		292,112		295,256		298,401		301,545		304,690		307,834		314,123		320,413	
Profit % GDV	20.00%		1,615,304		1,633,273		1,651,241		1,669,210		1,687,179		1,705,148		1,723,116		1,741,085		1,759,054		1,794,991		1,830,929	
COSTS			9,974,502		10,085,459		10,196,416		10,307,373		10,418,330		10,529,287		10,640,244		10,751,201		10,862,158		11,084,072		11,305,986	
Residual Land Worth			8,886,248		8,775,291		8,664,334		8,553,377		8,442,420		8,331,463		8,220,506		8,109,549		7,998,592		7,776,678		7,554,764	
Existing Use Value		£/ha	150,000		150,000		150,000		150,000		150,000		150,000		150,000		150,000		150,000		150,000		150,000	
Viability Threshold		£/ha	1,180,000		1,180,000		1,180,000		1,180,000		1,180,000		1,180,000		1,180,000		1,180,000		1,180,000		1,180,000		1,180,000	
Residual Value		£/ha	17,772,497		17,550,583		17,328,669		17,106,755		16,884,841		16,662,926		16,441,012		16,219,098		15,997,184		15,553,356		15,109,528	

Sheltered Brown

SHELTERED

Brownfield

	AFFORDABLE %			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Developer Contribution		£/m2	0	25	50	75	100	125	150	175	200	250	300
Units	1 bed	50	m2	20	20	20	20	20	20	20	20	20	20	20
	2 bed	75	m2	25	25	25	25	25	25	25	25	25	25	25
	Saleble Area			2,875	2,875	2,875	2,875	2,875	2,875	2,875	2,875	2,875	2,875	2,875
	Non-saleable		20%	719	719	719	719	719	719	719	719	719	719	719
	GIA			3,594	3,594	3,594	3,594	3,594	3,594	3,594	3,594	3,594	3,594	3,594
£/m2	Market £/m2			6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500
	Market m2			2,875	2,875	2,875	2,875	2,875	2,875	2,875	2,875	2,875	2,875	2,875
	Market £			18,687,500	18,687,500	18,687,500	18,687,500	18,687,500	18,687,500	18,687,500	18,687,500	18,687,500	18,687,500	18,687,500
	Affordable	£/m2		940	940	940	940	940	940	940	940	940	940	940
	Affordable	m2		0	0	0	0	0	0	0	0	0	0	0
	Affordable	£		0	0	0	0	0	0	0	0	0	0	0
	Ground Rt		£3,850	173,250	173,250	173,250	173,250	173,250	173,250	173,250	173,250	173,250	173,250	173,250
	Capital Value			18,860,750	18,860,750	18,860,750	18,860,750	18,860,750	18,860,750	18,860,750	18,860,750	18,860,750	18,860,750	18,860,750
Costs	Land Used	ha		0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
		£/ha		1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
		Uplift	£/ha	0	0	0	0	0	0	0	0	0	0	0
		20%		380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
	Cost			1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000
Costs on Viability Thresh	SDLT	4.0%		45,600	45,600	45,600	45,600	45,600	45,600	45,600	45,600	45,600	45,600	45,600
	Costs	1.5%		17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100
Strategic Promotion				25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Planning				50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Construction		/m2		1,572	1,572	1,572	1,572	1,572	1,572	1,572	1,572	1,572	1,572	1,572
		£		5,649,375	5,649,375	5,649,375	5,649,375	5,649,375	5,649,375	5,649,375	5,649,375	5,649,375	5,649,375	5,649,375
Infrastructure			15.00%	847,406	847,406	847,406	847,406	847,406	847,406	847,406	847,406	847,406	847,406	847,406
Abnormals			10.00%	564,938	564,938	564,938	564,938	564,938	564,938	564,938	564,938	564,938	564,938	564,938
Fees			8.00%	564,938	564,938	564,938	564,938	564,938	564,938	564,938	564,938	564,938	564,938	564,938
s106			50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Developer Contribution				0	89,844	179,688	269,531	359,375	449,219	539,063	628,906	718,750	898,438	1,078,125
Contingency			5.00%	353,086	353,086	353,086	353,086	353,086	353,086	353,086	353,086	353,086	353,086	353,086
Finance Costs				70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000	70,000
Sales			3.50%	660,126	660,126	660,126	660,126	660,126	660,126	660,126	660,126	660,126	660,126	660,126
Misc				10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal				8,907,568	8,997,412	9,087,256	9,177,100	9,266,943	9,356,787	9,446,631	9,536,475	9,626,318	9,806,006	9,985,693
Interest			7.00%	311,765	314,909	318,054	321,198	324,343	327,488	330,632	333,777	336,921	343,210	349,499
Profit % GDV			20.00%	1,781,514	1,799,482	1,817,451	1,835,420	1,853,389	1,871,357	1,889,326	1,907,295	1,925,264	1,961,201	1,997,139
COSTS				12,140,847	12,251,804	12,362,761	12,473,718	12,584,675	12,695,632	12,806,589	12,917,546	13,028,503	13,250,417	13,472,331
Residual Land Worth				6,719,903	6,608,946	6,497,989	6,387,032	6,276,075	6,165,118	6,054,161	5,943,204	5,832,247	5,610,333	5,388,419
Existing Use Value		£/ha		1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
Viability Threshold		£/ha		2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000
Residual Value		£/ha		13,439,806	13,217,892	12,995,978	12,774,064	12,552,150	12,330,236	12,108,322	11,886,408	11,664,493	11,220,665	10,776,837
Additional Profit				5,579,903	5,468,946	5,357,989	5,247,032	5,136,075	5,025,118	4,914,161	4,803,204	4,692,247	4,470,333	4,248,419
£/m2				1,941	1,902	1,864	1,825	1,786	1,748	1,709	1,671	1,632	1,555	1,478

Extracare Green				Extracare											
				Greenfield											
	AFFORDABLE %			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Developer Contribution		£/m2	0	25	50	75	100	125	150	175	200	250	300	
Units	1 bed	65	m2	36	36	36	36	36	36	36	36	36	36	36	
	2 bed	80	m2	24	24	24	24	24	24	24	24	24	24	24	
	Saleble Area			4,260	4,260	4,260	4,260	4,260	4,260	4,260	4,260	4,260	4,260	4,260	
	Non-saleable		35%	2,294	2,294	2,294	2,294	2,294	2,294	2,294	2,294	2,294	2,294	2,294	
	GIA			6,554	6,554	6,554	6,554	6,554	6,554	6,554	6,554	6,554	6,554	6,554	
	£/m2	Market £/m2		6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	
		Market m2		4,260	4,260	4,260	4,260	4,260	4,260	4,260	4,260	4,260	4,260	4,260	
		Market £		27,690,000	27,690,000	27,690,000	27,690,000	27,690,000	27,690,000	27,690,000	27,690,000	27,690,000	27,690,000	27,690,000	
		Affordable	£/m2	940	940	940	940	940	940	940	940	940	940	940	
		Affordable	m2	0	0	0	0	0	0	0	0	0	0	0	
		Affordable £		0	0	0	0	0	0	0	0	0	0	0	
		Ground R	£3,850	231,000	231,000	231,000	231,000	231,000	231,000	231,000	231,000	231,000	231,000	231,000	
	Capital Value			27,921,000	27,921,000	27,921,000	27,921,000	27,921,000	27,921,000	27,921,000	27,921,000	27,921,000	27,921,000	27,921,000	
Costs	Land Used	ha		0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	
		£/ha		150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	
		Uplift £/ha		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	
		20%		30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	
		Cost		590,000	590,000	590,000	590,000	590,000	590,000	590,000	590,000	590,000	590,000	590,000	
	Costs on Viability Thresh	SDLT	4.0%	23,600	23,600	23,600	23,600	23,600	23,600	23,600	23,600	23,600	23,600	23,600	
		Costs	1.5%	8,850	8,850	8,850	8,850	8,850	8,850	8,850	8,850	8,850	8,850	8,850	
	Strategic Promotion			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
	Planning			50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
	Construction	/m2		1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	
		£		11,128,431	11,128,431	11,128,431	11,128,431	11,128,431	11,128,431	11,128,431	11,128,431	11,128,431	11,128,431	11,128,431	
	Infrastructure	15.00%		1,669,265	1,669,265	1,669,265	1,669,265	1,669,265	1,669,265	1,669,265	1,669,265	1,669,265	1,669,265	1,669,265	
	Abnormals	0.00%		0	0	0	0	0	0	0	0	0	0	0	
	Fees	8.00%		1,023,816	1,023,816	1,023,816	1,023,816	1,023,816	1,023,816	1,023,816	1,023,816	1,023,816	1,023,816	1,023,816	
	s106	50,000		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
	Developer Contribution			0	163,846	327,692	491,538	655,385	819,231	983,077	1,146,923	1,310,769	1,638,462	1,966,154	
	Contingency	2.50%		319,942	319,942	319,942	319,942	319,942	319,942	319,942	319,942	319,942	319,942	319,942	
	Finance Costs			90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	
	Sales	3.50%		977,235	977,235	977,235	977,235	977,235	977,235	977,235	977,235	977,235	977,235	977,235	
	Misc			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
	Subtotal			15,376,138	15,539,985	15,703,831	15,867,677	16,031,523	16,195,369	16,359,215	16,523,061	16,686,908	17,014,600	17,342,292	
	Interest	7.00%		538,165	543,899	549,634	555,369	561,103	566,838	572,573	578,307	584,042	595,511	606,980	
	Profit % GDV	20.00%		3,075,228	3,107,997	3,140,766	3,173,535	3,206,305	3,239,074	3,271,843	3,304,612	3,337,382	3,402,920	3,468,458	
	COSTS			18,989,531	19,191,881	19,394,231	19,596,581	19,798,931	20,001,281	20,203,631	20,405,981	20,608,331	21,013,031	21,417,731	
Residual Land Worth				8,931,469	8,729,119	8,526,769	8,324,419	8,122,069	7,919,719	7,717,369	7,515,019	7,312,669	6,907,969	6,503,269	
	Existing Use Value		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	
	Viability Threshold		£/ha	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	1,180,000	
	Residual Value		£/ha	17,862,938	17,458,238	17,053,538	16,648,838	16,244,138	15,839,438	15,434,738	15,030,038	14,625,338	13,815,938	13,006,538	
	Additional Profit			8,341,469	8,139,119	7,936,769	7,734,419	7,532,069	7,329,719	7,127,369	6,925,019	6,722,669	6,317,969	5,913,269	
	£/m2			1,958	1,911	1,863	1,816	1,768	1,721	1,673	1,626	1,578	1,483	1,388	

Extracare Brown				Extracare											
				Brownfield											
	AFFORDABLE %			0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
	Developer Contribution		£/m2	0	25	50	75	100	125	150	175	200	250	300	
Units	1 bed	65	m2	24	24	24	24	24	24	24	24	24	24	24	
	2 bed	80	m2	16	16	16	16	16	16	16	16	16	16	16	
	Saleble Area			2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	
	Non-saleable		35%	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	1,529	
	GIA			4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	4,369	
	£/m2	Market £/m2		6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	
		Market m2		2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	2,840	
		Market £		18,460,000	18,460,000	18,460,000	18,460,000	18,460,000	18,460,000	18,460,000	18,460,000	18,460,000	18,460,000	18,460,000	
		Affordable	£/m2	940	940	940	940	940	940	940	940	940	940	940	
		Affordable	m2	0	0	0	0	0	0	0	0	0	0	0	
		Affordable £		0	0	0	0	0	0	0	0	0	0	0	
		Ground R	£3,850	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	
	Capital Value			18,614,000	18,614,000	18,614,000	18,614,000	18,614,000	18,614,000	18,614,000	18,614,000	18,614,000	18,614,000	18,614,000	
Costs	Land Used	ha		0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	
		£/ha		1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	
		Uplift £/ha			0	0	0	0	0	0	0	0	0	0	
		20%		380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	
		Cost		1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	1,140,000	
	Costs on Viability Thresh	SDLT	4.0%	45,600	45,600	45,600	45,600	45,600	45,600	45,600	45,600	45,600	45,600	45,600	
		Costs	1.5%	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	
	Strategic Promotion			25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
	Planning			50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
	Construction	/m2		1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	
		£		7,418,954	7,418,954	7,418,954	7,418,954	7,418,954	7,418,954	7,418,954	7,418,954	7,418,954	7,418,954	7,418,954	
	Infrastructure	15.00%		1,112,843	1,112,843	1,112,843	1,112,843	1,112,843	1,112,843	1,112,843	1,112,843	1,112,843	1,112,843	1,112,843	
	Abnormals	10.00%		741,895	741,895	741,895	741,895	741,895	741,895	741,895	741,895	741,895	741,895	741,895	
	Fees	8.00%		741,895	741,895	741,895	741,895	741,895	741,895	741,895	741,895	741,895	741,895	741,895	
	s106	50,000		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	
	Developer Contribution			0	109,231	218,462	327,692	436,923	546,154	655,385	764,615	873,846	1,092,308	1,310,769	
	Contingency	5.00%		463,685	463,685	463,685	463,685	463,685	463,685	463,685	463,685	463,685	463,685	463,685	
	Finance Costs			90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	90,000	
	Sales	3.50%		651,490	651,490	651,490	651,490	651,490	651,490	651,490	651,490	651,490	651,490	651,490	
	Misc			10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
	Subtotal			11,418,462	11,527,693	11,636,924	11,746,155	11,855,385	11,964,616	12,073,847	12,183,078	12,292,308	12,510,770	12,729,232	
	Interest	7.00%		399,646	403,469	407,292	411,115	414,938	418,762	422,585	426,408	430,231	437,877	445,523	
	Profit % GDV	20.00%		2,283,692	2,305,539	2,327,385	2,349,231	2,371,077	2,392,923	2,414,769	2,436,616	2,458,462	2,502,154	2,545,846	
	COSTS			14,101,801	14,236,701	14,371,601	14,506,501	14,641,401	14,776,301	14,911,201	15,046,101	15,181,001	15,450,801	15,720,601	
Residual Land Worth				4,512,199	4,377,299	4,242,399	4,107,499	3,972,599	3,837,699	3,702,799	3,567,899	3,432,999	3,163,199	2,893,399	
	Existing Use Value		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	
	Viability Threshold		£/ha	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	
	Residual Value		£/ha	9,024,398	8,754,598	8,484,798	8,214,998	7,945,198	7,675,398	7,405,598	7,135,798	6,865,998	6,326,398	5,786,798	
	Additional Profit			3,372,199	3,237,299	3,102,399	2,967,499	2,832,599	2,697,699	2,562,799	2,427,899	2,292,999	2,023,199	1,753,399	
	£/m2			1,187	1,140	1,092	1,045	997	950	902	855	807	712	617	

Appendix 9 – Development Appraisals, Non-Residential Development

The pages in this appendix are not numbered.

Offices Large

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		5000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	£/m2		4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280
	Capital Value	80.00%	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**
	Buyers Costs	4.50%	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400
	Capital Value		**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**
Costs	Land Used	Coverage	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%
		ha	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**	**208,812**
	Stamp Duty (on VT)	5.00%	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441	10,441
	Acquisition	1.50%	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758
		£	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000
	Infrastructure	15.00%	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500
	Abnormals	5.00%																
	Fees	10.00%	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850	1,010,850
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	100,000	200,000	300,000	400,000	500,000	600,000	700,000	800,000	900,000	1,000,000	1,100,000	1,200,000	1,300,000	1,400,000	1,500,000
	Contingency	2.5% & 5%	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713	252,713
	Finance Costs		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Sales	2.50%	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**11,644,635**	**11,744,635**	**11,844,635**	**11,944,635**	**12,044,635**	**12,144,635**	**12,244,635**	**12,344,635**	**12,444,635**	**12,544,635**	**12,644,635**	**12,744,635**	**12,844,635**	**12,944,635**	**13,044,635**	**13,144,635**
	Interest	6.00%	349,339	352,339	355,339	358,339	361,339	364,339	367,339	370,339	373,339	376,339	379,339	382,339	385,339	388,339	391,339	394,339
	Profit % GDC	20.00%	2,398,795	2,419,395	2,439,995	2,460,595	2,481,195	2,501,795	2,522,395	2,542,995	2,563,595	2,584,195	2,604,795	2,625,395	2,645,995	2,666,595	2,687,195	2,707,795
	COSTS		**14,392,769**	**14,516,369**	**14,639,969**	**14,763,569**	**14,887,169**	**15,010,769**	**15,134,369**	**15,257,969**	**15,381,569**	**15,505,169**	**15,628,769**	**15,752,369**	**15,875,969**	**15,999,569**	**16,123,169**	**16,246,769**
Residual Land Worth		**Site**	**1,956,831**	**1,833,231**	**1,709,631**	**1,586,031**	**1,462,431**	**1,338,831**	**1,215,231**	**1,091,631**	**968,031**	**844,431**	**720,831**	**597,231**	**473,631**	**350,031**	**226,431**	**102,831**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	20,429,313	19,138,929	17,848,545	16,558,161	15,267,777	13,977,393	12,687,009	11,396,625	10,106,241	8,815,857	7,525,473	6,235,089	4,944,705	3,654,321	2,363,937	1,073,553

Offices Large

			Brownfield															
Developer Contribution		**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
m2			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
£/m2			4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280
Capital Value		80.00%	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**	**17,120,000**
Buyers Costs		4.50%	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400	770,400
Capital Value		**0.00%**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**	**16,349,600**
Land Used	Coverage		522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%	522%
	ha		0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096	0.096
		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%																
		Site Cost	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**	**181,992**
Stamp Duty (on VT)		5.00%	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100	9,100
Acquisition		1.50%	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730	2,730
Strategic Promotion		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Pre Planning		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	0	0.00%																
Construction		/m2	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758
	0	£	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000	8,790,000
Infrastructure		15.00%	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500	1,318,500
Abnormals		5.00%	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500	439,500
Fees		10.00%	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800	1,054,800
S106		0.00%	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developer Contribution		0.00%	0	100,000	200,000	300,000	400,000	500,000	600,000	700,000	800,000	900,000	1,000,000	1,100,000	1,200,000	1,300,000	1,400,000	1,500,000
Contingency		2.5% & 5%	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400
Finance Costs		0.00%	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Sales		2.50%	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000	214,000
Misc. Financial		0.00%	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Subtotal		**0.00%**	**12,401,030**	**12,501,030**	**12,601,030**	**12,701,030**	**12,801,030**	**12,901,030**	**13,001,030**	**13,101,030**	**13,201,030**	**13,301,030**	**13,401,030**	**13,501,030**	**13,601,030**	**13,701,030**	**13,801,030**	**13,901,030**
Interest		6.00%	372,031	375,031	378,031	381,031	384,031	387,031	390,031	393,031	396,031	399,031	402,031	405,031	408,031	411,031	414,031	417,031
Profit % GDC		20.00%	2,554,612	2,575,212	2,595,812	2,616,412	2,637,012	2,657,612	2,678,212	2,698,812	2,719,412	2,740,012	2,760,612	2,781,212	2,801,812	2,822,412	2,843,012	2,863,612
COSTS		**0.00%**	**15,327,672**	**15,451,272**	**15,574,872**	**15,698,472**	**15,822,072**	**15,945,672**	**16,069,272**	**16,192,872**	**16,316,472**	**16,440,072**	**16,563,672**	**16,687,272**	**16,810,872**	**16,934,472**	**17,058,072**	**17,181,672**
		0.00%																
	Site		**1,021,928**	**898,328**	**774,728**	**651,128**	**527,528**	**403,928**	**280,328**	**156,728**	**33,128**	**-90,472**	**-214,072**	**-337,672**	**-461,272**	**-584,872**	**-708,472**	**-832,072**
Existing Use Value	£/ha		1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
Viability Threshold	£/ha		1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
Residual Value	£/ha		10,668,923	9,378,539	8,088,155	6,797,771	5,507,387	4,217,003	2,926,619	1,636,235	345,851	-944,533	-2,234,917	-3,525,301	-4,815,685	-6,106,069	-7,396,453	-8,686,837

Offices Small

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		2000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
	£/m2		4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280
	Capital Value	80.00%	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**
	Buyers Costs	4.50%	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160
	Capital Value		**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**
Costs	Land Used	Coverage	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%
		ha	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**	**95,824**
	Stamp Duty (on VT)	5.00%	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791	4,791
	Acquisition	1.50%	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437	1,437
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758
		£	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000
	Infrastructure	15.00%	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400
	Abnormals	5.00%																
	Fees	10.00%	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340	404,340
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	40,000	80,000	120,000	160,000	200,000	240,000	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000
	Contingency	2.5% & 5%	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085	101,085
	Finance Costs		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Sales	2.50%	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**4,685,654**	**4,725,654**	**4,765,654**	**4,805,654**	**4,845,654**	**4,885,654**	**4,925,654**	**4,965,654**	**5,005,654**	**5,045,654**	**5,085,654**	**5,125,654**	**5,165,654**	**5,205,654**	**5,245,654**	**5,285,654**
	Interest	6.00%	140,570	141,770	142,970	144,170	145,370	146,570	147,770	148,970	150,170	151,370	152,570	153,770	154,970	156,170	157,370	158,570
	Profit % GDC	20.00%	965,245	973,485	981,725	989,965	998,205	1,006,445	1,014,685	1,022,925	1,031,165	1,039,405	1,047,645	1,055,885	1,064,125	1,072,365	1,080,605	1,088,845
	COSTS		**5,791,468**	**5,840,908**	**5,890,348**	**5,939,788**	**5,989,228**	**6,038,668**	**6,088,108**	**6,137,548**	**6,186,988**	**6,236,428**	**6,285,868**	**6,335,308**	**6,384,748**	**6,434,188**	**6,483,628**	**6,533,068**
Residual Land Worth		**Site**	**748,372**	**698,932**	**649,492**	**600,052**	**550,612**	**501,172**	**451,732**	**402,292**	**352,852**	**303,412**	**253,972**	**204,532**	**155,092**	**105,652**	**56,212**	**6,772**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	17,025,467	15,900,707	14,775,947	13,651,187	12,526,427	11,401,667	10,276,907	9,152,147	8,027,387	6,902,627	5,777,867	4,653,107	3,528,347	2,403,587	1,278,827	154,067

Offices Small

			Brownfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
	£/m2		4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280	4,280
	Capital Value	90.00%	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**	**6,848,000**
	Buyers Costs	4.50%	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160	308,160
	Capital Value		**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**	**6,539,840**
Costs	Land Used	Coverage	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%	455%
		ha	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044	0.044
		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%																
		Site Cost	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**	**83,516**
	Stamp Duty (on VT)	4.00%	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176	4,176
	Acquisition	1.50%	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253	1,253
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758	1,758
		£	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000	3,516,000
	Infrastructure	15.00%	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400	527,400
	Abnormals	5.00%	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800	175,800
	Fees	8.00%	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920	421,920
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	40,000	80,000	120,000	160,000	200,000	240,000	280,000	320,000	360,000	400,000	440,000	480,000	520,000	560,000	600,000
	Contingency	2.5% & 5%	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960	210,960
	Finance Costs		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Sales	2.50%	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600	85,600
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**4,988,109**	**5,028,109**	**5,068,109**	**5,108,109**	**5,148,109**	**5,188,109**	**5,228,109**	**5,268,109**	**5,308,109**	**5,348,109**	**5,388,109**	**5,428,109**	**5,468,109**	**5,508,109**	**5,548,109**	**5,588,109**
	Interest	6.00%	149,643	150,843	152,043	153,243	154,443	155,643	156,843	158,043	159,243	160,443	161,643	162,843	164,043	165,243	166,443	167,643
	Profit % GDC	20.00%	1,027,550	1,035,790	1,044,030	1,052,270	1,060,510	1,068,750	1,076,990	1,085,230	1,093,470	1,101,710	1,109,950	1,118,190	1,126,430	1,134,670	1,142,910	1,151,150
	COSTS		**6,165,302**	**6,214,742**	**6,264,182**	**6,313,622**	**6,363,062**	**6,412,502**	**6,461,942**	**6,511,382**	**6,560,822**	**6,610,262**	**6,659,702**	**6,709,142**	**6,758,582**	**6,808,022**	**6,857,462**	**6,906,902**
Residual Land Worth		**Site**	**374,538**	**325,098**	**275,658**	**226,218**	**176,778**	**127,338**	**77,898**	**28,458**	**-20,982**	**-70,422**	**-119,862**	**-169,302**	**-218,742**	**-268,182**	**-317,622**	**-367,062**
	Existing Use Value	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Viability Threshold	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Residual Value	£/ha	8,520,735	7,395,975	6,271,215	5,146,455	4,021,695	2,896,935	1,772,175	647,415	-477,345	-1,602,105	-2,726,865	-3,851,625	-4,976,385	-6,101,145	-7,225,905	-8,350,665

Industrial Warehouse Large

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750
	£/m2		1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
	Capital Value	95.00%	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**
	Buyers Costs	4.50%	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300
	Capital Value		**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**
Costs	Land Used	Coverage	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
		ha	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**	**272,500**
	Stamp Duty (on VT)	5.00%	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625	13,625
	Acquisition	1.50%	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088	4,088
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	769	769	769	769	769	769	769	769	769	769	769	769	769	769	769	769
		£	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750
	Infrastructure	15.00%	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513
	Abnormals	5.00%																
	Fees	10.00%	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326	66,326
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	15,000	30,000	45,000	60,000	75,000	90,000	105,000	120,000	135,000	150,000	165,000	180,000	195,000	210,000	225,000
	Contingency	2.5% & 5%	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582	16,582
	Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sales	2.50%	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**818,133**	**833,133**	**848,133**	**863,133**	**878,133**	**893,133**	**908,133**	**923,133**	**938,133**	**953,133**	**968,133**	**983,133**	**998,133**	**1,013,133**	**1,028,133**	**1,043,133**
	Interest	6.00%	24,544	24,994	25,444	25,894	26,344	26,794	27,244	27,694	28,144	28,594	29,044	29,494	29,944	30,394	30,844	31,294
	Profit % GDC	20.00%	168,535	171,625	174,715	177,805	180,895	183,985	187,075	190,165	193,255	196,345	199,435	202,525	205,615	208,705	211,795	214,885
	COSTS		**1,011,212**	**1,029,752**	**1,048,292**	**1,066,832**	**1,085,372**	**1,103,912**	**1,122,452**	**1,140,992**	**1,159,532**	**1,178,072**	**1,196,612**	**1,215,152**	**1,233,692**	**1,252,232**	**1,270,772**	**1,289,312**
Residual Land Worth		**Site**	**77,488**	**58,948**	**40,408**	**21,868**	**3,328**	**-15,212**	**-33,752**	**-52,292**	**-70,832**	**-89,372**	**-107,912**	**-126,452**	**-144,992**	**-163,532**	**-182,072**	**-200,612**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	619,903	471,583	323,263	174,943	26,623	-121,697	-270,017	-418,337	-566,657	-714,977	-863,297	-1,011,617	-1,159,937	-1,308,257	-1,456,577	-1,604,897

Industrial Warehouse Large

			Brownfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		750	750	750	750	750	750	750	750	750	750	750	750	750	750	750	750
	£/m2		1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
	Capital Value	90.00%	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**
	Buyers Costs	4.50%	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300	51,300
	Capital Value		**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**	**1,088,700**
Costs	Land Used	Coverage	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
		ha	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125
		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%																
		Site Cost	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**	**237,500**
	Stamp Duty (on VT)	4.00%	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875	11,875
	Acquisition	1.50%	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563	3,563
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	769	769	769	769	769	769	769	769	769	769	769	769	769	769	769	769
		£	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750	576,750
	Infrastructure	15.00%	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513	86,513
	Abnormals	5.00%	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838	28,838
	Fees	8.00%	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210	69,210
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	15,000	30,000	45,000	60,000	75,000	90,000	105,000	120,000	135,000	150,000	165,000	180,000	195,000	210,000	225,000
	Contingency	2.5% & 5%	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605	34,605
	Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sales	2.50%	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250	14,250
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**865,603**	**880,603**	**895,603**	**910,603**	**925,603**	**940,603**	**955,603**	**970,603**	**985,603**	**1,000,603**	**1,015,603**	**1,030,603**	**1,045,603**	**1,060,603**	**1,075,603**	**1,090,603**
	Interest	6.00%	25,968	26,418	26,868	27,318	27,768	28,218	28,668	29,118	29,568	30,018	30,468	30,918	31,368	31,818	32,268	32,718
	Profit % GDC	20.00%	178,314	181,404	184,494	187,584	190,674	193,764	196,854	199,944	203,034	206,124	209,214	212,304	215,394	218,484	221,574	224,664
	COSTS		**1,069,885**	**1,088,425**	**1,106,965**	**1,125,505**	**1,144,045**	**1,162,585**	**1,181,125**	**1,199,665**	**1,218,205**	**1,236,745**	**1,255,285**	**1,273,825**	**1,292,365**	**1,310,905**	**1,329,445**	**1,347,985**
Residual Land Worth		**Site**	**18,815**	**275**	**-18,265**	**-36,805**	**-55,345**	**-73,885**	**-92,425**	**-110,965**	**-129,505**	**-148,045**	**-166,585**	**-185,125**	**-203,665**	**-222,205**	**-240,745**	**-259,285**
	Existing Use Value	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Viability Threshold	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Residual Value	£/ha	150,522	2,202	-146,118	-294,438	-442,758	-591,078	-739,398	-887,718	-1,036,038	-1,184,358	-1,332,678	-1,480,998	-1,629,318	-1,777,638	-1,925,958	-2,074,278

Industrial Warehouse Small

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		1000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	£/m2		1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
	Capital Value	95.00%	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**
	Buyers Costs	4.50%	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
	Capital Value		**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**
Costs	Land Used	Coverage	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
		ha	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**	**363,333**
	Stamp Duty (on VT)	5.00%	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167	18,167
	Acquisition	1.50%	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450	5,450
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	769	769	769	769	769	769	769	769	769	769	769	769	769	769	769	769
		£	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000
	Infrastructure	15.00%	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350
	Abnormals	5.00%																
	Fees	10.00%	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435	88,435
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	20,000	40,000	60,000	80,000	100,000	120,000	140,000	160,000	180,000	200,000	220,000	240,000	260,000	280,000	300,000
	Contingency	2.5% & 5%	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109	22,109
	Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sales	2.50%	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**1,077,510**	**1,097,510**	**1,117,510**	**1,137,510**	**1,157,510**	**1,177,510**	**1,197,510**	**1,217,510**	**1,237,510**	**1,257,510**	**1,277,510**	**1,297,510**	**1,317,510**	**1,337,510**	**1,357,510**	**1,377,510**
	Interest	6.00%	32,325	32,925	33,525	34,125	34,725	35,325	35,925	36,525	37,125	37,725	38,325	38,925	39,525	40,125	40,725	41,325
	Profit % GDC	20.00%	221,967	226,087	230,207	234,327	238,447	242,567	246,687	250,807	254,927	259,047	263,167	267,287	271,407	275,527	279,647	283,767
	COSTS		**1,331,803**	**1,356,523**	**1,381,243**	**1,405,963**	**1,430,683**	**1,455,403**	**1,480,123**	**1,504,843**	**1,529,563**	**1,554,283**	**1,579,003**	**1,603,723**	**1,628,443**	**1,653,163**	**1,677,883**	**1,702,603**
Residual Land Worth		**Site**	**119,797**	**95,077**	**70,357**	**45,637**	**20,917**	**-3,803**	**-28,523**	**-53,243**	**-77,963**	**-102,683**	**-127,403**	**-152,123**	**-176,843**	**-201,563**	**-226,283**	**-251,003**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	718,783	570,463	422,143	273,823	125,503	-22,817	-171,137	-319,457	-467,777	-616,097	-764,417	-912,737	-1,061,057	-1,209,377	-1,357,697	-1,506,017

Industrial Warehouse Small

			Brownfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	£/m2		1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
	Capital Value	90.00%	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**	**1,520,000**
	Buyers Costs	4.50%	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
	Capital Value		**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**	**1,451,600**
Costs	Land Used	Coverage	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
		ha	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167	0.167
		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%																
		Site Cost	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**	**316,667**
	Stamp Duty (on VT)	4.00%	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833	15,833
	Acquisition	1.50%	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	769	769	769	769	769	769	769	769	769	769	769	769	769	769	769	769
		£	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000	769,000
	Infrastructure	15.00%	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350	115,350
	Abnormals	5.00%	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450	38,450
	Fees	8.00%	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280	92,280
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	20,000	40,000	60,000	80,000	100,000	120,000	140,000	160,000	180,000	200,000	220,000	240,000	260,000	280,000	300,000
	Contingency	2.5% & 5%	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140	46,140
	Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sales	2.50%	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000	19,000
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**1,140,803**	**1,160,803**	**1,180,803**	**1,200,803**	**1,220,803**	**1,240,803**	**1,260,803**	**1,280,803**	**1,300,803**	**1,320,803**	**1,340,803**	**1,360,803**	**1,380,803**	**1,400,803**	**1,420,803**	**1,440,803**
	Interest	6.00%	34,224	34,824	35,424	36,024	36,624	37,224	37,824	38,424	39,024	39,624	40,224	40,824	41,424	42,024	42,624	43,224
	Profit % GDC	20.00%	235,005	239,125	243,245	247,365	251,485	255,605	259,725	263,845	267,965	272,085	276,205	280,325	284,445	288,565	292,685	296,805
	COSTS		**1,410,033**	**1,434,753**	**1,459,473**	**1,484,193**	**1,508,913**	**1,533,633**	**1,558,353**	**1,583,073**	**1,607,793**	**1,632,513**	**1,657,233**	**1,681,953**	**1,706,673**	**1,731,393**	**1,756,113**	**1,780,833**
Residual Land Worth		**Site**	**41,567**	**16,847**	**-7,873**	**-32,593**	**-57,313**	**-82,033**	**-106,753**	**-131,473**	**-156,193**	**-180,913**	**-205,633**	**-230,353**	**-255,073**	**-279,793**	**-304,513**	**-329,233**
	Existing Use Value	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Viability Threshold	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Residual Value	£/ha	249,402	101,082	-47,238	-195,558	-343,878	-492,198	-640,518	-788,838	-937,158	-1,085,478	-1,233,798	-1,382,118	-1,530,438	-1,678,758	-1,827,078	-1,975,398

Shops - Central

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
	£/m2		7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700
	Capital Value	100.00%	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**
	Buyers Costs	4.50%	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300
	Capital Value		**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**
Costs	Land Used	Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
		ha	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**
	Stamp Duty (on VT)	5.00%	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725
	Acquisition	1.50%	818	818	818	818	818	818	818	818	818	818	818	818	818	818	818	818
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Construction	/m2	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037
		£	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400
	Infrastructure	15.00%	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110
	Abnormals	5.00%																
	Fees	10.00%	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	60,000
	Contingency	2.5% & 5%	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963
	Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sales	2.50%	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**326,116**	**330,116**	**334,116**	**338,116**	**342,116**	**346,116**	**350,116**	**354,116**	**358,116**	**362,116**	**366,116**	**370,116**	**374,116**	**378,116**	**382,116**	**386,116**
	Interest	6.00%	9,783	9,903	10,023	10,143	10,263	10,383	10,503	10,623	10,743	10,863	10,983	11,103	11,223	11,343	11,463	11,583
	Profit % GDC	20.00%	67,180	68,004	68,828	69,652	70,476	71,300	72,124	72,948	73,772	74,596	75,420	76,244	77,068	77,892	78,716	79,540
	COSTS		**403,080**	**408,024**	**412,968**	**417,912**	**422,856**	**427,800**	**432,744**	**437,688**	**442,632**	**447,576**	**452,520**	**457,464**	**462,408**	**467,352**	**472,296**	**477,240**
Residual Land Worth		**Site**	**1,067,620**	**1,062,676**	**1,057,732**	**1,052,788**	**1,047,844**	**1,042,900**	**1,037,956**	**1,033,012**	**1,028,068**	**1,023,124**	**1,018,180**	**1,013,236**	**1,008,292**	**1,003,348**	**998,404**	**993,460**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	42,704,813	42,507,053	42,309,293	42,111,533	41,913,773	41,716,013	41,518,253	41,320,493	41,122,733	40,924,973	40,727,213	40,529,453	40,331,693	40,133,933	39,936,173	39,738,413

Shops - Central

			Brownfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
	£/m2		7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700	7,700
	Capital Value	90.00%	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**	**1,540,000**
	Buyers Costs	4.50%	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300	69,300
	Capital Value		**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**	**1,470,700**
Costs	Land Used	Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
		ha	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025
		£/ha	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%																
		Site Cost	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**	**160,000**
	Stamp Duty (on VT)	4.00%	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000
	Acquisition	1.50%	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
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Construction	/m2	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037
		£	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400
	Infrastructure	15.00%	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110
	Abnormals	5.00%	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370
	Fees	8.00%	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	60,000
	Contingency	2.5% & 5%	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444
	Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sales	2.50%	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250	19,250
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**350,862**	**354,862**	**358,862**	**362,862**	**366,862**	**370,862**	**374,862**	**378,862**	**382,862**	**386,862**	**390,862**	**394,862**	**398,862**	**402,862**	**406,862**	**410,862**
	Interest	6.00%	10,526	10,646	10,766	10,886	11,006	11,126	11,246	11,366	11,486	11,606	11,726	11,846	11,966	12,086	12,206	12,326
	Profit % GDC	20.00%	72,278	73,102	73,926	74,750	75,574	76,398	77,222	78,046	78,870	79,694	80,518	81,342	82,166	82,990	83,814	84,638
	COSTS		**433,665**	**438,609**	**443,553**	**448,497**	**453,441**	**458,385**	**463,329**	**468,273**	**473,217**	**478,161**	**483,105**	**488,049**	**492,993**	**497,937**	**502,881**	**507,825**
Residual Land Worth		**Site**	**1,037,035**	**1,032,091**	**1,027,147**	**1,022,203**	**1,017,259**	**1,012,315**	**1,007,371**	**1,002,427**	**997,483**	**992,539**	**987,595**	**982,651**	**977,707**	**972,763**	**967,819**	**962,875**
	Existing Use Value	£/ha	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000
	Viability Threshold	£/ha	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000
	Residual Value	£/ha	41,481,383	41,283,623	41,085,863	40,888,103	40,690,343	40,492,583	40,294,823	40,097,063	39,899,303	39,701,543	39,503,783	39,306,023	39,108,263	38,910,503	38,712,743	38,514,983

Shops - Other

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
	£/m2		4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690
	Capital Value	100.00%	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**
	Buyers Costs	4.50%	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210
	Capital Value		**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**
Costs	Land Used	Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
		ha	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**	**54,500**
	Stamp Duty (on VT)	5.00%	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725	2,725
	Acquisition	1.50%	818	818	818	818	818	818	818	818	818	818	818	818	818	818	818	818
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Construction	/m2	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037
		£	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400
	Infrastructure	15.00%	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110
	Abnormals	5.00%																
	Fees	10.00%	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851	23,851
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	60,000
	Contingency	2.5% & 5%	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963	5,963
	Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sales	2.50%	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**318,591**	**322,591**	**326,591**	**330,591**	**334,591**	**338,591**	**342,591**	**346,591**	**350,591**	**354,591**	**358,591**	**362,591**	**366,591**	**370,591**	**374,591**	**378,591**
	Interest	6.00%	9,558	9,678	9,798	9,918	10,038	10,158	10,278	10,398	10,518	10,638	10,758	10,878	10,998	11,118	11,238	11,358
	Profit % GDC	20.00%	65,630	66,454	67,278	68,102	68,926	69,750	70,574	71,398	72,222	73,046	73,870	74,694	75,518	76,342	77,166	77,990
	COSTS		**393,779**	**398,723**	**403,667**	**408,611**	**413,555**	**418,499**	**423,443**	**428,387**	**433,331**	**438,275**	**443,219**	**448,163**	**453,107**	**458,051**	**462,995**	**467,939**
Residual Land Worth		**Site**	**502,011**	**497,067**	**492,123**	**487,179**	**482,235**	**477,291**	**472,347**	**467,403**	**462,459**	**457,515**	**452,571**	**447,627**	**442,683**	**437,739**	**432,795**	**427,851**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	20,080,449	19,882,689	19,684,929	19,487,169	19,289,409	19,091,649	18,893,889	18,696,129	18,498,369	18,300,609	18,102,849	17,905,089	17,707,329	17,509,569	17,311,809	17,114,049

Shops - Other

			Brownfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**281**
Income	m2		200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
	£/m2		4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690	4,690
	Capital Value	90.00%	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**	**938,000**
	Buyers Costs	4.50%	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210	42,210
	Capital Value		**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**	**895,790**
Costs	Land Used	Coverage	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
		ha	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025	0.025
		£/ha	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000
		Site Cost	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**	**120,000**
	Stamp Duty (on VT)	4.00%	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
	Acquisition	1.50%	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
	Construction	/m2	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037	1,037
		£	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400	207,400
	Infrastructure	15.00%	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110	31,110
	Abnormals	5.00%	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370	10,370
	Fees	8.00%	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888	24,888
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	4,000	8,000	12,000	16,000	20,000	24,000	28,000	32,000	36,000	40,000	44,000	48,000	52,000	56,000	56,200
	Contingency	2.5% & 5%	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444	12,444
	Finance Costs		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Sales	2.50%	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725	11,725
	Misc. Financial		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Subtotal		**340,737**	**344,737**	**348,737**	**352,737**	**356,737**	**360,737**	**364,737**	**368,737**	**372,737**	**376,737**	**380,737**	**384,737**	**388,737**	**392,737**	**396,737**	**396,937**
	Interest	6.00%	10,222	10,342	10,462	10,582	10,702	10,822	10,942	11,062	11,182	11,302	11,422	11,542	11,662	11,782	11,902	11,908
	Profit % GDC	20.00%	70,192	71,016	71,840	72,664	73,488	74,312	75,136	75,960	76,784	77,608	78,432	79,256	80,080	80,904	81,728	81,769
	COSTS		**421,151**	**426,095**	**431,039**	**435,983**	**440,927**	**445,871**	**450,815**	**455,759**	**460,703**	**465,647**	**470,591**	**475,535**	**480,479**	**485,423**	**490,367**	**490,614**
Residual Land Worth		**Site**	**474,639**	**469,695**	**464,751**	**459,807**	**454,863**	**449,919**	**444,975**	**440,031**	**435,087**	**430,143**	**425,199**	**420,255**	**415,311**	**410,367**	**405,423**	**405,176**
	Existing Use Value	£/ha	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
	Viability Threshold	£/ha	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000
	Residual Value	£/ha	18,985,563	18,787,803	18,590,043	18,392,283	18,194,523	17,996,763	17,799,003	17,601,243	17,403,483	17,205,723	17,007,963	16,810,203	16,612,443	16,414,683	16,216,923	16,207,035

Supermarkets

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		2500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	£/m2		5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270
	Capital Value	100.00%	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**
	Buyers Costs	4.50%	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875
	Capital Value		**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**
Costs	Land Used	Coverage	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
		ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**	**1,090,000**
	Stamp Duty (on VT)	5.00%	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500	54,500
	Acquisition	1.50%	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350	16,350
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Construction	/m2	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788
		£	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000
	Infrastructure	15.00%	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500
	Abnormals	5.00%																
	Fees	10.00%	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050	514,050
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	50,000	100,000	150,000	200,000	250,000	300,000	350,000	400,000	450,000	500,000	550,000	600,000	650,000	700,000	750,000
	Contingency	2.5% & 5%	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513	128,513
	Finance Costs		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Sales	2.50%	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688
	Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**6,138,600**	**6,188,600**	**6,238,600**	**6,288,600**	**6,338,600**	**6,388,600**	**6,438,600**	**6,488,600**	**6,538,600**	**6,588,600**	**6,638,600**	**6,688,600**	**6,738,600**	**6,788,600**	**6,838,600**	**6,888,600**
	Interest	6.00%	184,158	185,658	187,158	188,658	190,158	191,658	193,158	194,658	196,158	197,658	199,158	200,658	202,158	203,658	205,158	206,658
	Profit % GDC	20.00%	1,264,552	1,274,852	1,285,152	1,295,452	1,305,752	1,316,052	1,326,352	1,336,652	1,346,952	1,357,252	1,367,552	1,377,852	1,388,152	1,398,452	1,408,752	1,419,052
	COSTS		**7,587,310**	**7,649,110**	**7,710,910**	**7,772,710**	**7,834,510**	**7,896,310**	**7,958,110**	**8,019,910**	**8,081,710**	**8,143,510**	**8,205,310**	**8,267,110**	**8,328,910**	**8,390,710**	**8,452,510**	**8,514,310**
Residual Land Worth		**Site**	**4,994,815**	**4,933,015**	**4,871,215**	**4,809,415**	**4,747,615**	**4,685,815**	**4,624,015**	**4,562,215**	**4,500,415**	**4,438,615**	**4,376,815**	**4,315,015**	**4,253,215**	**4,191,415**	**4,129,615**	**4,067,815**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	9,989,631	9,866,031	9,742,431	9,618,831	9,495,231	9,371,631	9,248,031	9,124,431	9,000,831	8,877,231	8,753,631	8,630,031	8,506,431	8,382,831	8,259,231	8,135,631

Supermarkets

			Brownfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
	£/m2		5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270	5,270
	Capital Value	90.00%	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**	**13,175,000**
	Buyers Costs	4.50%	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875	592,875
	Capital Value		**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**	**12,582,125**
Costs	Land Used	Coverage	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
		ha	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500	0.500
		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
		Site Cost	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**	**1,140,000**
	Stamp Duty (on VT)	4.00%	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000	57,000
	Acquisition	1.50%	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100	17,100
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Construction	/m2	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788	1,788
		£	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000	4,470,000
	Infrastructure	15.00%	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500	670,500
	Abnormals	5.00%	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500	223,500
	Fees	8.00%	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400	536,400
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	50,000	100,000	150,000	200,000	250,000	300,000	350,000	400,000	450,000	500,000	550,000	600,000	650,000	700,000	750,000
	Contingency	2.5% & 5%	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200	268,200
	Finance Costs		50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
	Sales	2.50%	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688	164,688
	Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**6,527,388**	**6,577,388**	**6,627,388**	**6,677,388**	**6,727,388**	**6,777,388**	**6,827,388**	**6,877,388**	**6,927,388**	**6,977,388**	**7,027,388**	**7,077,388**	**7,127,388**	**7,177,388**	**7,227,388**	**7,277,388**
	Interest	6.00%	195,822	197,322	198,822	200,322	201,822	203,322	204,822	206,322	207,822	209,322	210,822	212,322	213,822	215,322	216,822	218,322
	Profit % GDC	20.00%	1,344,642	1,354,942	1,365,242	1,375,542	1,385,842	1,396,142	1,406,442	1,416,742	1,427,042	1,437,342	1,447,642	1,457,942	1,468,242	1,478,542	1,488,842	1,499,142
	COSTS		**8,067,851**	**8,129,651**	**8,191,451**	**8,253,251**	**8,315,051**	**8,376,851**	**8,438,651**	**8,500,451**	**8,562,251**	**8,624,051**	**8,685,851**	**8,747,651**	**8,809,451**	**8,871,251**	**8,933,051**	**8,994,851**
Residual Land Worth		**Site**	**4,514,274**	**4,452,474**	**4,390,674**	**4,328,874**	**4,267,074**	**4,205,274**	**4,143,474**	**4,081,674**	**4,019,874**	**3,958,074**	**3,896,274**	**3,834,474**	**3,772,674**	**3,710,874**	**3,649,074**	**3,587,274**
	Existing Use Value	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Viability Threshold	£/ha	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000
	Residual Value	£/ha	9,028,548	8,904,948	8,781,348	8,657,748	8,534,148	8,410,548	8,286,948	8,163,348	8,039,748	7,916,148	7,792,548	7,668,948	7,545,348	7,421,748	7,298,148	7,174,548

Retail Warehouse

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		3000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
	£/m2		3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545
	Capital Value	100.00%	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**
	Buyers Costs	4.50%	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575
	Capital Value		**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**
Costs	Land Used	Coverage	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
		ha	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**	**1,308,000**
	Stamp Duty (on VT)	5.00%	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400	65,400
	Acquisition	1.50%	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620	19,620
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Construction	/m2	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800
		£	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000
	Infrastructure	15.00%	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000
	Abnormals	5.00%																
	Fees	10.00%	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000	276,000
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	60,000	120,000	180,000	240,000	300,000	360,000	420,000	480,000	540,000	600,000	660,000	720,000	780,000	840,000	900,000
	Contingency	2.5% & 5%	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000	69,000
	Finance Costs		80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
	Sales	2.50%	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938
	Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**3,472,958**	**3,532,958**	**3,592,958**	**3,652,958**	**3,712,958**	**3,772,958**	**3,832,958**	**3,892,958**	**3,952,958**	**4,012,958**	**4,072,958**	**4,132,958**	**4,192,958**	**4,252,958**	**4,312,958**	**4,372,958**
	Interest	6.00%	104,189	105,989	107,789	109,589	111,389	113,189	114,989	116,789	118,589	120,389	122,189	123,989	125,789	127,589	129,389	131,189
	Profit % GDC	20.00%	715,429	727,789	740,149	752,509	764,869	777,229	789,589	801,949	814,309	826,669	839,029	851,389	863,749	876,109	888,469	900,829
	COSTS		**4,292,575**	**4,366,735**	**4,440,895**	**4,515,055**	**4,589,215**	**4,663,375**	**4,737,535**	**4,811,695**	**4,885,855**	**4,960,015**	**5,034,175**	**5,108,335**	**5,182,495**	**5,256,655**	**5,330,815**	**5,404,975**
Residual Land Worth		**Site**	**5,863,850**	**5,789,690**	**5,715,530**	**5,641,370**	**5,567,210**	**5,493,050**	**5,418,890**	**5,344,730**	**5,270,570**	**5,196,410**	**5,122,250**	**5,048,090**	**4,973,930**	**4,899,770**	**4,825,610**	**4,751,450**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	9,773,083	9,649,483	9,525,883	9,402,283	9,278,683	9,155,083	9,031,483	8,907,883	8,784,283	8,660,683	8,537,083	8,413,483	8,289,883	8,166,283	8,042,683	7,919,083

Retail Warehouse

			Brownfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
	£/m2		3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545
	Capital Value	90.00%	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**	**10,635,000**
	Buyers Costs	4.50%	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575	478,575
	Capital Value		**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**	**10,156,425**
Costs	Land Used	Coverage	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%
		ha	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600	0.600
		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
		Site Cost	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**	**1,368,000**
	Stamp Duty (on VT)	4.00%	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400	68,400
	Acquisition	1.50%	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520	20,520
	Strategic Promotion		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Pre Planning		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
	Construction	/m2	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800
		£	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000	2,400,000
	Infrastructure	15.00%	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000	360,000
	Abnormals	5.00%	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000
	Fees	8.00%	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000	288,000
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	60,000	120,000	180,000	240,000	300,000	360,000	420,000	480,000	540,000	600,000	660,000	720,000	780,000	840,000	900,000
	Contingency	2.5% & 5%	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000	144,000
	Finance Costs		80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
	Sales	2.50%	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938	132,938
	Misc. Financial		25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
	Subtotal		**3,683,858**	**3,743,858**	**3,803,858**	**3,863,858**	**3,923,858**	**3,983,858**	**4,043,858**	**4,103,858**	**4,163,858**	**4,223,858**	**4,283,858**	**4,343,858**	**4,403,858**	**4,463,858**	**4,523,858**	**4,583,858**
	Interest	6.00%	110,516	112,316	114,116	115,916	117,716	119,516	121,316	123,116	124,916	126,716	128,516	130,316	132,116	133,916	135,716	137,516
	Profit % GDC	20.00%	758,875	771,235	783,595	795,955	808,315	820,675	833,035	845,395	857,755	870,115	882,475	894,835	907,195	919,555	931,915	944,275
	COSTS		**4,553,248**	**4,627,408**	**4,701,568**	**4,775,728**	**4,849,888**	**4,924,048**	**4,998,208**	**5,072,368**	**5,146,528**	**5,220,688**	**5,294,848**	**5,369,008**	**5,443,168**	**5,517,328**	**5,591,488**	**5,665,648**
Residual Land Worth		**Site**	**5,603,177**	**5,529,017**	**5,454,857**	**5,380,697**	**5,306,537**	**5,232,377**	**5,158,217**	**5,084,057**	**5,009,897**	**4,935,737**	**4,861,577**	**4,787,417**	**4,713,257**	**4,639,097**	**4,564,937**	**4,490,777**
	Existing Use Value	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Viability Threshold	£/ha	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000
	Residual Value	£/ha	9,338,629	9,215,029	9,091,429	8,967,829	8,844,229	8,720,629	8,597,029	8,473,429	8,349,829	8,226,229	8,102,629	7,979,029	7,855,429	7,731,829	7,608,229	7,484,629

Hotel

			Greenfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		1755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755
	£/m2		2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778
	Capital Value	70.00%	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**
	Buyers Costs	4.50%	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575
	Capital Value		**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**
Costs	Land Used	Coverage	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%
		ha	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501
		£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
		Uplift £/ha	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
		20.00%	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
		Site Cost	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**	**1,093,114**
	Stamp Duty (on VT)	5.00%	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656	54,656
	Acquisition	1.50%	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397	16,397
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290
		£	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950
	Infrastructure	15.00%	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593
	Abnormals	5.00%																
	Fees	10.00%	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354	260,354
	S106			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	35,100	70,200	105,300	140,400	175,500	210,600	245,700	280,800	315,900	351,000	386,100	421,200	456,300	491,400	526,500
	Contingency	2.5% & 5%	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089	65,089
	Finance Costs		30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Sales	2.50%	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660
	Misc. Financial		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Subtotal		**3,107,697**	**3,142,797**	**3,177,897**	**3,212,997**	**3,248,097**	**3,283,197**	**3,318,297**	**3,353,397**	**3,388,497**	**3,423,597**	**3,458,697**	**3,493,797**	**3,528,897**	**3,563,997**	**3,599,097**	**3,634,197**
	Interest	6.00%	93,231	94,284	95,337	96,390	97,443	98,496	99,549	100,602	101,655	102,708	103,761	104,814	105,867	106,920	107,973	109,026
	Profit % GDC	20.00%	640,186	647,416	654,647	661,877	669,108	676,339	683,569	690,800	698,030	705,261	712,492	719,722	726,953	734,183	741,414	748,645
	COSTS		**3,841,114**	**3,884,498**	**3,927,881**	**3,971,265**	**4,014,648**	**4,058,032**	**4,101,416**	**4,144,799**	**4,188,183**	**4,231,566**	**4,274,950**	**4,318,334**	**4,361,717**	**4,405,101**	**4,448,484**	**4,491,868**
Residual Land Worth		**Site**	**-581,916**	**-625,299**	**-668,683**	**-712,067**	**-755,450**	**-798,834**	**-842,217**	**-885,601**	**-928,985**	**-972,368**	**-1,015,752**	**-1,059,135**	**-1,102,519**	**-1,145,903**	**-1,189,286**	**-1,232,670**
	Existing Use Value	£/ha	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	Viability Threshold	£/ha	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000	2,180,000
	Residual Value	£/ha	-1,160,516	-1,247,036	-1,333,556	-1,420,076	-1,506,596	-1,593,116	-1,679,636	-1,766,156	-1,852,676	-1,939,196	-2,025,716	-2,112,236	-2,198,756	-2,285,276	-2,371,796	-2,458,316

Hotel

			Brownfield															
	Developer Contribution	**£/m2**	**0**	**20**	**40**	**60**	**80**	**100**	**120**	**140**	**160**	**180**	**200**	**220**	**240**	**260**	**280**	**300**
Income	m2		1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755	1,755
	£/m2		2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778	2,778
	Capital Value	90.00%	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**	**3,412,773**
	Buyers Costs	4.50%	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575	153,575
	Capital Value		**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**	**3,259,198**
Costs	Land Used	Coverage	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%
		ha	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501	0.501
		£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
		Uplift £/ha	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		20.00%	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000	380,000
		Site Cost	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**	**1,143,257**
	Stamp Duty (on VT)	4.00%	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163	57,163
	Acquisition	1.50%	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149	17,149
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Pre Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290
		£	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950	2,263,950
	Infrastructure	15.00%	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593	339,593
	Abnormals	5.00%	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198	113,198
	Fees	8.00%	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674	271,674
	S106		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Developer Contribution		0	35,100	70,200	105,300	140,400	175,500	210,600	245,700	280,800	315,900	351,000	386,100	421,200	456,300	491,400	526,500
	Contingency	2.5% & 5%	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837	135,837
	Finance Costs		30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
	Sales	2.50%	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660	42,660
	Misc. Financial		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
	Subtotal		**3,306,222**	**3,341,322**	**3,376,422**	**3,411,522**	**3,446,622**	**3,481,722**	**3,516,822**	**3,551,922**	**3,587,022**	**3,622,122**	**3,657,222**	**3,692,322**	**3,727,422**	**3,762,522**	**3,797,622**	**3,832,722**
	Interest	6.00%	99,187	100,240	101,293	102,346	103,399	104,452	105,505	106,558	107,611	108,664	109,717	110,770	111,823	112,876	113,929	114,982
	Profit % GDC	20.00%	681,082	688,312	695,543	702,774	710,004	717,235	724,465	731,696	738,927	746,157	753,388	760,618	767,849	775,080	782,310	789,541
	COSTS		**4,086,491**	**4,129,874**	**4,173,258**	**4,216,642**	**4,260,025**	**4,303,409**	**4,346,792**	**4,390,176**	**4,433,560**	**4,476,943**	**4,520,327**	**4,563,710**	**4,607,094**	**4,650,478**	**4,693,861**	**4,737,245**
Residual Land Worth		**Site**	**-827,293**	**-870,676**	**-914,060**	**-957,443**	**-1,000,827**	**-1,044,211**	**-1,087,594**	**-1,130,978**	**-1,174,361**	**-1,217,745**	**-1,261,129**	**-1,304,512**	**-1,347,896**	**-1,391,279**	**-1,434,663**	**-1,478,047**
	Existing Use Value	£/ha	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000	1,900,000
	Viability Threshold	£/ha	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000	2,280,000
	Residual Value	£/ha	-1,649,871	-1,736,391	-1,822,911	-1,909,431	-1,995,951	-2,082,471	-2,168,991	-2,255,511	-2,342,031	-2,428,551	-2,515,071	-2,601,591	-2,688,111	-2,774,631	-2,861,151	-2,947,671

HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site-specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments

HDH Planning and Development have clients throughout England and Wales.

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