

Final

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Plan Viability & CIL Review Study  
Regulation 19 Stage

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Babergh & Mid Suffolk District Councils

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October 2020

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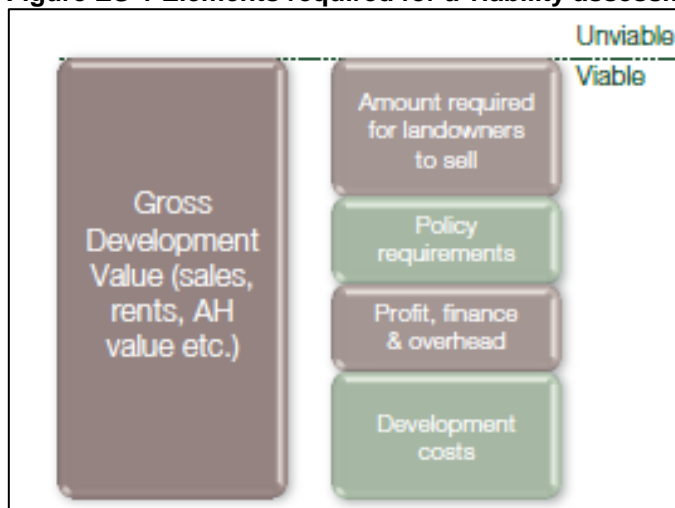
## Executive Summary

- ES 1 The main objective in this viability assessment is to provide Babergh District Council & Mid Suffolk District Council, (the 'Districts') with an evidence base to assist in identifying the viability impacts of emerging planning policies in its Joint Local Plan. This report builds on our previous Plan Viability & CIL Review report dated, June 2019 for Regulation 18 Stage.
- ES 2 The viability testing has been an evidenced based approach and followed best practice set out in the revised National Planning Policy Framework (NPPF), CIL Regulations and revised Planning Practice Guidance (PPG).

## Approach to Study

- ES 3 As best practice recommends that it is not appropriate to test every site planned, a typology approach has been undertaken. These typologies are based on the planned development identified in the Councils emerging Joint Local Plan, including greenfield and brownfield development and residential and commercial uses. Development appraisals have been undertaken to test the viability of proposed allocations against the Councils proposed policies. A bespoke viability model has been created in Microsoft Excel. The model calculates the Residual Land Value (RLV) for each scenario with results displayed in a series of tables. Figure ES-1 illustrates the principles of a RLV appraisal.

**Figure ES-1 Elements required for a viability assessment**



Source: Harman Report<sup>1</sup>

- ES 4 In order to advise on the ability of the proposed uses/scheme to support affordable housing and, other policy obligations. The residual land values in the appraisals have been assessed against

<sup>1</sup> Harman report, 2012, Viability Testing Local Plans, Advice for planning practitioners, page 30

suitable benchmark land value. The benchmark land values have been calculated on the Existing Use Value plus Premium method as recommended in the PPG.

How to interpret the viability appraisals

ES 5 The results of the appraisals are interpreted as follows:

- If the 'balance' is positive (i.e. the residual land values equals or exceeds the benchmark land value), then the policy is viable. We describe this as being 'viable for plan making purposes herein'.
- If the 'balance' is negative, then the policy is not viable for plan making purposes and the affordable housing targets should be reviewed.

ES 6 This is illustrated in Table ES-1 of a hypothetical appraisal. In this case the RLV at £1.528 million is £128,000 higher than the assumed threshold land value of £1.4 million meaning the balance is positive.

**Table ES- 1 Example Appraisal Viability Summary**

<b>RESIDUAL LAND VALUE</b>				
Residual Land Value (gross)				1,756,089
SDLT	1,756,089 @	5.0%		(87,804)
Acquisition Agent fees	1,756,089 @	1.0%		(17,561)
Acquisition Legal fees	1,756,089 @	0.5%		(8,780)
Interest on Land	1,756,089 @	6.5%		(114,145)
Residual Land Value (net)	190,975 per plot			<b>1,527,798</b>
	6,684,114 £ per ha	2,705,024 £ per acre		
<b>TRESHOLD LAND VALUE</b>				
Residential Density	35 dph			
Site Area	0.23 ha	0.56 acres		
	density check	3,150 sqm/ha	13,722 sqft/ac	
Threshold Land Value	6,125,000 £ per ha	2,478,754 £ per acre		<b>1,400,000</b>
	175,000 £ per plot			
<b>BALANCE</b>				
Surplus/(Deficit)	559,114 £ per ha	226,271 £ per acre		<b>127,798</b>

Source: AspinallVerdi

ES 7 In addition to the above, a series of sensitivity scenarios has been prepared for each of the typologies. Examples of the sensitivity results are set out in Tables ES- 2 and ES- 3. This is to assist in the analysis of the viability (and particularly the viability buffer); by examining the sensitivity of the appraisals to key variables such as affordable housing, TLV, profit, density and build rate. These sensitivity appraisals should be interpreted as follows:

- In each sensitivity table there are two variables, in the two examples in Tables ES- 2 and ES- 3, the variable across the top is the percentage of affordable housing. Down the left-hand side, we have assumed differing levels of profit in the first sensitivity output and differing TLV in the second sensitivity output. Each coloured cell represents the scheme



surplus/deficit for a given sensitivity scenario. In each sensitivity testing cell table, you will find the corresponding scheme surplus/deficit from the appraisal, which we have circled in red in for reference.

- The example in Table ES- 2 assumes 40% affordable housing, with 17.5% profit on market housing GDV and a TLV of £6.12m per hectare – this produces a surplus of £127,796 . This same surplus is circled in the sensitivity results in and Table ES- 3 because they represent the same assumption in the appraisal. The sensitivity testing in Table ES- 2 shows that when a higher profit margin is sought from 17.5% to 20% the scheme surplus reduces to £76,000 with 40% affordable housing. In the second scenario (and Table ES- 3) when TLV increases, but all other assumptions remain the same, viability becomes more marginal. At £8.625 million per net hectare TLV development is unviable even with 10% affordable housing because the scheme generated a deficit of £149,000 per net hectare.

**Table ES- 2 Example 1 of development appraisal sensitivity tables**

Balance (RLV - TLV)	127,798	AH - % on site						
		10%	15%	20%	25%	30%	35%	40%
15.0%		498,580	439,429	380,278	321,128	301,082	240,540	179,998
16.0%		467,980	410,529	353,078	335,525	276,722	217,920	159,118
Profit (private sales)								
17.5%		422,080	367,179	312,278	296,375	240,182	183,990	127,796
18.0%		406,780	352,729	338,647	283,325	228,002	172,680	117,358
19.0%		376,180	323,829	310,807	257,225	203,642	150,060	96,478
20.0%		345,580	334,810	282,967	231,125	179,282	127,440	75,598

Source: AspinallVerdi

**Table ES- 3 Example 2 of development appraisal sensitivity tables**

Balance (RLV - TLV)	127,798	AH - % on site						
		10%	15%	20%	25%	30%	35%	40%
4,125,000		879,222	824,322	769,421	753,518	697,325	641,133	584,940
4,625,000		764,937	710,036	655,135	639,232	583,040	526,847	470,655
TLV (per ha)								
5,125,000		650,651	595,750	540,850	524,946	468,754	412,561	356,369
5,625,000		536,365	481,465	426,564	410,661	354,468	298,276	242,083
6,125,000		422,080	367,179	312,278	296,375	240,182	183,990	127,796
6,625,000		307,794	252,893	197,993	182,089	125,897	69,704	15,312
7,125,000		193,508	138,607	83,707	67,803	11,611	(44,581)	(100,774)
7,625,000		79,222	24,322	(30,579)	(46,482)	(102,675)	(158,867)	(215,060)
8,125,000		(35,063)	(89,964)	(144,865)	(160,768)	(216,960)	(273,153)	(329,345)
8,625,000		(149,349)	(204,250)	(259,150)	(275,054)	(331,246)	(387,439)	(443,631)

Source: AspinallVerdi

ES 8 As you can see from the above, the typologies are very sensitive to small changes to key inputs and particularly affordable housing, TLV and profit.

ES 9 In making the recommendations regard is made to the appraisal results and sensitivities ‘in the round’. Therefore, if one particular scheme is not viable, whereas other similar typologies are highly viable, regard is made to the viable schemes in forming policy and cross checking the viability of the outlying scheme against the sensitivity tables (e.g. a small reduction in profit, or a small reduction in TLV which is within the margins of the ‘viability buffer’).

Typologies

ES 10 Based on our analysis of the type of development coming forward in the emerging Joint Local Plan we have devised the typologies set out in Table ES- 4.

**Table ES- 4 Generic scenarios**

No. of dwellings	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha
<b>Greenfield</b>					
8 – rural & policy off scenarios	20	0.4	90%	22	0.36
8 – low density	8	1	90%	9	0.90
15	15	1	90%	17	0.90
30	16	1.9	80%	20	1.52
50	18	2.8	80%	22	2.24
85	18	4.7	80%	23	3.76
150	18	8.3	70%	26	5.81
250	18	13.9	70%	26	9.73
<b>Brownfield</b>					
8 - policy off scenarios	20	0.4	90%	22	0.36
8 – low density	11	0.7	90%	13	0.63
15	20	0.8	90%	21	0.72
40	18	2.2	80%	23	1.76
40 (flats)	70	0.6	80%	83	0.48
50	20	2.5	80%	25	2.00
50 (flats)	70	0.7	80%	89	0.56
70	35	2	80%	44	1.60
<b>Greenfield – Large Sites</b>					
350	20	18	70%	28	12.50
600	24	25	70%	34	18
1,000	22	45	65%	34	30

Source: AspinallVerdi, October 2020

ES 11 Some of the generic typologies above are based on a specific sites size and density. This is the case where a site is an outlier and cannot be grouped with other due to its number of units and/or

density. Though the number of units and density are site specific all other value and cost assumptions are not site specific and are consistent with our other testing.

ES 12 In addition to regular residential testing, we have also tested two elderly accommodation scenarios as follows

- Brownfield, 50 unit, 100dph Over 55 flatted accommodation scenario
- Greenfield, 50 unit, 100dph Extra care flatted accommodation scenario

ES 13 Based on the planned growth non-residential testing has also been undertaken of the following scenarios:

- Convenience retail budget - 2,000 sqm
- Convenience retail express - 350 sqm
- Comparison retail (town centre) - smaller format - 500 sqm
- Comparison retail (town centre) - larger format - 1,000 sqm
- Office – 500 sqm
- Industrial unit - 1,000 sqm

## Results of viability testing

### Residential

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ES 14 The analysis shows that that the Districts draft policies are viable with a 35% affordable housing contribution and the current indexed linked CIL of £143.29 psm. There is scope for the Districts to increase their current residential CIL charges to £200 psm and still maintain viable development. There is also a viability surplus to fund S.106 up to £10,100 per dwelling

ES 15 In general terms brownfield development is less viable than greenfield development. The results show that the Districts draft policies are generally viable with the lower S106 ask of £1,500 per dwelling, current indexed linked CIL of £143.29 psm and 35% affordable housing. But once the S106 increases then the current indexed linked CIL of £143.29 psm and 35% affordable housing is unviable. A reduced affordable housing ask of 15% enables viable development with the enhanced S106 costs, whilst also leaving a 30% viability buffer.

ES 16 Brownfield flatted development is unviable with a S106 cost of £1,500 per dwelling. The results show that the Districts draft policies are unviable with the current indexed linked CIL of £143.29 psm and 35% affordable housing. Even reducing affordable housing does not make these typologies viable. An increase in the cost of the S106 obligation would only make viability worse, given the unviable nature with the lower sum we have not tested the higher sum for this reason.

The unviable nature of development is not a concern as this type of development only forms a small element of the overall planned growth.

- ES 17 The greenfield rural exception scenario testing shows that development is not viable with 100% affordable housing and will require an element of market housing to cross-fund development. The appraisal results show that development starts to become marginally viable with 30% market housing. This is with a S106 contribution of £1,500 per dwelling
- ES 18 The results of our testing show that elderly accommodation development is unviable in the Districts on both greenfield and brownfield sites even with a 0% affordable housing contribution. Therefore, again the Councils will need to take a flexible approach with policy on these types of development.

### Non-residential testing

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- ES 19 Retail and office development are unviable and industrial development marginally viable. We therefore recommend that the Districts should not seek anything too onerous in terms of policy to help ensure viable development.
- ES 20 Again, due to the mixed viability picture of non-residential uses, we recommend that the Council seek Section 106 obligations on a scheme by scheme basis, subject to viability.

## Recommendations

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- ES 21 We have found that the emerging Joint Local Plan is generally viable. The bulk of generic typologies, representing most of the sites and proposed units in the Districts can viably provide their affordable housing target i.e. 35%. In addition, the scenarios show a viability surplus which can be used to fund section 106 contributions where appropriate.
- ES 22 A number of scenarios, including flatted, elderly and most commercial scenarios, are unviable. The allocations covered by these generic typologies do not constitute the bulk of development thus do not impact the overall viability of the plan. For these sites the Councils should take a flexible approach in terms of policy asks.
- ES 23 Our analysis has also shown that there is scope to increase the residential CIL charge for greenfield development to £200 psm but there is a need to reduce it on brownfield sites. Table ES- 5 sets out what the proposed new CIL rates would look like. As demonstrated in this report the CIL rates contain sufficient buffers to absorb changes in the market.

**Table ES- 5 Proposed new CIL rates**

Use	Affordable housing	CIL £ psm
Greenfield development – residential	35%	£200
Greenfield smaller sites (9 dwellings or fewer) which trigger affordable housing	35%	£80
Greenfield smaller sites (9 dwellings or fewer) which don't trigger affordable housing	N/a	£200
Brownfield housing development	20% /15%	£10 / £45
Brownfield flats development & smaller housing sites (9 dwellings or fewer) which trigger affordable housing	0%	£0
Brownfield smaller housing sites (9 dwellings or fewer) which don't trigger affordable housing	N/a	£90
Elderly accommodation (includes age restricted and sheltered but not general needs housing adapted).	0%	£0
All other uses	0%	£0

Source: AspinallVerdi, October 2020

# 1 Introduction

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1.1 The main objective in this viability assessment is to provide Babergh District Council & Mid Suffolk District Council, (the 'Districts') with an evidence base to assist in identifying the viability impacts of emerging planning policies in its Joint Local Plan. This report builds on our previous Plan Viability & CIL Review report dated, June 2019 for Regulation 18 Stage.

1.2 The draft Joint Local Plan sets out the vision for Babergh & Mid-Suffolk District Councils as follows:

- *'Enabling sustainable economic growth;*
- *Enhancing and protecting the environment;*
- *Delivering appropriate housing; and*
- *Supporting strong and healthy communities & delivering Infrastructure.*<sup>2</sup>

1.3 To achieve the vision the draft Local Plan sets out the following objectives:<sup>3</sup>

- **Housing:**
  - Delivery of the right types of homes, of the right tenure in the right place meeting need.
- **Economy:**
  - Encourage the development of employment sites and other business growth, of the right type, in the right place and encourage investment in infrastructure, skills and innovation in order to increase productivity.
  - To encourage inward investment to the Districts by supporting infrastructure improvements that will enable the continued growth of The Port of Felixstowe and strengthen the Districts' links to The Port of Felixstowe and the rest of the UK.
- **Environment:**
  - To protect and enhance environmental assets (including designated sites, landscapes, heritage, biodiversity net gains, green spaces, air and water quality, and river corridors) for current and future generations.
  - Ensure new development avoids areas of flood risk and reduces future flood risk.
  - To reduce the drivers of climate change as much as possible from a social, economic and environmental perspective, with the ambition to be carbon neutral by 2030.
- **Healthy Communities & Infrastructure**

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<sup>2</sup> Babergh District Council & Mid Suffolk District Council, Joint Local Plan, Paragraph 03.01

<sup>3</sup> Babergh District Council & Mid Suffolk District Council, Joint Local Plan, Paragraph 03.03

- To enable all communities to thrive, grow, be healthy, active and self-sufficient through supporting the provision of the necessary infrastructure, and encouraging more sustainable travel.
- To support communities to deliver plans and projects at the district and neighbourhood levels, specifically providing opportunities for the District Councils supporting communities on the development on neighbourhood plans.
- To work with the communities of Hadleigh and Sudbury in Babergh and Eye, Needham Market and Stowmarket in Mid Suffolk in the development of a vision and strategy for these towns.

1.4 The viability assessment is based on the ‘viability standards’ outlined in the revised National Planning Policy Framework (NPPF), Planning Practice Guidance (PPG), the Local Housing Delivery Group publication ‘Viability Testing Local Plans’, 2012; the Royal Institution of Chartered Surveyors (RICS) ‘Financial Viability in Planning 1st Edition’, 2012.; and the RICS Financial viability in planning: conduct and reporting. 1st Edition, May 2019.

1.5 The remainder of this report is structured as follows:

Section 2 – National Planning Policy Context	This section sets out the statutory requirements for the Local Plan and CIL viability including the NPPF, CIL Regulations and PPG.
Section 3 – Methodology	This section sets out our methodology to establish the viability of the various land uses and development typologies used in the testing. We also set out the professional guidance used when undertaking the economic viability appraisals and some important principles of land economics.
Section 4 – Local Plan Context	This section sets out the details of the emerging planning policies of the Joint Local Plan and their associated costs. In addition, we set out details of the existing Community Infrastructure Charging Schedules.
Section 5 – Developing viability scenarios	This section sets out each of the scenarios that we have used in the viability testing and how they have been devised.
Section 6 – Appraisal inputs & assumptions	This section sets out our viability inputs and assumptions that have been used in the development appraisals. Also, the assessment of greenfield and brownfield land values that have been used in the viability testing.

- Section 7 – Viability testing results This section sets out our viability testing results across all the scenarios.
- Section 8 –Recommendations In the final section we set our policy recommendations based on our evidence gathered and the results of our viability testing.

## Declaration

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- 1.6 In accordance with Royal Institution of Chartered Surveyors (RICS) Financial viability in planning: conduct and reporting 1st edition, May 2019 we declare the following:

### Objectivity, impartiality and reasonableness

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

### Conflict of interests

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- 1.8 We confirm that we have undertaken a conflict of interest check in relation to this instruction and we are not aware of any deemed conflicts in relation to this instruction. We confirm that we are currently acting on behalf of the Districts for site specific Section 106 assessments.

### Not formal valuations

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- 1.9 This report and the accompanying appraisals have been prepared in line with RICS valuation guidance. However, it is first and foremost a supporting document to support the delivery of the Joint Local Plan. The appraisals are not a formal ‘Red Book’ (RICS Valuation, Global Standards 2017) valuation and should not be relied upon as such.

## Impact of Covid-19

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- 1.10 Since our June 2019 study we have seen the emergence of the global pandemic caused by Covid-19. As a result of the global pandemic the UK entered a period of ‘lockdown’ with the government advising that to ‘unnecessary social contact’ should be avoided - this resulted in households self isolating. As a result of the government measures, people were encouraged to work from homes. Furthermore, the government introduced various initiatives such as the furlough scheme and the Coronavirus Act to help support businesses.



- 1.11 At the time of writing (August/September 2020) there has been an easing of social distancing measures. But depending on the number of new cases reported, areas are subject to potential 'local lockdowns.'
- 1.12 During the last few months we are starting to see a number of indicators as to the effect of the global pandemic has had on the UK economy. What is currently unclear is whether these are 'short-term shock' or more of a 'long-term structural' change.
- 1.13 Due to these significant uncertainties, when policy makers are making decisions based on viability evidence in the current climate, they must ensure there is a larger 'viability buffer' than would usually be assumed. In essence a degree of caution should be taken when imposing onerous planning policies and more surplus should be left as the profitability and viability of development is likely to reduce.

## MHCLG – planning system reform consultations

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- 1.14 On the 06 August 2020, the government opened two consultations where they have suggested major changes to the UK planning system in the coming years. The two consultations are due to close in October and we currently do not know when any changes are likely to be implemented.
- 1.15 The first proposes changes to our current system to speed up housing delivery in the short term. The second looks longer-term and proposes a complete overhaul to the existing system. We summarise both these White Paper documents as follows:

### Changes to the current planning system consultation<sup>4</sup>

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- 1.16 This document outlines several changes to the existing planning system. The four main points are listed below.
- changes to the standard method for assessing local housing need.
  - securing of 'First Homes' through developer contributions in the short term until the transition to a new system.
  - supporting small and medium-sized builders by temporarily lifting the small sites threshold below which developers do not need to contribute to affordable housing.
  - extending the current Permission in Principle to major development.
- 1.17 The potential change with the greatest impact on this viability study would be the increase in the threshold for small sites which need to contribute towards affordable housing:

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<sup>4</sup> MHCLG, Changes to the current planning system consultation, August 2020

## Planning for the future consultation<sup>5</sup>

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- 1.18 This document outlines considerable long-term changes to the UK planning system. The outcome of this consultation will likely mean changes to primary legislation rather than just the NPPF.
- 1.19 A number of significant changes are proposed not least including the way local authorities' evidence and create local plans. Amongst other things, the way viability is considered in the planning system will be transformed with proposals including the removal of Section 106 agreements and community infrastructure levy (CIL). These would be replaced with a single consolidated 'Infrastructure Levy' which would include all planning gain developer contributions – including affordable housing.
- 1.20 These changes could have a significant impact on the Babergh District Council & Mid Suffolk District Council Local Plan and this viability assessment. We don't know what future plans may look like under the new system but it is likely that viability assessments such as this will change considerably.

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<sup>5</sup> MHCLG, Planning for the Future – White Paper, August 2020

## 2 National planning policy context

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- 2.1 Our economic viability appraisal has been carried out having regard to the NPPF, PPG on viability and CIL Regulations. We set out the pertinent points of these documents as follows:

### National Planning Policy Framework (NPPF) (February 2019)

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- 2.2 The NPPF sets out the Government's planning policies for England and how these are expected to be applied. It was first published on 27 March 2012 and the Ministry of Housing, Communities & Local Government (MHCLG) issued a revised version in July 2018 which was updated again in February 2019 to reflect the introduction of the standard method for assessing local housing need.

### Plans should be deliverable

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- 2.3 The NPPF requires local plans to be deliverable, paragraph 16 of the revised NPPF states: *'Plans should:*
- a) be prepared with the objective of contributing to the achievement of sustainable development;*
  - b) be prepared positively, in a way that is aspirational but deliverable;*
  - c) be shaped by early, proportionate and effective engagement between planmakers and communities, local organisations, businesses, infrastructure providers and operators and statutory consultees;*
  - d) contain policies that are clearly written and unambiguous, so it is evident how a decision maker should react to development proposals;*
  - e) be accessible through the use of digital tools to assist public involvement and policy presentation; and*
  - f) serve a clear purpose, avoiding unnecessary duplication of policies that apply to a particular area (including policies in this Framework, where relevant).'*<sup>6</sup>

### Planning contribution/obligations

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- 2.4 The setting of development contributions should not place the delivery of the plan at risk:
- 'Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure*

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<sup>6</sup> MHCLG, February 2019, National Planning Policy Framework, paragraph 16

*(such as that needed for education, health, transport, flood and water management, green and digital infrastructure). Such policies should not undermine the deliverability of the plan.*<sup>7</sup>

- 2.5 The NPPF states that planning obligations must only be sought where they meet all of the following tests:

*'a) necessary to make the development acceptable in planning terms;*

*b) directly related to the development; and*

*c) fairly and reasonably related in scale and kind to the development.'*<sup>8</sup>

## Affordable housing

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- 2.6 The NPPF sets a 10 units threshold for seeking affordable housing contributions, except in designated rural areas:

*'Provision of affordable housing should not be sought for residential developments that are not major developments, other than in designated rural areas (where policies may set out a lower threshold of 5 units or fewer).'*<sup>9</sup>

- 2.7 The NPPF defines major development as follows:

*'For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more. For non-residential development it means additional floorspace of 1,000m<sup>2</sup> or more, or a site of 1 hectare or more, or as otherwise provided in the Town and Country Planning (Development Management Procedure) (England) Order 2015.'*<sup>10</sup>

- 2.8 Where affordable housing is sought, local planning authorities should seek at least 10% provision where there is identified need:

*'Where major development involving the provision of housing is proposed, planning policies and decisions should expect at least 10% of the homes to be available for affordable home ownership, unless this would exceed the level of affordable housing required in the area, or significantly prejudice the ability to meet the identified affordable housing needs of specific groups. Exemptions to this 10% requirement should also be made where the site or proposed development:*

*a) provides solely for Build to Rent homes;*

*b) provides specialist accommodation for a group of people with specific needs (such as purpose-built accommodation for the elderly or students);*

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<sup>7</sup> Ibid, paragraph 34

<sup>8</sup> Ibid, paragraph 56

<sup>9</sup> Ibid, paragraph 63

<sup>10</sup> Ibid, page 68

- c) is proposed to be developed by people who wish to build or commission their own homes; or  
d) is exclusively for affordable housing, an entry-level exception site or a rural exception site.’<sup>11</sup>

### Vacant building credit

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- 2.9 The NPPF allows for affordable housing obligations to be reduced if there are any existing buildings on site:

*‘To support the re-use of brownfield land, where vacant buildings are being reused or redeveloped, any affordable housing contribution due should be reduced by a proportionate amount.’<sup>12</sup>*

### Planning Practice Guidance (PPG) Viability

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- 2.10 Alongside the NPPF, updates to the PPG 'Viability and plan-making' were also applied. The guidance is now much more prescriptive on the methodology to determine the land value and as such Chapter 3 details our approach to land value taking into account those revisions.

### Viability to be resolved at planning making stage

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- 2.11 The PPG builds on the NPPF in that viability matters should be resolved at the plan making stage rather than decision-making stage, thus placing further weight on viability assessments early in the process:

*‘Policy requirements, particularly for affordable housing, should be set at a level that takes account of affordable housing and infrastructure needs and allows for the planned types of sites and development to be deliverable, without the need for further viability assessment at the decision making stage.’<sup>13</sup>*

### Setting of policy requirements for contributions

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- 2.12 The PPG explains that Plans should set out the contributions expected from development. The contributions should *‘include setting out the levels and types of affordable housing provision required, along with other infrastructure (such as that needed for education, health, transport, flood and water management, green and digital infrastructure).’<sup>14</sup>*
- 2.13 When setting policies these will need to be informed through evidence, based on the infrastructure and affordable housing need for the area. There is also a need for clarity of policy requirements so that these can be reflected in the land value:

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<sup>11</sup> Ibid, paragraph 64

<sup>12</sup> Ibid, paragraph 63

<sup>13</sup> MHCLG, 09 May 2019, Planning Practice Guidance, Paragraph: 002 Reference ID: 10-002-20190509

<sup>14</sup> Ibid, Paragraph: 001 Reference ID: 10-001-20190509

*‘These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106. Policy requirements should be clear so that they can be accurately accounted for in the price paid for land. To provide this certainty, affordable housing requirements should be expressed as a single figure rather than a range. Different requirements may be set for different types or location of site or types of development.’<sup>15</sup>*

2.14 In setting planning policy requirements local authorities need to have regard to the impact these have on development viability: *‘The role for viability assessment is primarily at the plan making stage. Viability assessment should not compromise sustainable development but should be used to ensure that policies are realistic, and that the total cumulative cost of all relevant policies will not undermine deliverability of the plan.’<sup>16</sup>*

2.15 The PPG also places an emphasis on addressing education requirements when considering viability at plan-making stage:

*‘When considering viability it is recommended that plan makers and local authorities for education work collaboratively to identify which schools are likely to expand, and where new schools will be needed as a result of planned growth.*

*It is important that costs and land requirements for education provision are known to inform site typologies and site-specific viability assessments, with an initial assumption that development will provide both funding for construction and land for new schools required onsite, commensurate with the level of education need generated by the development.’<sup>17</sup>*

2.16 Ultimately the PPG is clear that total cumulative costs of policies should not render development unviable:

*‘The total cumulative cost of all relevant policies should not be of a scale that will make development unviable. Local planning authorities should set out future spending priorities for developer contributions in an Infrastructure Funding Statement.’<sup>18</sup>*

## Need for engagement

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2.17 The PPG places a greater emphasis on engagement at plan-making stage, from both plan makers and stakeholders:

<sup>15</sup>Ibid, Paragraph: 001 Reference ID: 10-001-20190509

<sup>16</sup> Ibid, Paragraph: 002 Reference ID: 10-002-20180724

<sup>17</sup>Ibid, Paragraph: 029 Reference ID: 10-029-20190509

<sup>18</sup> Ibid

*'Plan makers should engage with landowners, developers, and infrastructure and affordable housing providers to secure evidence on costs and values to inform viability assessment at the plan making stage.*

*It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. Policy compliant means development which fully complies with up to date plan policies. A decision maker can give appropriate weight to emerging policies. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan.'*<sup>19</sup>

## PPG for CIL

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2.18 There is a separate section of the PPG for CIL. The CIL PPG was first published in June 2014 and last updated in September 2019. The PPG is intended to provide clarity on the CIL Statutory Regulations which were first introduced in April 2010 and amended in February 2011, November 2012, April 2013, February 2014, and March 2015.<sup>20</sup> The Regulations have never been consolidated.

2.19 The PPG requires that *'charging authorities should think strategically in their use of the levy to ensure that key infrastructure priorities are delivered to facilitate growth and the economic benefit of the wider area'*.<sup>21</sup> Also, *'when deciding the levy rates, an authority must strike an **appropriate balance** between additional investment to support development and the potential effect on the viability of developments.'*<sup>22</sup> (our emphasis)

2.20 In this respect, CIL Regulation 14 requires that -

A charging authority must strike what appears to the charging authority to be an *appropriate balance* between —

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

*(b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.*<sup>23</sup>

<sup>19</sup> Ibid, Paragraph: 006 Reference ID: 10-006-20190509

<sup>20</sup> <https://www.local.gov.uk/pas/pas-topics/infrastructure/cil-regulations-and-dclg-documents>

<sup>21</sup> MHCLG, 01 September 2019, PPG CIL, Paragraph: 012 Reference ID: 25-012-20190901

<sup>22</sup> Ibid, Paragraph: 010 Reference ID: 25-010-20190901

<sup>23</sup> The Community Infrastructure Levy Regulations 2010, 6 April 2010 under section 222(2)(b) of the Planning Act 2008 Regulation 14

2.21 Paragraph 019 of the CIL guidance state that, ‘a charging authority should be able to explain how their proposed levy rate or rates will contribute towards new infrastructure to support development across their area. Charging authorities will need to summarise their viability assessment. Viability assessments should be **proportionate, simple, transparent** and publicly available in accordance with the viability guidance... This evidence should ... [show] the potential effects of the proposed levy rate or rates on the economic viability of development across the authority’s area.’<sup>24</sup> – hence this report.

2.22 Paragraph 020 states that, ‘a charging authority must use ‘**appropriate available evidence**’ (as defined in the section 211(7A) of the Planning Act 2008) to inform the preparation of their draft charging schedule. It is recognised that the available data is **unlikely to be fully comprehensive**. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by ‘**appropriate available**’ evidence and consistent with that evidence across their area as a whole.’<sup>25</sup> (our emphasis)

‘In addition, a charging authority should directly sample an appropriate range of types of sites across its area, in line with planning practice guidance on viability. This will require support from local developers’<sup>26</sup>.

‘Charging authorities that decide to set **differential rates** may need to undertake more fine-grained sampling, on a higher proportion of total sites, to help them to estimate the boundaries for their differential rates. ..Fine-grained sampling is also likely to be necessary where they wish to differentiate between categories or scales of intended use.’<sup>27</sup> (our emphasis)

‘A charging authority’s proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be **appropriate to ensure that a ‘buffer’ or margin is included**, so that the levy rate is able to support development when economic circumstances adjust.’<sup>28</sup> (our emphasis)

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

‘Differential rates may be appropriate in relation to -

- geographical zones within the charging authority’s boundary
- **types** of development; and/or

<sup>24</sup> MHCLG, 01 September 2019, PPG CIL, Paragraph: 019 Reference ID: 25-019-20190901

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

<sup>26</sup> Ibid

<sup>27</sup> Ibid

<sup>28</sup> Ibid



- *scales of development.*<sup>29</sup> (our emphasis)

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

*‘A charging authority may set differential rates—*

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

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

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

*(d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission [2014 Regulations].’<sup>30</sup>*

2.25 This is important because development on brownfield land could be considered a ‘type’ of development, but it is not a ‘use’. Paragraph: 023<sup>31</sup> refers to ‘How can rates be set by type of use?’ This states that ‘the definition of ‘use’ for this purpose is not tied to the classes of development in the Town and Country Planning Act (Use Classes) Order 1987’.

2.26 The PPG also acknowledges that different existing land uses will result in a different uplift in values, and need to be considered when setting different CIL rates: ‘the uplift in land value that development creates is affected by the existing use of land and proposed use. For example, viability may be different if high value uses are created on land in an existing low value area compared to the creation of lower value uses or development on land already in a higher value area. Charging authorities can take these factors into account in the evidence used to set differential levy rates, in order to optimise the funding received through the levy’<sup>32</sup>.

2.27 PPG Paragraph 022 goes on, ‘a charging authority that plans to set differential rates should seek to **avoid undue complexity**. Charging schedules with differential rates should not have a disproportionate impact on particular sectors or specialist forms of development. Charging authorities may wish to consider how any differential rates appropriately reflect the viability of the size, type and tenure of housing needed for different groups in the community, including accessible and adaptable housing, as set out in the National Planning Policy Framework. Charging authorities should consider the views of developers at an early stage’.<sup>33</sup> (our emphasis)

*‘If the evidence shows that the area includes a zone, which could be a strategic site, which has low, very low or zero viability, the charging authority should consider setting a low or zero levy*

<sup>29</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901

<sup>30</sup> The Community Infrastructure Levy Regulations 2010 and (Amendment) Regulations 2014

<sup>31</sup> MHCLG, 01 September 2019, PPG CIL, Paragraph: 023 Reference ID: 25-023-2019090

<sup>32</sup> Ibid, Paragraph: 025 Reference ID: 25-025-2019090

<sup>33</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901

*rate in that area. The same principle should apply where the evidence shows similarly low viability for particular types and/or scales of development’.*<sup>34</sup>

## Striking the appropriate balance

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2.28 When setting a CIL rate, charging authorities should set it at a level which does not threaten the ability to viably develop the sites and scale of development identified in the relevant Plan. They need to draw on the infrastructure planning evidence that underpins the development strategy for their area:

*‘a charging authority must strike what appears to the charging authority to be an appropriate balance between:*

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

*(b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area.’*<sup>35</sup>

2.29 The levy is supposed to have a positive economic effect on development across a local plan area. When deciding the levy rates, an appropriate balance must be struck between additional investment to support development and the potential effect on the viability of developments.

2.30 In other words, the ‘appropriate balance’ is the level of CIL which maximises the delivery of development in the area. If the CIL charging rate is above this appropriate level, there will be less development than planned, because CIL will make too many potential developments unviable. Conversely, if the charging rates are below the appropriate level, development will also be compromised, because it will be constrained by insufficient infrastructure.

2.31 The CIL guidance requires viability assessments to be proportionate, simple, transparent and publicly available as well as being an area-based approach, involving broad tests of viability across the area in order to underpin the charge, all of this being in accordance with viability guidance.

## The setting of different rates

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2.32 It is important to note that the CIL Regulations refer to ‘use’ here rather than ‘type’ of development. Regulation 13 states that: ‘A charging authority may set differential rates:

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

<sup>34</sup> Ibid, Paragraph: 022 Reference ID: 25-022-20190901

<sup>35</sup> CIL Regulations, 6 April 2010, under section 222(2)(b) of the Planning Act 2008 Regulation 14

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

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

*(d) by reference to the intended number of dwellings or units to be constructed or provided under a planning permission.’<sup>36</sup>*

- 2.33 Ultimately the ‘*proposed rate or rates should be reasonable, given the available evidence, but there is no requirement for a proposed rate to exactly mirror the evidence. For example, this might not be appropriate if the evidence pointed to setting a charge right at the margins of viability. There is room for some pragmatism. It would be appropriate to ensure that a ‘buffer’ or margin is included, so that the levy rate is able to support development when economic circumstances adjust. In all cases, the charging authority should be able to explain its approach clearly.*’<sup>37</sup>
- 2.34 In considering a suitable buffer, research indicates that the ‘*viability buffers (typically set at around 30%) have been introduced to try and account for instances where developers have paid for land before CIL was introduced.*’<sup>38</sup>
- 2.35 The same research highlights though that ‘*CIL is a relatively minor development cost, around 2% of total market value on average compared with the impact of s106 costs prior to the introduction of CIL. Viability modelling shows that the introduction of CIL has limited impact on development viability and does not make, on its own, a viable scheme unviable.*’<sup>39</sup>

### Other developer contributions

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- 2.36 The PPG acknowledges that infrastructure can be funded in a number of ways i.e. CIL, Section 106, and Section 278. But local authorities need to be clear of their ‘*infrastructure needs and what developers will be expected to pay for through which route.*
- Authorities can choose to use funding from different routes to fund the same infrastructure. Authorities should set out in infrastructure funding statements which infrastructure they expect to fund through the levy and through planning obligations (see regulation 121A).*’<sup>40</sup>
- 2.37 Because the levy is intended to provide infrastructure to support development across the area it is acknowledged that there might be a need for some site-specific mitigation, which could be captured outside CIL through a Section 106 Obligation.

<sup>36</sup> CIL Regulations amendment, 23rd February 2014, under section 222(2)(b) of the Planning Act 2008 Regulation 13

<sup>37</sup> MHCLG, 01 September 2019, PPG,; Paragraph: 020 Reference ID: 25-020-20190901

<sup>38</sup> CIL Review Team, October 2016, A New Approach To Developer Contributions, Page 54

<sup>39</sup> Ibid

<sup>40</sup> MHCLG, 01 September 2019, PPG, Paragraph: 169 Reference ID: 25-169-20190901

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

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- 2.38 The charging authority can accept *'land and/or infrastructure to be provided, instead of money, to satisfy a charge arising from the levy.'*<sup>41</sup>
- 2.39 Such an agreement is subject to the Charging Authority discretion. If a Charging Authority wished to adopt this approach *'of accepting infrastructure payments, they must publish a policy document which sets out conditions in detail. This document should confirm that the authority will accept infrastructure payments and set out the infrastructure projects, or types of infrastructure, they will consider accepting as payment (this list may be the same list provided for the purposes of regulation 123).'*<sup>42</sup>

## PPG for housing for older & disabled people

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- 2.40 There is a separate section of the PPG to help guide Districts in preparing policies on housing for older and disabled people (published 26 June 2019). The PPG recognises the necessity to plan for the housing needs of disabled people:

*'The provision of appropriate housing for people with disabilities, including specialist and supported housing, is crucial in helping them to live safe and independent lives. Unsuitable or unadapted housing can have a negative impact on disabled people and their carers. It can lead to mobility problems inside and outside the home, poorer mental health and a lack of employment opportunities. Providing suitable housing can enable disabled people to live more independently and safely, with greater choice and control over their lives. Without accessible and adaptable housing, disabled people risk facing discrimination and disadvantage in housing. An ageing population will see the numbers of disabled people continuing to increase and it is important we plan early to meet their needs throughout their lifetime.'*<sup>43</sup>

- 2.41 Where an identified need exists, planning policies can set out the proportion of new housing that will be delivered to the following standards:

*'M4(1) Category 1: Visitable dwellings (the minimum standard that applies where no planning condition is given unless a plan sets a higher minimum requirement)*

*M4(2) Category 2: Accessible and adaptable dwellings*

*M4(3) Category 3: Wheelchair user dwellings*

*Planning policies for accessible housing need to be based on evidence of need, viability and a consideration of site specific factors.'*<sup>44</sup>

<sup>41</sup> Ibid, Paragraph: 133 Reference ID: 25-133-20190901

<sup>42</sup> Ibid, Paragraph: 134 Reference ID: 25-134-20190901

<sup>43</sup> MHCLG, 26 June 2019, Paragraph: 002 Reference ID: 63-002-20190626

<sup>44</sup> MHCLG, 26 June 2019, Paragraph: 009 Reference ID: 63-015-20190626

2.42 The PPG recognises the diversity of specialist housing, stating:

*‘There is a significant amount of variability in the types of specialist housing for older people. The list above provides an indication of the different types of housing available, but is not definitive. Any single development may contain a range of different types of specialist housing.’<sup>45</sup>*

2.43 In regards to how the viability of specialist housing for older people should be addressed, the PPG states the following:

*‘Viability guidance sets out how plan makers and decision takers should take account of viability, including for specialist housing for older people. Plans should set out the contributions expected from development. This should include setting out the levels and types of affordable housing provision required, along with other infrastructure. Plans can set out different policy requirements for different types of development. These policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies and local and national standards, including the cost implications of Community Infrastructure Levy and section 106.*

*Viability guidance states that where up to date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. Such circumstances could include types of development which may significantly vary from standard models of development for sale (for example housing for older people).’<sup>46</sup>*

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<sup>45</sup> Ibid, Paragraph: 010 Reference ID: 63-015-20190626

<sup>46</sup> Ibid, Paragraph: 015 Reference ID: 63-015-20190626

### 3 Methodology

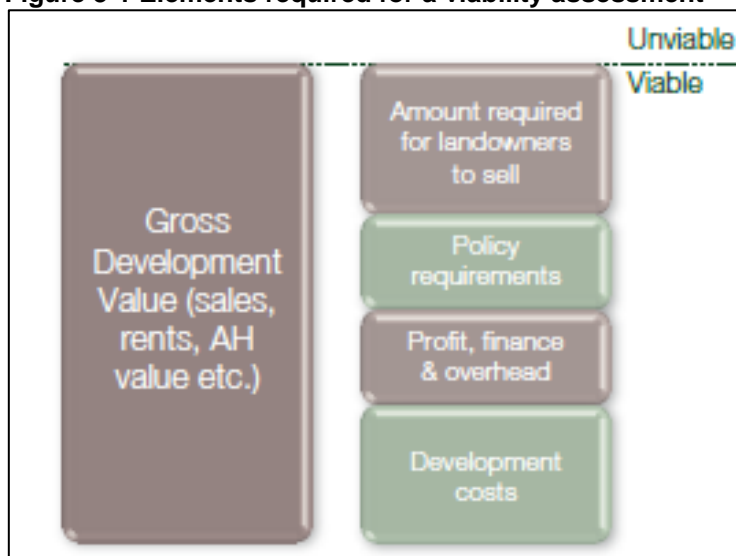
3.1 In this section of the report, we set out our methodology to establish the viability of the various land uses and development typologies to use in the testing. We also set out the professional guidance that we have had regard to in undertaking the economic viability appraisals.

#### Viability modelling best practice

3.2 The general principle is that affordable housing, CIL and other planning obligations will be levied on the increase in land value resulting from the grant of planning permission. However, there are fundamental differences between land economics and every development scheme is different. Therefore, in order to derive planning contributions (including CIL) and understand the ‘appropriate balance,’ it is important to understand the micro-economic principles which underpin the viability analysis.

3.3 The uplift in value is calculated using a Residual Land Value (RLV) appraisal Figure 3-1 illustrates the principles of a RLV appraisal.

**Figure 3-1 Elements required for a viability assessment**



Source Harman Report<sup>47</sup> 2012

3.4 Our specific appraisals for each of the land uses and typologies are set out in the relevant section below.

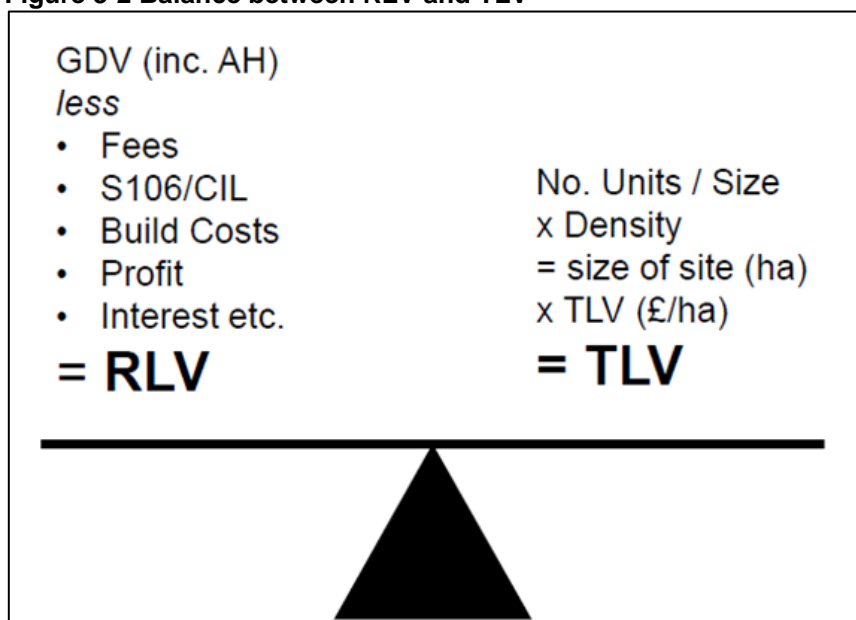
3.5 In order to advise on the ability of the proposed uses/scheme to support affordable housing, other policy obligations and CIL we have benchmarked the residual land values from the viability

<sup>47</sup> Local Housing Delivery Group, Local Government Association / Home Builders Federation / NHBC, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners, Edition 1 (the ‘Harman’ report) page 30

analysis against existing or alternative land use relevant to the particular typology – the Threshold Land Value (TLV).

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

**Figure 3-2 Balance between RLV and TLV**



Source: AspinallVerdi

## What to test?

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

*‘Assessing the viability of plans does not require individual testing of every site or assurance that individual sites are viable. Plan makers can use site typologies to determine viability at the plan making stage. Assessment of samples of sites may be helpful to support evidence. In some*

*circumstances a more detailed assessment may be necessary for particular areas or key sites on which the delivery of the plan relies.*<sup>48</sup>

### What is meant by a typology approach to viability?

3.10 Typologies for the viability testing are to be based on the proposed development in the plan to ensure the testing represents the type of development coming forward. In doing so it is appropriate to consider *'shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development.'*<sup>49</sup>

### Viability testing of key sites

3.11 The PPG considers key sites as those sites that are crucial to the delivery of the plan *'...for example, large sites, sites that provide a significant proportion of planned supply, sites that enable or unlock other development sites or sites within priority regeneration areas.'*<sup>50</sup>

### Development appraisal inputs

3.12 In devising the inputs to use in the appraisals, it is acceptable to use standardised inputs, rather than relying on site specifics: *'All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.'*<sup>51</sup>

### Gross development value

3.13 The Gross development value is the cumulative value of the completed development. For plan wide viability assessments *'...average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data.'*<sup>52</sup>

### Development costs

3.14 The PPG explains, as with values, cost should also reflect local market conditions, it also places an emphasis to identify development costs at plan-making stage: Local market development costs could relate to dealing with local ground conditions, environmental mitigation, flood risk, design requirements, sustainability etc. The PPG states *'As far as possible, costs should be identified at the plan making stage. Plan makers should identify where costs are unknown and identify where further viability assessment may support a planning application.'*<sup>53</sup>

<sup>48</sup> MHCLG, 05 May 2019, PPG, Paragraph: 004 Reference ID: 10-004-20190509

<sup>49</sup> Ibid, Paragraph: 004 Reference ID: 10-003-20180724

<sup>50</sup> MHCLG, 24 July 2018, PPG, Paragraph 005 Reference ID: 10-005-20180724

<sup>51</sup> MHCLG, National Planning Policy Framework (NPPF), February 2019. Paragraph 57

<sup>52</sup> Ibid, Paragraph: 011 Reference ID: 10-011-20180724

<sup>53</sup> MHCLG, 05 May 2019, PPG, Paragraph 014 Reference ID: 10-014-20190509



## Benchmark (threshold) land value

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3.15 Benchmark land value, also referred to as threshold land value, has been subject to much debate in recent years due to trying to establish the most appropriate method to determine it for planning purposes. The two most common approaches have been Existing Use plus and Market Value adjusted for policy. The latter, although a more market facing approach, has faced criticism<sup>54</sup> because practitioners have not been adjusting land values fully for policy. The PPG now provides a clear single method (Existing Use plus Premium) in determining land value:

*'To define land value for any viability assessment, a benchmark land value should be established on the basis of the **existing use value (EUV)** of the land, **plus a premium** for the landowner. The premium for the landowner should reflect the minimum return at which it is considered a reasonable landowner would be willing to sell their land. The premium should provide a reasonable incentive, in comparison with other options available, for the landowner to sell land for development while allowing a sufficient contribution to fully comply with policy requirements. Landowners and site purchasers should consider policy requirements when agreeing land transactions. This approach is often called 'existing use value plus' (EUV+)'<sup>55</sup>*

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

- *'be based upon existing use value*
- *allow for a premium to landowners (including equity resulting from those building their own homes)*
- *reflect the implications of abnormal costs; site-specific infrastructure costs; and professional site fees'*

*Viability assessments should be undertaken using benchmark land values derived in accordance with this guidance. **Existing use value should be informed by market evidence of current uses, costs and values. Market evidence can also be used as a cross-check of benchmark land value but should not be used in place of benchmark land value.** There may be a divergence between benchmark land values and market evidence; and plan makers should be aware that this could be due to different assumptions and methodologies used by individual developers, site promoters and landowners.*

*This evidence should be based on developments which are fully compliant with emerging or up to date plan policies, including affordable housing requirements at the relevant levels set out in the plan. Where this evidence is not available plan makers and applicants should identify and evidence any adjustments to reflect the cost of policy compliance. This is so that historic*

<sup>54</sup> Sayce, S, et al, January 2017, Viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London

<sup>55</sup> MHCLG, 05 May 2019, PPG, Paragraph: 013 Reference ID: 10-013-20190509

*benchmark land values of non-policy compliant developments are not used to inflate values over time.*

***In plan making, the landowner premium should be tested and balanced against emerging policies. In decision making, the cost implications of all relevant policy requirements, including planning obligations and, where relevant, any Community Infrastructure Levy (CIL) charge should be taken into account.***<sup>56</sup>

3.17 Despite the clarity the PPG brings, there is still uncertainty on how the premium is calculated. This was highlighted in the research undertaken by Sarah Sayce: *‘Overall, the ‘EUV plus’ approach was favoured by the majority of respondents, despite the recognition that **the premium element can be difficult to assess in some circumstances.***<sup>57</sup>

3.18 The PPG explains *‘The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to fully comply with policy requirements.*

*Plan makers should establish a reasonable premium to the landowner for the purpose of assessing the viability of their plan. This will be an iterative process informed by professional judgement and must be based upon the best available evidence informed by cross sector collaboration.*<sup>58</sup>

3.19 In helping to inform the professional judgement, a balance needs to be struck between the competing interests (developers, landowners and the aims of the planning) *‘to secure maximum benefits in the public interest through the granting of planning permission.*<sup>59</sup>

3.20 In considering suitable premiums to apply we are mindful of the following:

- **The Harman Report**<sup>60</sup> - was published in response to the introduction of viability becoming more prominent in the planning system post the introduction of the NPPF. Although the Harman Report pre-dates the current iteration of the PPG on viability it does recommend the EUV plus approach to determine land value for planning purposes. The Harman report also advocates that when assessing an appropriate Benchmark Land Value, consideration should be given to *‘the fact that future plan policy requirements will have an impact on land values and owners’ expectations.*<sup>61</sup> Harman, does acknowledge that reference to market values will provide a useful ‘sense check’ on the Benchmark Land Values that are being used in the appraisal model; however, *‘it is not recommended that these are used as the*

<sup>56</sup> MHCLG, 09 May 2019, PPG, Paragraph: 014 Reference ID: 10-014-20190509

<sup>57</sup> Sayce, S, et al, January 2017, viability and the planning system: the relationship between economic viability testing, land values and affordable housing in London, page 6

<sup>58</sup> MHCLG, 09 May 2019, PPG, Paragraph: 016 Reference ID: 10-016-20190509

<sup>59</sup> MHCLG, 24 July 2018, PPG, 3.21 Paragraph: 010 Reference ID: 10-010-20180724

<sup>60</sup> Local Housing Delivery Group Chaired by Sir John Harman, 20 June 2012, Viability Testing Local Plans, Advice for planning practitioners

<sup>61</sup> Ibid, page 29

*basis for input into a model.*<sup>62</sup> It also acknowledges that for large greenfield sites, ‘land owners are rarely forced or distressed sellers, and generally take a much longer term view over the merits or otherwise of disposing of their asset.’<sup>63</sup> It refers to these ‘prospective sellers’ as ‘**potentially making a once in a lifetime decision over whether to sell an asset that may have been in the family, trust or institution’s ownership for many generations.**’<sup>64</sup> In these circumstances, Harman states that for these greenfield sites that ‘**the uplift to current use value sought by the landowner will invariably be significantly higher than in an urban context and requires very careful consideration.**’<sup>65</sup>

- **HCA Area Wide Viability Model** - although now a dated document, the HCA Area Wide Viability Model (Annex 1 Transparent Viability Assumptions) provides guidance on the size of the premium. The guidance states that ‘*Benchmarks and evidence from planning appeals tend to be in a range of 10% to 30% above EUV in urban areas. For greenfield land, benchmarks tend to be in a range of 10 to 20 times agricultural value*’.<sup>66</sup>
- **Inspector's Post-Hearing Letter to North Essex Authorities** – the Inspector’s letter is in relation to, amongst other things, the viability evidence of three proposed garden communities in North Essex. The three Garden Communities would provide up to 43,000 dwellings in total. The majority of land for the Garden Communities is in agricultural use, and the Inspector recognised that the EUV for this use would be around £10,000 per gross acre. In this case, the Inspector was of the opinion that around a **x10 multiple** (£100,000 per gross acre) would provide sufficient incentive for a landowner to sell. But given ‘*the necessarily substantial requirements of the Plan’s policies*’ a price ‘*below £100,000/acre could be capable of providing a competitive return to a willing landowner*’.<sup>67</sup> The Inspector, however, judged that ‘*it is extremely doubtful that, for the proposed GCs, a land price below £50,000/acre – half the figure that appears likely to reflect current market expectations – would provide a sufficient incentive to a landowner. The margin of viability is therefore likely to lie somewhere between a price of £50,000 and £100,000 per acre.*’<sup>68</sup>

### Conclusion on approach to land value

3.21 Current guidance is clear that the land value assessment needs to be based on Existing Use plus Premium and not a Market Value approach. Although the assessment of the Existing Use can be informed by comparable evidence the uncertainty lies in how the premium is calculated. Whatever is the resulting land value (i.e. Existing Use plus Premium) the PPG is clear that this

<sup>62</sup> Ibid

<sup>63</sup> Ibid, page 30

<sup>64</sup> Ibid

<sup>65</sup> Ibid

<sup>66</sup> HCA, August 2010, Area Wide Viability Model (Annex 1 Transparent Viability Assumptions)

<sup>67</sup> Planning Inspectorate, 15 May 2020, Examination of the Shared Strategic Section 1 Plan - North Essex Authorities, Paragraph 204

<sup>68</sup> Ibid, Paragraph 205

must reflect the cost of complying with policies: *'the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value.'*<sup>69</sup> Furthermore, we need to ensure that the maximum benefits in the public interested are secured once any future granting of planning permission is made.

## Viability modelling approach

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- 3.22 We have undertaken viability testing using a bespoke Microsoft Excel model. The model calculates the Residual Land Value (RLV) for each scenario with results displayed in a series of tables.
- 3.23 As mentioned above, a scheme is viable if the RLV is positive for a given level of profit. We describe this situation herein as being 'fundamentally' viable. This does not mean that a scheme will come forward for development as the RLV for a particular scheme has to exceed the landowner's TLV. In Development Management terms every scheme will have a different RLV and every landowner's motivations will be different (TLV). For Plan Making purposes it is important to benchmark the RLVs from the viability analysis against existing or alternative land use relevant to the particular typology.

## How to interpret the viability appraisals

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- 3.24 The results of the appraisals should be interpreted as follows:
- If the 'balance' is positive, then the policy is viable. We describe this as being 'viable for plan-making purposes herein'.
  - If the 'balance' is negative, then the policy is not viable for plan-making purposes and the CIL rates and/or Affordable Housing targets should be reviewed.
- 3.25 This is illustrated in Table 3-1 of our hypothetical appraisals. In this case the RLV at £1.528 million is £128,000 higher than the assumed threshold land value of £1.4 million meaning the balance is positive.

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<sup>69</sup> MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-20180724

**Table 3-1 Example appraisal viability summary**

<b>RESIDUAL LAND VALUE</b>				
Residual Land Value (gross)				1,756,089
SDLT	1,756,089	@	5.0%	(87,804)
Acquisition Agent fees	1,756,089	@	1.0%	(17,561)
Acquisition Legal fees	1,756,089	@	0.5%	(8,780)
Interest on Land	1,756,089	@	6.5%	(114,146)
Residual Land Value (net)	190,975 per plot			<b>1,527,798</b>
	6,684,114 £ per ha		2,705,024 £ per acre	
<b>TRESHOLD LAND VALUE</b>				
Residential Density	35	dph		
Site Area	0.23	ha	0.56	acres
	density check	3,150	sqm/ha	13,722
				sqft/ac
Threshold Land Value	6,125,000	£ per ha	2,478,754	£ per acre
				175,000 £ per plot
				<b>1,400,000</b>
<b>BALANCE</b>				
Surplus/(Deficit)	559,114	£ per ha	226,271	£ per acre
				<b>127,798</b>

Source: AspinallVerdi 2020

3.26 In addition to the above, we have also prepared a series of sensitivity scenarios for each of the typologies. Examples of the sensitivity results are set out in Table 3-2 and Table 3-3. This is to assist in the analysis of the viability (and particularly the viability buffer); by examining the sensitivity of the appraisals to key variables such as affordable housing, TLV, profit, density and build rate. These sensitivity appraisals should be interpreted as follows:

- In each sensitivity table, there are two variables, in the two examples in Table 3-2 and Table 3-3 the variable across the top is the percentage of affordable housing. Down the left hand side, we have assumed differing levels of profit in the first sensitivity output and differing TLV in the second sensitivity output. Each coloured cell represents the scheme surplus/deficit for a given sensitivity scenario. In each sensitivity testing cell table, you will find the corresponding scheme surplus/deficit from our appraisal, which we have circled in red in for reference.
- The example in Table 3-2 assumes 40% affordable housing, with 17.5% profit on market housing GDV and a TLV of £6.12m per hectare – this produces a surplus of £127,796. This same surplus is circled in the sensitivity results in Table 3-3, because they represent the same inputs and assumptions in the appraisal. We can see through the sensitivity testing in Table 3-2 when a higher profit margin is sought from 17.5% to 20% the scheme surplus reduces to £76,000 with 40% affordable housing. In the second scenario (Table 3-3) when TLV increases, but all other inputs and assumptions remain the same, viability becomes more marginal. At £8.625 million per net hectare TLV development is unviable even with 10% affordable housing because the scheme generated a deficit of £149,000.

**Table 3-2 Example 1 of development appraisal sensitivity tables**

Balance (RLV - TLV)	127,798	AH - % on site						
		10%	15%	20%	25%	30%	35%	40%
15.0%	498,580	439,429	380,278	321,128	301,082	240,540	179,998	
16.0%	467,980	410,529	353,078	335,525	276,722	217,920	159,118	
Profit (private sales)	422,080	367,179	312,278	296,375	240,182	183,990	127,798	
18.0%	406,780	352,729	338,647	283,325	228,002	172,680	117,358	
19.0%	376,180	323,829	310,807	257,225	203,642	150,060	96,478	
20.0%	345,580	334,810	282,967	231,125	179,282	127,440	75,598	

Source: AspinallVerdi 2019

**Table 3-3 Example 2 of development appraisal sensitivity tables**

Balance (RLV - TLV)	127,798	AH - % on site						
		10%	15%	20%	25%	30%	35%	40%
4,125,000	879,222	824,322	769,421	753,518	697,325	641,133	584,940	
4,625,000	764,937	710,036	655,135	639,232	583,040	526,847	470,655	
TLV (per ha)	5,125,000	650,651	595,750	540,850	524,946	468,754	412,561	356,369
5,625,000	536,365	481,465	426,564	410,661	354,468	298,276	242,083	
6,125,000	422,080	367,179	312,278	296,375	240,182	183,990	127,798	
6,625,000	307,794	252,893	197,993	182,089	125,897	69,704	13,512	
7,125,000	193,508	138,607	83,707	67,803	11,611	(44,581)	(100,774)	
7,625,000	79,222	24,322	(30,579)	(46,482)	(102,675)	(158,867)	(215,060)	
8,125,000	(35,063)	(89,964)	(144,865)	(160,768)	(216,960)	(273,153)	(329,345)	
8,625,000	(149,349)	(204,250)	(259,150)	(275,054)	(331,246)	(387,439)	(443,631)	

Source: AspinallVerdi, 2020

- 3.27 As you can see from the above, the typologies are very sensitive to small changes to key inputs and particularly affordable housing, TLV and profit.
- 3.28 In making our recommendations we have had regard to the appraisal results and sensitivities ‘in the round’. Therefore, if one particular scheme is not viable, whereas other similar typologies are highly viable, we have had regard to the viable schemes in forming policy and cross-checked the viability of the outlying scheme against the sensitivity tables (e.g. a small reduction in profit, or a small reduction in TLV which is within the margins of the ‘viability buffer’).

## Stakeholder engagement

- 3.29 As part of our Regulation 18, June 2019 study we undertook a stakeholder event on 30 October 2018 at Ipswich Football Club. The purpose of the event was to understand the viability issues faced by the development industry in the Districts and to test our emerging assumptions and viability inputs. During the event, representatives indicated that despite some ‘pockets’ of high-value areas across the Districts, in general terms values were around £3,000 psm. At the event, we sought written comments about our emerging assumptions and viability inputs, post presentation, but nothing was received.

## 4 Local Plan context

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- 4.1 The Districts have prepared the draft Joint Local Plan policies. This document needs to test those proposed policies to ensure they do not impact negatively on the viability of the Plan.
- 4.2 The proposed policies that could have an impact on viability have been the focus of the testing in this report. Our assessment is made through a 'traffic light system': policies marked red (high impact) are presumed to have a direct impact on the viability and have been incorporated into the economic appraisal. Where a policy is considered to have medium risk (amber colour), generally it has an indirect impact on the viability and has been factored into the study during the property market cost and value assumptions. Where policies have a low risk (green colour), generally they have limited indirect impact on viability. Our assessment of the emerging policies in the draft Joint Local Plan is contained in Appendix 1, with a summary set out in Table 4-1 on how the costs are reflected in our appraisals.

**Table 4-1 Policy costs inputs & assumptions**

Policy reference	Element	Cost	Comment
Policy SP02 Policy LP08 & Policy LP06 -	Affordable Housing	Delivered on-site through a reduction in capital value of market units	Values based on consultations with Registered Providers.
Policy SP08 – Infrastructure Provision		Included in indexed linked CIL Residential sites £1,500 per dwelling allowance or enhanced S106 with an additional £8,600 per dwelling.	S106 costs based on comparable schemes and reflect site specific mitigation measures. CIL costs based on current CIL charging schedules (detailed provided in Figure 4-1 and Figure 4-3) and reflect the items listed in the respective S123 lists (detailed set out in Figure 4-5 and Figure 4-6)
Policy SP09 - Cross-boundary mitigation of effects on Protected Habitats	Recreational Disturbance Avoidance and Mitigation Strategy (RAMS).	£121.89 per dwelling	The relevant RAMS zone for Babergh and Mid Suffolk is Zone A which is £121.89 per dwelling.
Policy LP06 - Mix and type of composition. Policy LP07 –	Affordable housing included on-site, bungalows included as part of housing mix and	£521 per dwelling applied -adaptable dwellings under Part M4 (2) of the building	Cost is based on the DCLG Housing Standards Review, Final Implementation Impact Assessment, March 2015, paragraphs 153 and 157.



Policy reference	Element	Cost	Comment
Supported and Special Needs Housing.	cost included for Part M4(2) requirements	regulations. Applied to 50% of all dwellings.	
LP18 – Biodiversity & Geodiversity	Biodiversity net gain	£42,545 per gross hectare of development land	Cost calculated on gross site area. We have relied upon calculation set out in the Biodiversity Net Gain and Local Nature Recovery Strategies, 2019. Fees for surveys covered through professional fee allowance (see Table 6-4).
Policy LP25 - Sustainable Construction and Design	Renewable/low carbon energy	£3,500 per dwelling	<p>Cost reflects renewable/low carbon energy production equipment to provide at least 10% of predicted energy requirements. The policy is not prescriptive on how this should be delivered. This could be a combination of passive solar design, solar thermal (solar hot water), solar electricity (photovoltaics or 'PV'), heat pumps and combined heat and power (Micro-CHP).</p> <p>There has been no recent published research on the costs for achieving 10% renewable energy. In 2006, the Energy Saving Trust published research 'Meeting the 10 per cent target for renewable energy in housing – a guide for developers and planners', which indicated a cost of between £2,500 and £5,000 per dwelling – our figure used is a mid-point in the range stated. Cost consultant's</p>

Policy reference	Element	Cost	Comment
			<p>Currie &amp; Brown<sup>70</sup> state that the cost of a 2kWp PVs as £2,940 and Air Source Heat Pump (ASHP) for a semi-detached house as £4,200. Again, our figure falls in the range of the two technology solutions.</p> <p>There could potentially be an element of double counting with the cost of achieving Policy SP10 <i>‘Renewable energy generation contributes positively to carbon emissions reductions through displacement of grid electricity, or by direct partial consumption at the point of generation. Such contributions support the gradual decarbonisation of the electricity grid and, combined with smart local supply/demand solutions and/or energy storage technologies, provide a robust approach towards more resilient energy strategies. In that respect it was important to consider PV generation within the research work. Renewable heat generation also has an important role to play reducing energy required for hot water generation.’</i><sup>71</sup></p> <p>Including an additional cost for renewable energy could therefore be considered a conservative approach to the viability testing but ensures both elements of the policy requirements (Policy LP25 &amp; SP10) are met.</p>

<sup>70</sup> Currie & Brown, December 2018, Centre for Sustainable Energy Cost of carbon reduction in new buildings, Page 16 & Page 25

<sup>71</sup> Currie & Brown, September 2019, Tunbridge Wells Borough Council Energy Policy Viability Report Final Report, Page 13

Policy reference	Element	Cost	Comment
Policy LP25 - Sustainable Construction and Design	Water efficiency	£9 per dwelling	Meet the higher water efficiency standards of 110 litres per person per day, as set out in building regulations part G2 - This is based Department for Communities and Local Government Housing Standards Review Cost Impact September 2014 by EC Harris.
Policy SP10 - Climate Change	Carbon reduction	£2,557 per dwelling - 20% reduction in CO2	Cost based on MHCLG The Future Homes Standard 2019 Consultation on changes to Part L (conservation of fuel and power) and Part F (ventilation) of the Building Regulations for new dwellings: Impact Assessment.
LP29 - Flood Risk and Vulnerability	Surface run-off – delivered as SuDs	Covered through the external allowance	Based on the assessment of previous schemes.
Policy LP30 - Designated Open Spaces	Open space	Delivered through the difference between gross to net developable area	Ditto.
Policy LP32 - Safe, Sustainable and Active Transport	Travel plan	Covered through professional fees allowance.	Ditto.

Policy reference	Element	Cost	Comment
Policy LP32 - Safe, Sustainable and Active Transport	Electric charging points	£1,000 per dwelling housing schemes assumed wallbox  £10,000 multi charge point.	The estimated cost of providing a facility on site provided by Energy Saving Trust. <sup>72</sup> Multi charge point used in non-residential and elderly accommodation scenarios.  Cost supported through recent advice by Swindon Borough Council and for their Whole Plan Wide Viability study we are advising on.
Policy LP32 - Safe, Sustainable and Active Transport	Other items listed in the policy such as school transport contributions, etc which are not covered through the above costs.	Included in indexed linked CIL Residential sites £1,500 per dwelling allowance or enhanced S106 with an additional £8,600 per dwelling.	S106 costs based on comparable schemes and CIL is based on indexed rates in current CIL charging Schedule. Any site specific costs that exceed the S106 allowance will need to be captured in any surplus generated and/or reduced land value.
Policy LP33 - Managing Infrastructure Provision	Site specific or area wide Infrastructure.	Ditto.	Ditto.
Policy LP34 - Health and Education Provision - -	Health centres, schools etc.	Ditto.	Enhanced S106 costs for larger sites to reflect primary school, early year provision but not secondary school. Any site specific secondary costs that exceed the S106

<sup>72</sup> <https://www.energysavingtrust.org.uk/scotland/grants-loans/domestic-charge-point-funding>

Policy reference	Element	Cost	Comment
			allowance will need to be captured in any surplus generated and/or reduced land value.
Policy LP35 - Developer Contributions and Planning Obligations-.	Site specific mitigation measures that are not included in the S123 list.	Ditto.	Ditto.

## Babergh & Mid Suffolk CILs

- 4.3 The document needs to test the viability of the Districts current CIL charges and assess whether there is a justification for varying the existing charges.

### Babergh CIL

- 4.4 Babergh District Council's current CIL Charging Schedule came into effect in January 2016. Figure 4-1 sets out the CIL charges in the schedule. In accordance with Regulation 40 of the CIL Regulations, these rates are subject to indexation of 1.246.<sup>73</sup> All residential scenarios tested at the higher rate of £115 psm which is £143.29 psm once indexed linked.

**Figure 4-1 Babergh CIL charging schedule**

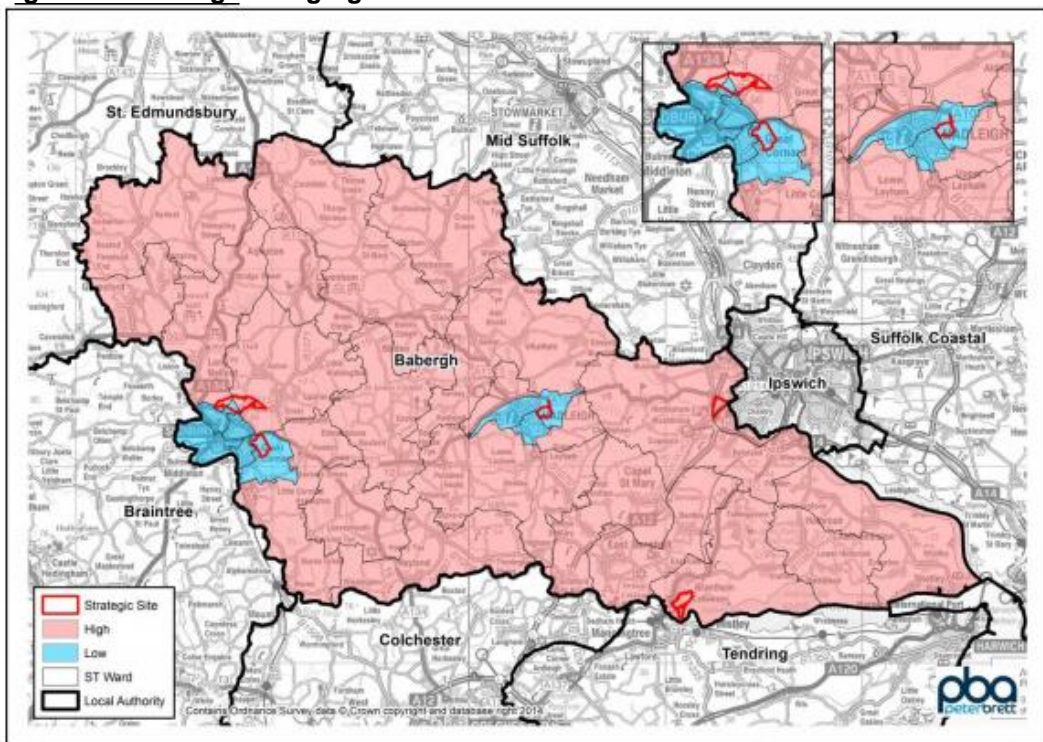
Development Type*	Zone	Proposed CIL rate (per sqm)
<b>Residential development (1-2 dwellings)</b> (Use Class C3, excluding 'specialist older persons housing'*)	Low	£90
<b>Residential development (3+ dwellings)</b> (Use Class C3, excluding 'specialist older persons housing'*)	Low	£50
<b>Residential development</b> (Use Class C3, excluding 'specialist older persons housing'*)	High	£115
<b>Strategic Sites</b> (Chilton Woods - Sudbury, strategic broad location for growth - East of Sudbury / Gt Cornard, Lady Lane - Hadleigh, Babergh Ipswich Fringe, Brantham Regeneration Area)	n/a	£0
<b>Wholly or mainly Convenience retail</b> ***	District	£100
<b>All other uses</b>	District	£0

Source: Babergh and Mid Suffolk District Councils, Accessed 03 December 2018

<sup>73</sup> Calculated as TPI index as of Q.4 2015 of 268 and RICS CIL index as of 28 October 2019 of 334

4.5 Figure 4-2 sets out the Charging Zones for the different residential CIL rates as set out in the Charging Schedule in Figure 4-1.

**Figure 4-2 Babergh charging zones**



Source: Babergh and Mid Suffolk District Councils, accessed 03 December 2018

**Mid Suffolk CIL**

4.6 Mid Suffolk’s current CIL Charging Schedule, came into effect in January 2016. Figure 4-3 sets out the current CIL charges in the schedule. Again, in accordance with Regulation 40 of the CIL Regulations, these rates are subject to indexation of 1.246.<sup>74</sup> All residential scenarios tested at the higher rate of £115 psm which is £143.29 psm once indexed linked.

**Figure 4-3 Mid Suffolk CIL charging schedule**

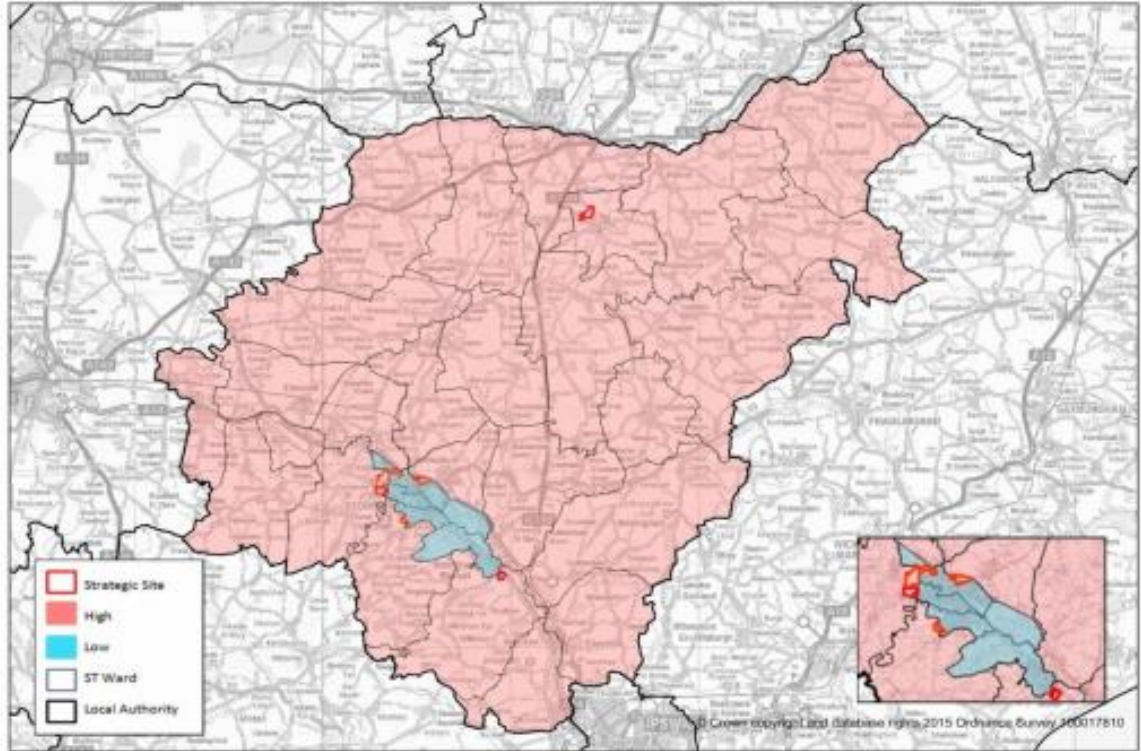
Development Type*	Zone	Proposed CIL rate (per sqm)
<b>Residential development (1-14 dwellings)</b> (Use Class C3, excluding 'specialist older persons housing'***)	Low	£75
<b>Residential development (15+ dwellings)</b> (Use Class C3, excluding 'specialist older persons housing'***)	Low	£50
<b>Residential development</b> (Use Class C3, excluding 'specialist older persons housing'***)	High	£115
<b>Strategic Sites</b> (Chilton Leys, Ashes Farm, Farriers Road and Union Road – Stowmarket, Eye Airfield, Lake Park – Needham Market)	n/a	£0
<b>Wholly or mainly Convenience retail</b> ***	District	£100
<b>All other uses</b>	District	£0

Source: Babergh and Mid Suffolk District Councils, Accessed 03 December 2018

<sup>74</sup> Calculated as index as of Q.4 2015 of 271 and index as of Q.4 2018 of 328

- 4.7 Figure 4-4 sets out the Charging Zones for the different residential CIL rates as set out in the charging schedule in Figure 4-3.

**Figure 4-4 Mid Suffolk CIL charging schedule zones**



Source: Babergh and Mid Suffolk District Councils, accessed 03 December 2018

Regulation 123 list

- 4.8 As shown in Figure 4-5 and Figure 4-6, the Districts currently collect the majority of its infrastructure through CIL. The emerging draft policies also indicate that this will be the case under the new Local Plan.



**Figure 4-5 Babergh - regulation 123 list**

Provision of passenger transport
Provision of library facilities
Provision of additional pre-school places at existing establishments
Provision of primary school places at existing schools
Provision of secondary, sixth form and further education places
Provision of health facilities
Provision of leisure and community facilities
Provision of 'off site' open space
Strategic green infrastructure (excluding suitable alternative natural greenspace)
Maintenance of new and existing open space and strategic green infrastructure
Strategic flooding
Provision of waste infrastructure

Source: Babergh and Mid Suffolk District (2016), accessed 03 December 2018

**Figure 4-6 Mid Suffolk – regulation 123 list**

Public transport improvements
Provision of library facilities
Provision of additional pre-school places at existing establishments
Provision of primary school places at existing schools
Provision of secondary, sixth form and further education places
Provision of health facilities
Provision of leisure and community facilities
Provision of 'off site' open space
Strategic green infrastructure (excluding suitable alternative natural greenspace)
Maintenance of new and existing open space and strategic green infrastructure
Strategic flooding
Provision of waste infrastructure

Source: Babergh and Mid Suffolk District (2016), accessed 03 December 2018

## 5 Developing viability scenarios

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- 5.1 We now set out the scenarios to use in our viability testing. As we have explained in Chapter 3 it is not necessary to test every proposed development the Plan but a typology approach is acceptable.
- 5.2 Typologies for the viability testing are to be based on the proposed development in the Plan to ensure the testing represents the type of development coming forward. In doing so it is appropriate to consider *'shared characteristics such as location, whether brownfield or greenfield, size of site and current and proposed use or type of development.'*<sup>75</sup>

### Residential typologies

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- 5.3 General needs residential typologies are developed through the following analysis:
- different sale values based on the detailed analysis undertaken in the Property Market Report in Appendix 2 – this is to establish whether the testing can be varied by sale values. Property prices are now a commonly used method to vary typologies – such an approach is explained in the Harman report:  
*'Account should also be taken of significant variations in strength of the market across a local authority area, reflected by sales values and sales rate. If a significant proportion of sites within a typology fall into a stronger or weaker market area then additional typologies should be considered.*  
*There is a balance to be struck here between representation of the main 'viability characteristics' of the land supply pipeline and limiting the number of typologies to a manageable number, for clarity of analysis.'*<sup>76</sup>
  - pattern of proposed developed referenced back to the analysis of sales values to assess whether sites are coming forward in 'single area of value' or multiple areas' of value – this is to support, or otherwise, to vary the testing by sale values.
  - pattern of proposed development – greenfield/brownfield, number of units and development density cross referenced with values – this is to support varying the testing by land use type, size and density – all of which change the economics of development.
  - dwelling types and mix – here we consider the Districts' need for market and affordable tenures and the type of housing (e.g. 1, 2, 3, 4-bed plus units).
- 5.4 Although we have set out the analysis in stages, in reality, there have been multiple iterations across all the stages to establish the final typologies used in the testing.

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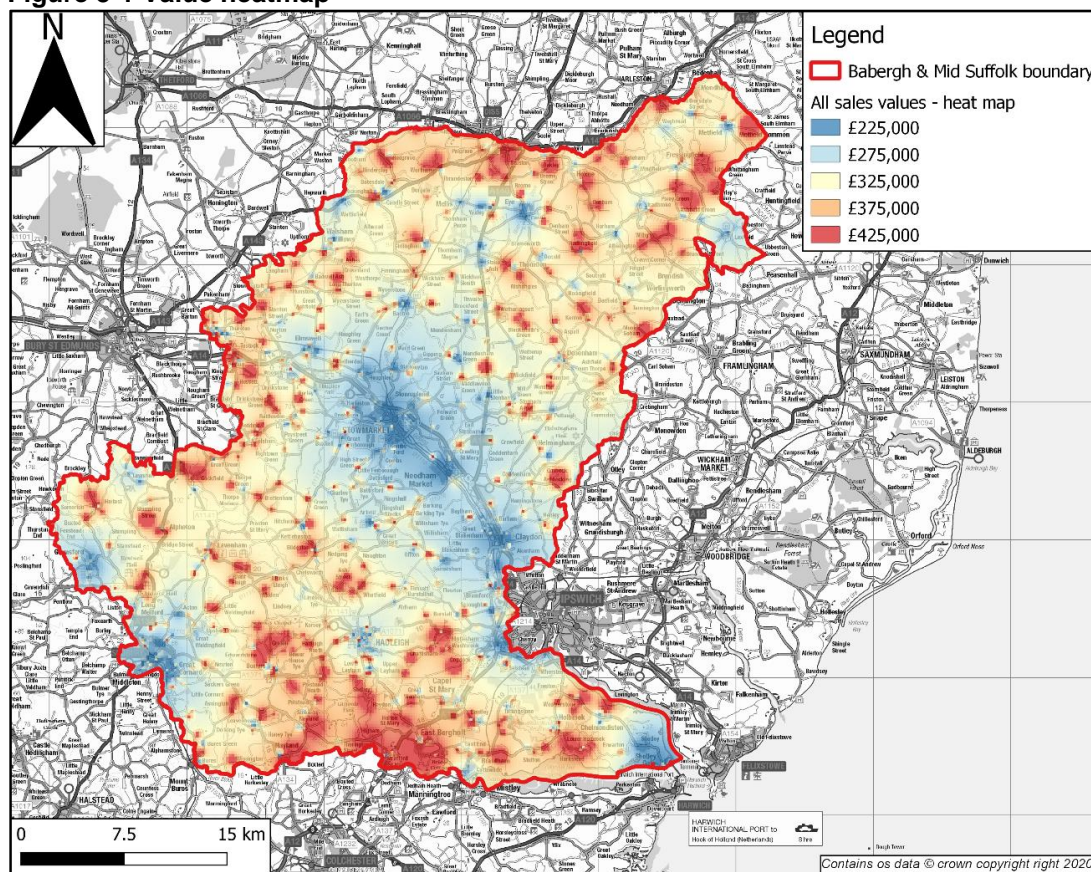
<sup>75</sup> Ibid, Paragraph: 004 Reference ID: 10-004-20190509

<sup>76</sup> Harman, June 2012, Viability Testing of Local Plans: Advice for planning practitioners, page 42

## Establishing the value zones

5.5 Our analysis has shown that there is not sufficient justification to vary the testing by multiple value zones. In considering whether to vary the testing by values we have had regard to our detailed market analysis set out in Chapter 2 of the Property Market Report in Appendix 2. As illustrated in the heatmap in Figure 5-1 and supported by the Property Market Report, there is some price variation across the Districts on a price per unit basis. But when we analysed prices on a £psm basis we established that in reality there is a narrow price difference across the Districts. The price difference on a per unit basis is driven by smaller units being developed in the market towns along the A14 corridor (e.g. Great Blakenham, Needham Market and Stowmarket) and Sudbury. In the rural areas larger properties are being developed, and although are achieving relatively high values on a unit basis, once devalued on a £psm basis the values are akin to the A14 corridor and around Sudbury. Our conclusions were also supported through our stakeholder event, where feedback was provided on the day, that in reality there is very little variation in prices £psm in the Districts.

**Figure 5-1 Value heatmap**



Source: Land Registry, Babergh & Mid Suffolk District Councils, AspinallVerdi, accessed August 2020

5.6 Based on our market analysis in Chapter 2 of the Property Market Report in Appendix 2 we have used the values in Table 5-1 in our assessment.

**Table 5-1 Proposed sale values in viability testing**

Typology	Unit Size sqm	Unit Price	£psm
1-bed flat	50	£160,000	£3,200
2-bed flat	61	£190,000	£3,115
1-bed house (single storey)	50	£180,000	£3,600
2-bed house	79	£250,000	£3,164
3-bed house	90	£290,000	£3,222
4-bed house	110	£350,000	£3,181

Source: Property Market Report Appendix 2, 2020

### Dwelling sizes

5.7 The unit sizes used in Table 5-1 reflect minimum recommended space standards (see Figure 5-2) and that being developed in the Districts (summarised in Table 5-2 with further analysis in the Property Market Report in Appendix 2). When we cross reference the minimum space standards with the consented schemes in Table 5-2, we see that market units being delivered can be much larger than the minimum space standards. But the affordable units are typically in line with the minimum space standards. Based on the evidence available, we consider the unit sizes reasonable and robust as they reflect both the aims of the draft plan in providing a range of type of housing and what the market will deliver. For affordable units, developers provide units at the minimum space standard in Figure 5-2, as such we have used the smaller units in the testing i.e. 1-bed at 50 sqm (single storey), 2-bed at 70 sqm, 3-bed at 84 sqm and 4-bed at 97 sqm.

**Figure 5-2 New build residential minimum space standards**

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

Source: MHCLG (March 2015) Technical housing standards – nationally described space standard

**Table 5-2 Analysis of unit sizes of consented schemes**

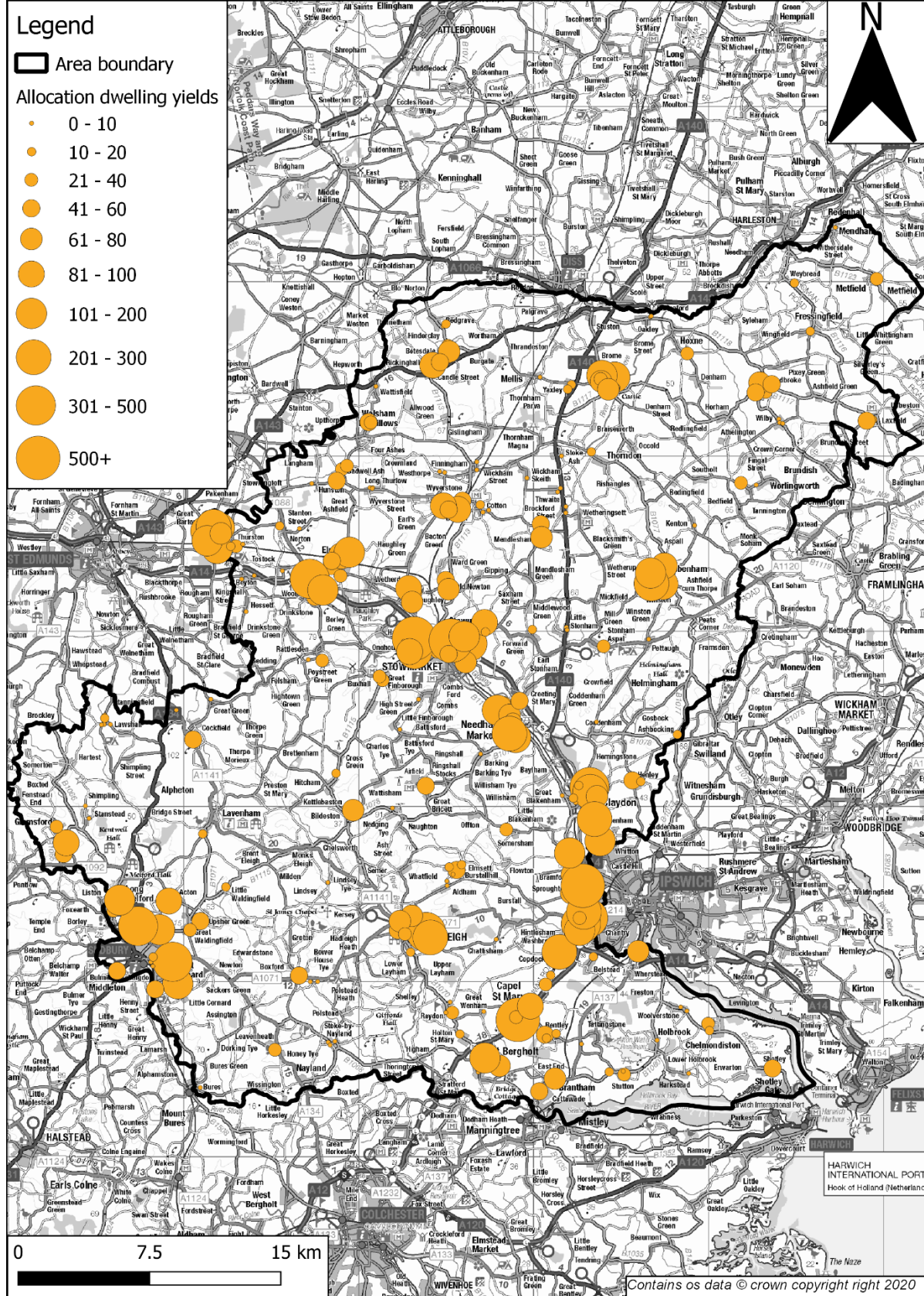
No. of Bedrooms	Market units sqm	Affordable units sqm
1	N/a	55.9 – 64
2	45 – 80	69 – 95
3	79 – 163	81.4 - 84.5
4+	96 – 233	N/a

Source: Babergh & Mid Suffolk Planning Portal, AspinallVerdi (April 2019)

### Pattern of proposed residential development

5.8 The next step is to see whether those sites being promoted in the Strategic Housing & Economic Land Availability Assessment (SHELAA) comprise greenfield or brownfield sites (to allow further variation of the testing). The SHELAA data provides a range of the number of units each site will yield. We have overlaid the SHELAA sites on a map of the Districts – see Figure 5-3. The analysis in Figure 5-3 shows that the majority of the proposed development is located along the A14 corridor and the major towns and settlements. All of the large developments are located on greenfield sites with larger developments proposed on the fringes of Stowmarket, Sproughton, Capel St Mary and Great Conrad. Smaller sites are being promoted sporadically across the Districts. There are few sites being promoted that are brownfield in nature.

Figure 5-3 Distribution of residential development growth



Source: AspinallVerdi, Babergh & Mid Suffolk District Councils, QGIS, Ordnance Survey, 2020

## Potential greenfield residential sites

5.9 There are 220 greenfield sites with a total of 16,840 units. The bulk of sites are reasonably small with more than half of them with 40 units or less. The densities of all greenfield sites are wide ranging from 1 to 60 dwellings per gross hectare.

**Table 5-3 Greenfield SHELAA sites**

Capacity Banding	No. in banding	No. in band % split	Total no. of units	Total no. of units % split	Gross density range (dph)
0-10	67	30%	511	3%	5-39
11-20	31	14%	498	3%	1-43
21-40	30	14%	858	5%	2-60
41-60	24	11%	1,235	7%	5-28
61-80	15	7%	1,071	6%	6-33
81-100	12	5%	1,151	7%	9-35
101-200	20	9%	2,950	18%	6-35
201-300	10	5%	2,746	16%	11-32
301-500	7	3%	3,125	19%	8-30
501+	4	2%	2,695	16%	20-25
<b>Total</b>	<b>220</b>	<b>100%</b>	<b>16,840</b>	<b>100%</b>	

Source: Babergh & Mid Suffolk District Councils and AspinalVerdi, 2020

## Potential brownfield residential sites

5.10 Table 5-4 shows all brownfield housing SHELAA sites analysed using size bands. Overall, there are 36 sites on brownfield land in the Districts. The largest band is for small sites with 12 sites with a capacity of between 0-10 units. Gross densities across all the sites range from between 2 dph to 82 dph.

**Table 5-4 Brownfield SHELAA sites**

Capacity Banding	No. in banding	No. in band % split	Total no. of units	Total no. of units % split	Gross density range (ha)
0-10	12	33%	78	8%	2-35
11-20	6	17%	98	10%	7-35

Capacity Banding	No. in banding	No. in band % split	Total no. of units	Total no. of units % split	Gross density range (ha)
21-40	7	19%	199	20%	15-68
41-60	7	19%	347	34%	12-82
61-80	4	11%	291	29%	23-48
<b>Total</b>	<b>36</b>	<b>100%</b>	<b>1,013</b>	<b>100%</b>	

Source: Babergh & Mid Suffolk District Councils and AspinalVerdi, 2020

### Residential typologies

5.11 Based on our analysis of the type of development proposed through the SHELAA we have devised the typologies set out in Table 5-5. Any changes in development density for the SHELAA sites are reflected through the sensitivity tables in the appraisals. As we explained in Chapter 2, the NPPF provides a threshold of 10 units or more, or a site area of 0.5 hectares or more before affordable housing is applied. The Districts have indicated that sites come forward at below the 10 units threshold but trigger policy because the sites are greater than 0.5 hectares - we have reflected this in the scenarios in Table 5-5. Furthermore, the Districts wish to understand the impact planning policies have on the viability of smaller sites which fall below the NPPF threshold (10 units/0.5 hectares) and on rural exemption sites.<sup>77</sup> These have been reflected in a slightly higher density scenario of 8 dwellings in the typologies in Table 5-5.

**Table 5-5 Generic scenarios**

No. of dwellings	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha
<b>Greenfield</b>					
8 – rural & policy off scenarios	20	0.4	90%	22	0.36
8 – low density	8	1	90%	9	0.90
15	15	1	90%	17	0.90
30	16	1.9	80%	20	1.52
50	18	2.8	80%	22	2.24
85	18	4.7	80%	23	3.76

<sup>77</sup> Small sites used for affordable housing in perpetuity where sites would not normally be used for housing. Rural exception sites seek to address the needs of the local community by accommodating households who are either current residents or have an existing family or employment connection. Small numbers of market homes may be allowed at the local authority’s discretion, for example where essential to enable the delivery of affordable units without grant funding. ([https://www.planningportal.co.uk/directory\\_record/489/rural\\_exception\\_site](https://www.planningportal.co.uk/directory_record/489/rural_exception_site))



No. of dwellings	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha
150	18	8.3	70%	26	5.81
250	18	13.9	70%	26	9.73
<b>Brownfield</b>					
8 - policy off scenarios	20	0.4	90%	22	0.36
8 – low density	11	0.7	90%	13	0.63
15	20	0.8	90%	21	0.72
40	18	2.2	80%	23	1.76
40 (flats)	70	0.6	80%	83	0.48
50	20	2.5	80%	25	2.00
50 (flats)	70	0.7	80%	89	0.56
70	35	2	80%	44	1.60

Source: AspinallVerdi, 2020

### Larger sites testing

5.12 As highlighted in Table 5-3 and Table 5-4 the Districts do not have any strategic sites that are considered fundamental to the delivery of the plan. But the Districts do have several larger sites planned around the edge of Ipswich and the market towns. To reflect these larger sites we have agreed with the Districts to test the scenarios set out in Table 5-6.

**Table 5-6 Larger scenarios**

No. of dwellings	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha
<b>Greenfield</b>					
350	20	18	70%	28	12.50
600	24	25	70%	34	18
1,000	22	45	65%	34	30

Source: AspinallVerdi, 2020

### Dwelling types and mix

5.13 To inform an appropriate dwelling mix to use in the viability testing we have considered the Districts Strategic Housing Market Assessment (SHMA), January 2019. As shown in Figure 5-4,

the SHMA sets out the requirements for market housing in Babergh over the next 18 years and those for Mid Suffolk set out in Figure 5-5.

**Figure 5-4 Size of new owner-occupied accommodation required in Babergh over the next 18 years (number of households)**

<i>Size of home</i>	<i>Current size profile</i>	<i>Size profile 2036</i>	<i>Change required</i>	<i>% of change required</i>
One bedroom	598	1,183	585	12.2%
Two bedrooms	5,037	6,765	1,729	36.1%
Three bedrooms	12,327	13,774	1,447	30.2%
Four or more bedrooms	10,065	11,098	1,033	21.5%
<b>Total</b>	<b>28,026</b>	<b>32,820</b>	<b>4,794</b>	<b>100.0%</b>

Source: Strategic Housing Market Assessment - Partial Part 2 update (January 2019)

**Figure 5-5 Size of new owner-occupied accommodation required in Mid Suffolk over the next 18 years (number of households)**

<i>Size of home</i>	<i>Current size profile</i>	<i>Size profile 2036</i>	<i>Change required</i>	<i>% of change required</i>
One bedroom	707	1,221	515	7.2%
Two bedrooms	5,908	8,380	2,472	34.4%
Three bedrooms	13,680	15,784	2,104	29.3%
Four or more bedrooms	12,208	14,303	2,096	29.2%
<b>Total</b>	<b>32,502</b>	<b>39,688</b>	<b>7,186</b>	<b>100.0%</b>

Source: Strategic Housing Market Assessment - Partial Part 2 update (January 2019)

5.14 Based on the SHMA we have used the blended market dwellings mix set out in Table 5-7.

**Table 5-7 Blended market unit requirements**

No. of Bedrooms	Babergh District		Mid Suffolk		Blended
	No. of dwellings	Percentage of District wide need	No. of dwellings	Percentage of District wide need	
1	1,183	4%	1221	3%	3.3% (assumed bungalow)
2	6,765	21%	8,380	21%	20.9%
3	13,774	42%	15,784	40%	40.8%
4+	11,098	34%	14,303	36%	35.0%
<b>Total</b>	<b>32,820</b>		<b>39,688</b>		

Source: Strategic Housing Market Assessment - Partial Part 2 update (January 2019), AspinallVerdi

- 5.15 With regards to affordable housing dwelling mix, we have considered the mix set out in the Districts emerging draft Policy SP02 – Affordable Housing and evidence of what is being currently delivered on schemes in the Districts.
- 5.16 Figure 5-6 and Figure 5-7 explain the affordable housing need across the Districts.

**Figure 5-6 Babergh affordable housing mix, and all other Affordable housing variables (number of units)**

Tenure & size	1 bed	2 bed	3 bed	4 or more bed	Total
Shared ownership	134 (26.4%)	165 (32.6%)	156 (30.9%)	51 (10.1%)	506 (100%)
Social rent & Affordable rent	271 (27.6%)	228 (23.2%)	225 (22.9%)	259 (26.4%)	984 (100%)
Discount home ownership & starter homes	106 (21.3%)	173 (34.8%)	145 (29.2%)	72 (14.5%)	496 (100%)
<b>Total</b>	<b>511</b>	<b>566</b>	<b>526</b>	<b>382</b>	<b>1986</b>
<b>Total per annum</b>	<b>28</b>	<b>32</b>	<b>29</b>	<b>21</b>	<b>110</b>

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan

**Figure 5-7 Mid Suffolk affordable housing mix, and all other Affordable housing variables (number of units)**

Tenure & size	1 bed	2 bed	3 bed	4 or more bed	Total
Shared ownership	147 (25.2%)	187 (32.1%)	148 (25.4%)	100 (17.2%)	583 (100%)
Social rent & Affordable rent	289 (22.4%)	361 (28.0%)	303 (23.5%)	335 (26.0%)	1,288 (100%)
Discount home ownership & starter homes	97 (18.2%)	143 (20.7%)	131 (22.5%)	59 (11.9%)	430 (100%)
<b>Total</b>	<b>533</b>	<b>691</b>	<b>582</b>	<b>494</b>	<b>2301</b>
<b>Total per annum</b>	<b>30</b>	<b>38</b>	<b>32</b>	<b>27</b>	<b>127</b>

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan

- 5.17 Based on the affordable housing requirements in Figure 5-6 and Figure 5-7 we calculate the affordable tenure split.

**Table 5-8 Total number of affordable units per annum by tenure**

	Shared ownership No. of units per annum	Affordable rent ownership No. of units per annum	Intermediate home ownership <sup>78</sup> No. of units per annum
Babergh District	506 units	984 units	496 units
Mid-Suffolk District	583 units	1,288 units	430 units

<sup>78</sup> Stated as discount home ownership & stater homes in Figure 5-6 and Figure 5-7.

	Shared ownership No. of units per annum	Affordable rent ownership No. of units per annum	Intermediate home ownership <sup>78</sup> No. of units per annum
Total	1,089 units	2,272 units	926 units
<b>% split</b>	<b>25%</b>	<b>53%</b>	<b>22%</b>

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan, AspinalVerdi (May 2019)

- 5.18 The Districts have informed us that despite emerging Policy SP02 – Affordable Housing setting out a tenure and typology mix across the plan period, this does differ from what is currently being delivered on sites. Furthermore, on 07 February 2020 the government withdrew their advice on Starter Homes.<sup>79</sup> The Districts informed us that prior to the changes to Starter Homes that they were advised by MHCLG not to accept this tenure because there were no regulations in place. As a consequence, where the Districts had Starter Homes in Section 106 agreements they were being reverted to Shared Ownership or Discounted Market sale. We have subsequently agreed with the Districts that we label our testing of Starter Homes as intermediate home ownership. In addition, the Districts currently have the highest demand on their register for 1 and 2 bed homes.
- 5.19 Using a combination of the evidence in Table 5-8 and working with the Districts we have used the blended affordable housing mix set out in Table 5-9 in the viability testing.

**Table 5-9 Blended affordable housing requirements**

No. of Bedrooms	Shared ownership	Affordable rent	Intermediate home ownership	Blended
1	2.54% of units	10.6% of units	3.24% of units (assumed flats)	16.38% of units
2	15.24% of units	29.15% of units	11.8% of units (assumed flats on brownfield sites and houses on greenfield)	57.35% of units
3	6.35% of units	12.19% of units	5.40% of units	23.51% of units
4+	1.27% of units	1.06% of units	1.08% of units	2.75% of units
<b>Total</b>	<b>25.40% of units</b>	<b>53.00% of units</b>	<b>21.60% of units</b>	

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan, AspinalVerdi

<sup>79</sup> <https://www.gov.uk/guidance/starter-homes>

## Affordable housing tenure mix

5.20 Draft Policy LP08 – Affordable Housing explains that the following mix of affordable housing is required across the Districts:

- 984 for Babergh and 1288 for Mid Suffolk is to be for affordable rent / social rent
- 506 for Babergh and 583 for Mid Suffolk is to be for shared ownership
- 495 for Babergh and 430 for Mid Suffolk is to be for discounted home ownership/intermediate home ownership.

5.21 Based on the emerging requirement in draft Policy SP02 we have used the affordable housing tenure mix set out in Table 5-10.

**Table 5-10 Affordable housing tenure mix**

Tenure	Babergh – no. of dwellings	Mid Suffolk– no. of dwellings	Total no. of dwellings	Blended mix
Affordable/social rent	984	1,288	2,272	53.00%
Shared ownership	506	583	1,089	25.40%
Intermediate home ownership	495	430	925	21.60%
<b>Total</b>	<b>1,985</b>	<b>2,301</b>	<b>4,286</b>	<b>100%</b>

Source: Policy SP02 – Affordable Housing in the draft Joint Local Plan, AspinalVerdi

5.22 Intermediate home ownership tenure has not been tested for over 55 or extra care facilities because intermediates homes are targeted at people under the age of 40. Intermediate home ownership has also not been included in rural exception site testing as the Districts have informed us that this tenure would not be allowed on these sites.

## Elderly accommodation typology

5.23 The draft Plan Policy LP07: Supported and Special Needs Housing sets out the need for specialist elderly accommodation. New build retirement housing in the Districts usually takes the form of; bungalows, age restricted flatted accommodation with shared communal facilities, or C2 use sheltered housing. Based on our Property Market Report in Appendix 2, we have tested the scenarios set out in Table 5-11.

**Table 5-11 Elderly accommodation scenario**

Scenario	Type of specialist accommodation	No. of units	Development density per net ha	Dwelling mix
Brownfield	Over 55 flatted accommodation	50	100	75% 1-Bed & 25% 2-Bed
Greenfield	Extra care flatted accommodation	50	100	75% 1-Bed & 25% 2-Bed

Source: AspinallVerdi, October 2020

## Non-residential typologies

5.24 With regards to commercial property, there is less price variation across a local authority with values predominantly driven by lease length and strength of occupier (i.e. covenant).

## Retail typologies

5.25 In determining convenience scenarios, we have had regard to the following occupier requirements:

- Tesco typically only seek sites for their express format i.e. circa 2,200 sqft in main urban areas
- Waitrose stores tend to vary greatly in their format, dependent on the location and size of the site with examples in their portfolio of between 2,500 – 56,000 sqft
- Aldi and Lidl: a
  - Prominent sites in town, Borough, edge of centre or out of town locations
  - Unit sizes flexible on design and scale between 14,000 and 26,500 sqft
  - 1.3 -1.5 acres plus for standalone units or up to 4 acres for mixed-use sites
  - Iceland’s requirements for this format is 10 – 15,000 sqft size units located on out-of-town retail parks.

5.26 Based on current occupier requirements we have tested the following scenarios:

- Express – 350 sqm, with 20% site coverage / gross to net 90%
- Budget – 2,000 sqm, with 35% site coverage / gross to net 85%

5.27 As set out in our Property Market Report in Appendix 2 the comparison retail market is in a state of flux with currently limited new store requirement to base our viability testing. Based on general take-up identified in our Property Market Report in Appendix 2, we have assumed the following scenarios:

- Smaller format – town centre

- 500 sqm Gross Internal Area (GIA)
- Site coverage 80%
- Gross to net site area 90%
- Larger format – town centre
  - 1,000 sqm GIA
  - Site coverage 40%
  - Gross to net site area 90%

## Employment typology

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5.28 To reflect the planned employment growth, we have tested office and industrial development as follows:

5.29 We have tested the following office scenario:

- 500 sqm GIA/85% gross to net on the unit
- Site coverage 40%
- Gross to net site area 90%

5.30 We have tested an industrial scenario as follows:

- 1,000 sqm GIA –
- Site coverage 40%
- Gross to net site area 90%

## 6 Appraisal inputs & assumptions

6.1 This section of the report sets out the inputs and assumptions that we have used in the development appraisals. First, we outline the values used across all uses, then build costs, and then finally land values.

### Value inputs

#### Residential market value inputs & assumptions

6.2 Based on our Property Market Report in Appendix 2 we have used the sale values set out in Table 6-1. The values are reflective of new build achieved sale values, both on a unit and a £psm basis. These were informed by a comprehensive analysis of market evidence and are reflective of new build achieved sale values, both on a unit and a £psm basis. Given the wide range of unit sizes for each typology delivered in the Districts we have not averaged out the values as this could distort the analysis e.g. averaging values on a £psm then applying the average to the unit sizes in the study could result in very high/very low unit prices not seen in the Districts. Through an iterative process, we have considered proposed unit sizes, proposed development densities and sold prices (on a unit basis and £psm) to formulate our opinion of values to use. With our values falling in the range of evidence gathered in Chapter 2 of the Property Market Report in Appendix 2.

**Table 6-1 Market value appraisal inputs**

Typology	Unit Size sqm	Unit Price	£psm
1-bed flat	50	£160,000	£3,200
2-bed flat	61	£190,000	£3,115
1-bed house	58	£180,000	£3,600
2-bed house	79	£250,000	£3,164
3-bed house	90	£290,000	£3,222
4-bed house	110	£350,000	£3,181

Source: Property Market Report Appendix 2, 2020

#### Affordable housing value inputs & assumptions

6.3 Based on consultations with Registered Providers (RPs) we have based our affordable housing values on the following rates and comments:

- Affordable rent at 50% - 80% of market values.



- Intermediate at 70% - 75% of market values.
- Some of the larger RPs refrain from taking 'off the shelf' units via S106 agreements due to diseconomies of scale and instead prefer to focus on land package agreements, where there is potential grant funding available.

6.4 For our testing, we have adopted:

- Affordable rent – 50% of market value
- Shared ownership – 70% of market value
- Intermediate home ownership – 80% of market value (values capped at £250,000)

### Elderly accommodation value inputs & assumptions

6.5 Table 6-2 sets out the value inputs used in our elderly accommodation appraisal; this is based on our Property Market Report in Appendix 2.

**Table 6-2 Elderly accommodation value inputs**

Typology	Unit Size sqm	Unit Price	£psm
1-bed flat	50	£210,000	£4,900
2-bed flat	70	£280,000	£4,000

Source: Property Market Report Appendix 2, 2020

### Non-residential value inputs & assumptions

6.6 Based on our Property Market Report in Appendix 2 we have used the rents, yield and rent-free/void periods as set out in Table 6-3.

**Table 6-3 Non-residential rents and yields appraisal inputs**

Scenario	GIA sqm	Rent psf	Yield	Rent free/void
Convenience - Express	350	£18.00 psf (£194 psm)	5.9%	9 months
Convenience - Budget	2,000	£15.00 psf (£161 psm)	5.9%	9 months
Comparison - Smaller format – town centre	500	£20 psf (£215 psm)	8.5%	12 months
Comparison- larger format – town centre	1,000	£20 psf (£215 psm)	10.5%	12 months
Office	500	£15 psf (£161 psm)	5.8%	12 months

Scenario	GIA sqm	Rent psf	Yield	Rent free/void
Industrial	1,000	£10.00 (£108 psm)	6.5%	12 months

Source: Property Market Report Appendix 2, 2020

## Build costs inputs & assumptions

- 6.7 When considering costs to include in the appraisals the PPG explains they ‘*should be based on evidence which is reflective of local market conditions. As far as possible, costs should be identified at the plan making stage*’.<sup>80</sup>
- 6.8 The PPG lists the following costs to include in the viability assessment:
- *build costs based on appropriate data, for example that of the Building Cost Information Service*
  - *abnormal costs, including those associated with treatment for contaminated sites or listed buildings, or costs associated with brownfield, phased or complex sites. These costs should be taken into account when defining benchmark land value*
  - *site-specific infrastructure costs, which might include access roads, sustainable drainage systems, green infrastructure, connection to utilities and decentralised energy. These costs should be taken into account when defining benchmark land value*
  - *the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure, Community Infrastructure Levy charges, and any other relevant policies or standards. These costs should be taken into account when defining benchmark land value*
  - *general finance costs including those incurred through loans*
  - *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site. Any professional site fees should also be taken into account when defining benchmark land value*
  - *explicit reference to project contingency costs should be included in circumstances where scheme specific assessment is deemed necessary, with a justification for contingency relative to project risk and developers return*’.<sup>81</sup>
- 6.9 Based on the guidance set out in the PPG we have used the build costs inputs and assumptions as set in Table 6-4 in our appraisals. Where site specific costs are greater than assumed this will need to be reflected in a reduced land value.

<sup>80</sup> MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-2018072

<sup>81</sup> Ibid.

**Table 6-4 Appraisal build cost inputs & assumptions**

Element	Cost	Comment
Build cost – houses	£1,155 psm	<i>'Build costs based on appropriate data, for example that of the Building Cost Information Service.'</i> <sup>82</sup>  Based on median BCIS costs for estate housing generally – 5-year sample to reflect current building regulations, re-based for Suffolk. Copy of BCIS extract is contained in Appendix 3.
Build cost – flats	£1,296 psm	Based on median BCIS costs for flats generally – 5-year sample to reflect current building regulations, re-based for Suffolk. Copy of BCIS extract is contained in Appendix 3. – see additional comments above.
Convenience retail - build costs	£1,993 psm	BCIS <sup>82</sup> median build costs for hypermarkets and supermarkets, re-based to Suffolk, with a 25 year period in order to have a higher number of sample details contained in Appendix 3.
Comparison retail build costs	£1,927 psm	BCIS <sup>82</sup> median build costs for shops, re-based to Suffolk, with a 10-year period in order to ensure a sufficient sample size – details contained in Appendix 3.
Office build costs	£1,879 psm	BCIS <sup>82</sup> median build costs 'generally' for offices, re-based to Suffolk, with a 10 year period in order to ensure a sufficient sample size – details contained in Appendix 3.

<sup>82</sup> MHCLG, 24 July 2018, PPG, Paragraph: 012 Reference ID: 10-012-20180724

Element	Cost	Comment
Industrial build costs	£747 psm	BCIS <sup>82</sup> median build costs warehouse/stores 'generally', re-based to Suffolk, with a 10 year period in order to ensure a sufficient sample size – details contained in Appendix 3.
External works for services and infrastructure	15% of BCIS build costs	External works will vary, depending on on-site requirements. Industry norms and other schemes coming forward in the Districts.
Site abnormalities – - applied to brownfield development only	£110,000 per net developable acre	Site abnormalities will vary significantly from site to site. We have assumed our allowance includes the cost for demolition and remediation. We have had regard to HCA (now Homes England) guidance on dereliction, demolition and remediation costs, March 2015, along with comparable and other schemes coming forward in the Districts.
Statutory Planning Fees	Based on national formula.	Fees as per the calculator set out in the Planning Portal website.
Planning Application Professional Fees, Surveys and reports	Calculated as a three times multiplier to national formula above.	Considered reasonable allowance for planning-related fees, other fees covered through professional fees allowance.
Professional fees	10% of BCIS build cost	Typically ranges between 8% - 12%, based on industry norms and other schemes coming forward in the Districts.
Contingency	5% of BCIS build cost	Typically ranges between 3% - 5%, based on industry norms and other schemes coming forward in the Districts.

Element	Cost	Comment
Residential - Sale Agents Costs	1.5%	Source: Page 35 Harman report and comparable schemes
Residential - Sale Legal Costs	0.5%	As above.
Residential - Marketing and Promotion	1.5%	As above.
Elderly accommodation - Marketing and Promotion	5% market value	Comparable scheme analysis shows higher costs over 'general needs market housing'. Cost allowance assumed still in line with the Harman report (P.35) but at the higher end.
Marketing and Promotion – commercial	1.00% GDV	Ditto
Profit on market housing	20.0% on GDV	<i>'For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. Plan makers may choose to apply alternative figures where there is evidence to support this according to the type, scale and risk profile of planned development.'</i> <sup>83</sup>
Profit on affordable housing	6.0% on GDV	<i>'A lower figure may be more appropriate in consideration of delivery of affordable housing in circumstances where this guarantees an end sale at a known value</i>

<sup>83</sup> MHCLG, 05 May 2019, PPG, Paragraph: 018 Reference ID: 10-018-20190509

Element	Cost	Comment
		<i>and reduces risk. Alternative figures may also be appropriate for different development types.</i> <sup>83</sup>
Profit on retail, office and industrial	20% of build costs	Commercial development is assessed by way of profit on costs and not GDV to reflect the developer who the sales the completed scheme onto an investor.
Interest	7.5%	Gross interest inclusive of fees. Based on other schemes coming forward in the Districts.
SDLT on land value	5.0%	Slabbed figure.
Agents fee on land value	1.0%	Industry norms and other schemes coming forward in the Districts.
Legal fee on land value	0.5%	As above.
Letting Agents Costs	10.0% rental value	Based on industry norms and other schemes coming forward in the Districts.
Letting Legal Costs	5.0% rental value	Ditto
Investment Sale Agents Costs	1.0%GDV	Ditto
Investment Sale Legal Costs	0.50% GDV	Ditto
Gross to net of general needs flats	85%	Based on schemes we have analysed previously

Element	Cost	Comment
Gross to net of elderly accommodation	75%	Due to these types of schemes providing communal facilities the gross to net area ratio is reduced when compared to general needs flatted developments. Based on schemes we have analysed previously this is around 75% compared.
Gross to net on office accommodation	85%	This is based on comparable schemes.

## Timescales

6.10 Timescales reflect both the development period and the sales period. These are inputs are reflected in the appraisals through the cashflow.

### Residential timescales

6.11 In our assessment of timescales we have reviewed the lead-in time and build rates set out in the ‘Babergh District Council Five-Year Housing Land Supply Position Statement 2020’ Consultation Issue, August 2020 produced by Lichfields – see Figure 6-1. Lichfields explain<sup>84</sup> the lead in times as follows:

- Lead-in Time (1) = the time from validation of first application to first completion; and
- Lead-in Time (2) = the time from approval of first detailed permission to first completion.

**Figure 6-1 Lead-in and build rates**

Table 3.1 Local Lead-in Time Analysis					
Site Size	Lead-in Time (1)		Lead-in Time (2)		Sample Size
	Mean	Median	Mean	Median	
10-99 dwellings	3.3 years	2.7 years	2.0 years	1.6 years	13
100-499 dwellings	3.4 years	3.3 years	1.7 years	1.6 years	37

Source: Babergh District Council / Mid-Suffolk District Council / Lichfields Analysis

Table 3.2 Local Build Rate Analysis			
Site Size	Build Rate Averages	Build Rate Medians	Sample Size
10-49 dwellings	14 dpa	13 dpa	8
50-99 dwellings	29 dpa	32 dpa	17
100-499 dwellings	46 dpa	33 dpa	8

Source: Babergh District Council / Mid-Suffolk District Council / Lichfields Analysis

Source: Babergh District Council / Mid-Suffolk District Council / Lichfields Analysis

6.12 Lichfields explain that they have used the median lead-in times and build rates have been applied in their trajectory figures.<sup>85</sup> Taking the Lichfields analysis of 2.7 years lead-in for 10-99 dwelling and 3.3 years for 100-499 dwellings we have formulated the timing assumptions for the scenarios as set out in Table 6-5. It is assumed that the sales of the affordable housing units occur during the build period, in line with how the market operates on a ‘golden brick’ payment basis. Sale period for houses commences 7 – 9 months after the construction of units and continues 7 – 9 months post construction. For flats, we have assumed market sales commence on build complete of the units. These assumptions are in line with the timings adopted in the Council’s draft published 5 Year Housing Land Supply Evidence prepared by Litchfields. The 600 and 1,000-

<sup>84</sup> Lichfields, August 2020, Babergh District Council Five-Year Housing Land Supply Position Statement 2020, paragraph 3.21

<sup>85</sup> Ibid, paragraph 3.22



unit scenarios assume x2 outlets on-site, hence the timescales are compressed compared to the other scenarios in relation to the number of units.

**Table 6-5 Appraisal timing assumptions**

No. of Units	Lead in period	Build period	Sale period
<b>Greenfield</b>			
8	12 months	12 months	8 months (9 months after build start)
8	12 months	12 months	8 months (9 months after build start)
15	24 months	14 months	14 months (9 months after build start)
30	24 months	28 months	28 months (9 months after build start)
50	24 months	19 months	19 months (9 months after build start)
85	24 months	32 months	32 months (9 months after build start)
150	28 months	55 months	55 months (12 months after build start)
250	28 months	91 months	91 months (12 months after build start)
350	28 months	127 months	127 months (12 months after build start)
600	28 months	66 months	66 months (12 months after build start)
1,000	28 months	182 months	182 months (12 months after build start)
<b>Brownfield</b>			
8	12 months	12 months	8 months (9 months after build start)
8	12 months	12 months	8 months (9 months after build start)
15	24 months	14 months	14 months (9 months after build start)
40	24 months	37 months	37 months (9 months after build start)
50	24 months	19 months	19 months (9 months after build start)
70	24 months	26 months	26 months (9 months after build start)
<b>Brownfield – flats</b>			

No. of Units	Lead in period	Build period	Sale period
40	24 months	18 months	18 months (on scheme practical completion)
50	24 months	18 months	18 months (on scheme practical completion)

Source: AspinallVerdi, October 2020

### Elderly accommodation timescales

6.13 For elderly accommodation housing our disposal timescales have been extended compared to general needs housing to reflect the narrow market that can access these units, with the sale commencing on build complete on the units. The timescales are as follows:

- Lead in period: 24 months
- Construction - 18 months
- Sales period - 24 months

### Non-residential timescales

6.14 Table 6-6 sets out the timescales used in the non-residential testing appraisals. It is assumed the investments of the completed schemes are sold on build complete of the units.

**Table 6-6 Convenience retail scenarios timescales**

Scenario	GIA sqm	Lead in period	Development period
Convenience retail - Express	350	6 months	9 months
Convenience retail - Budget	2,000	6 months	9 months
Comparison retail - Smaller format	500	6 months	9 months
Comparison retail - Larger format	10,00	6 months	9 months
Office	500	6 months	12 months
Industrial	1,000	6 months	12 months

Source: AspinallVerdi, October 2020

## Land value assessment

6.15 As we have set out in Chapter 3 of this report the recommended approach to establishing land value for planning purposes is the EUV plus Premium method. It is therefore important to understand the types of sites coming forward and then make an assessment of values with reference to comparable evidence.

### Residential sites – land value assessment

6.16 Table 6-7 shows that the vast majority of residential planned growth will come forward on greenfield sites.

**Table 6-7 No. of planned greenfield and brownfield sites**

Type of site	No. of sites	Total no. of units proposed.
Greenfield sites	220	16,840
Brownfield sites	36	1,013

Source: SHELAA, AspinallVerdi

### Greenfield land value assessment

6.17 In a greenfield context, we consider the existing use to be agricultural land for any potential proposed development in the draft Local Plan. Table 6-8 shows recent sold prices for agricultural land across Suffolk recorded by RICS/Royal Agricultural University (RAU) Rural Land Market Survey. The evidence in Table 6-8 shows that agricultural land across the District has traded in recent years has sold between £7,389 and £9,433 per gross acre (£18,258 and £23,310 per gross hectare).

**Table 6-8 Agricultural land sold prices – Suffolk**

Sold date	Address	Size acres	Size ha	Description	Sold price	Sold price per acre	Sold price per hectare
H2-19	Alburgh	149	60	Bare land	£1.1m	£7,389	£18,258
Nov-19	Land at Thwaite	181	73	Bare land	£1.5m	£8,287	£20,479
Sept-18	Land at Risby	591	239	Block or arable land, part of which with irrigation	£5.575m	£9,433	£23,310

Sold date	Address	Size acres	Size ha	Description	Sold price	Sold price per acre	Sold price per hectare
Dec-18	Land at Mendles ham	52	21	Three enclosures of bare arable land with access off public highway	£450,000	£8,654	£21,385

Source: RICS/RAU Farmland Market Directory of Land Prices, H&2 2019, H1 & H2 2018

6.18 In addition to considering sold prices, we have looked at asking prices of agricultural land. The data in Table 6-9. shows that the asking prices range between £8,290 and £9,045 per gross acres (£20,486 and £22.349 per gross hectare) and the size varies between 118 and 183 acres (11 and 17 hectares).

**Table 6-9 Agricultural land asking prices**

Address	Use	Quoting price	Size Acres	Price per Acre	Size Ha	Price per Ha
Bardwell, Suffolk	Ring-fenced block grade 3 arable land with former stock buildings, modern straw barn.	£3.14m	347.17	£9,045	140.5	£22,349
Lot 2, Rendham, Saxmundham	Ring fenced block of arable land	£485,000	57.75	£8,398	23.37	£20,753
Lot 3, Rendham, Saxmundham	Ring fenced block of arable land	£415,000	50.06	£8,290	20.26	£20,486

Source: UKlandandfarms, September 2020, Clarke & Simpson, September 2020

6.19 A telephone consultation with an active rural agent<sup>86</sup> indicates that there is currently a lack of supply of land to the market in Suffolk. They confirmed that land values within the Suffolk area vary based on their productive capacity and whether or not the land is equipped. The typical value range was quoted between £8,500 and £10,000 per gross acre (£21,000 and £24,711 per gross hectare) but transactions in the market are currently sparse. These comments support the most recent RICS Rural Land Market Survey<sup>87</sup>, where prices are within this range and demand is reportedly softening as a result of Brexit.

<sup>86</sup> Lacy Scott and Knight, 2019

<sup>87</sup> RICS, RICS/RAU Rural Land Market Survey H2 2018, Prices edge lower in H2, 2019

**Residential sites – brownfield land value assessment**

- 6.20 In our assessment of brownfield land values, we have considered previously development employment sites and applied a suitable premium. Again, due to a lack of published data for the Districts, we have considered the wider Suffolk area to ensure a sufficient sample size of comparables.
- 6.21 As shown in Table 6-10 there is little recorded evidence of brownfield employment land across the Districts and surrounding areas. The little evidence that is available shows that good quality serviced employment land achieves up to £450,000 per gross acre (£1.1 million per gross hectare) and lower grade around £150,000 per gross acre (£380,000 per hectare).

**Table 6-10 Employment land - brownfield achieved prices**

Date	Address	Comments	Size – gross acres	Price per gross acres	Size gross hectare	Price per gross hectare
21/11/2019	Plot 4, Phase II Williamsport Way, Lion Barn Industrial Estate, Needham Market		1.10	£454,545	0.45	£1,123,182
23/05/2018	Chilton Leys, Stowmarket		3.28	£202,172	1.3	£512,000
01/06/2017	Land, Martlesham Heath Business Park, Anson Road		2.50	£230,000	1.01	£568,330
15/09/2016	Plot 2 Stowmarket Business Park, Ernest Nunn Rd, Stowmarket	Serviced site with tarmac surface, regular in shape with palisade fencing	1.01	£445,544	0.409	£1.1m
23/02/2015	Bury Road Thetford	Low grade employment land	1.57	£152,866	0.60	£377,732

Source: CoStar, September 2020; Radius Data Exchange, September 2020

- 6.22 To supplement the analysis of sold prices we have also analysed quoting prices for employment sites across the Districts and surrounding areas, advertised on CoStar. As shown in Table 6-11, there is little evidence of quoting prices and what little evidence there is shows a wide variation.

**Table 6-11 Employment land quoting prices**

Address	Comments	Size – gross acres	Price per gross acres	Size gross hectare	Price per gross hectare
Land off Castleton Way, Eye	Site adjoins the Norwich to Ipswich A140 at the junction with Castleton Way.	11.04	£144,928	4.47	£358,132
WilliamSPORT Way, Needham Market	Serviced plots available.	1 plus	£450,000	0.4 plus	£1.112m

Source: CoStar, September 2020

### Development land values

6.23 In addition to our analysis of greenfield and brownfield existing use value, we have also considered some development land sales (Table 6-12) as our ‘cross check’ as explained in Chapter 3. But the PPG is clear that price paid should not be used as justification to fail to comply with policy.<sup>19</sup> The evidence shows that the value of development land across Suffolk varies significantly.

**Table 6-12 Suffolk development land values**

Date	Location	Use	Sold price	Size gross acres	Price per gross acre	Size gross ha	Price per gross hectare
01/08/2017	Pearson Road, Ipswich	Residential Development Land	£10.5m	4.7	£2.23m	1.9	£5.5m
01/12/2016	Duke Street, Ipswich	Residential Development Land	£480,000	0.9	£533,333	0.37	£1.3m
01/03/2017	Marsh Road, Lowestoft	Static Caravan Development Land	£795,000	6	£132,500	2.4	£331,250
27/04/2018	School Road, Lowestoft	Residential/ Commercial Development Land	£1.425m	19.75	£72,151	7.99	£178,350

Source: CoStar, September 2020

6.24 The wide variation in the price of development land values across Suffolk is supported in the quoting prices set out in Table 6-13.

**Table 6-13 Suffolk development land quoting prices**

Location	Use	Quoting price	Size gross acres	Price per gross acre	Size gross hectares	Price per gross hectare
Woodbridge, Suffolk	Residential Development Land	£850,000	3.75	£226,666	1.52	£559,210
Red Lodge, Bury St. Edmunds	Residential Development Land	£500,000	2.31	£216,450	0.93	£537,634
Perkins Way, Tostock, Bury St Edmunds	Residential Development Land	£650,000	1.07	£607,476	0.43	£1.5m
Turnpike Road, Bury St. Edmunds	Possible Residential Development Land	£500,000	2.31	£216,450	0.93	£537,634

Source: CoStar, September 2020

- 6.25 The analysis of development land values across Suffolk does not allow for any meaningful analysis given the large variance in prices achieved and sought.

**Residential sites – conclusion land value assessment**

- 6.26 Table 6-14 to Table 6-16 set out the greenfield and brownfield net land values used in our viability assessment; this is based on our analysis of achieved and quoting land prices, the PPG and the type of development proposed.
- 6.27 Where there is a S106 of £1,500 per dwelling greenfield land values are based on a benchmark land value of £100,000 gross per acre (£247,000 per gross hectare) – details set out in Table 6-14. The land values used in the viability represents a multiplier between 11 and 14 times the agricultural land values set out in Table 6-8.
- 6.28 With regards the rural exception site testing we have used a lower land value of £50,000 per gross acre (£123,550 per gross hectare) to reflect the fact the policy ask (i.e. affordable housing) is greater.

**Table 6-14 Greenfield land value development appraisal inputs – S106 @ £1,500 per dwelling**

No. of Units	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha	Total site value	Land value per net ha	Land value net acre
<b>Greenfield – housing</b>								
8	20	0.4	90%	22	0.36	£98,800	£274,444	£111,062
8 (Rural Exception)	20	0.4	90%	22	0.36	£49,420	£137,278	£55,554
8	8	1	90%	9	0.9	£247,000	£274,444	£111,062
15	15	1	90%	17	0.9	£247,000	£274,444	£111,062
30	16	1.9	80%	20	1.5	£469,300	£308,750	£124,944
50	18	2.8	80%	22	2.2	£691,600	£308,750	£124,944
85	18	4.7	80%	23	3.7	£1,160,900	£308,750	£124,944
150	18	8.3	70%	26	5.8	£2,050,100	£352,857	£142,794
250	18	13.9	70%	26	9.7	£3,433,300	£352,857	£142,794
350	20	18	70%	28	12.5	£4,446,000	£352,857	£142,794
600	24	25	70%	34	18	£6,216,990	£352,837	£142,785
1,000	22	45	65%	34	30	£11,312,600	£380,000	£153,778

Source: AspinallVerdi, October 2020

6.29 In the scenarios where there is an enhanced S106 of £8,600 per dwelling (total S106 of £10,100 per dwelling) land value has been reduced to £85,000 per gross acre (£210,000 per gross hectare) – detail set out in Table 6-15. The justification for a reduced land value reflects the PPG on viability whereby land value needs to reflect all costs, hence an enhanced S106 cost results in a lower land value. The land values used in the viability represents a multiplier between 9 and 12-times agricultural land values set out in Table 6-8. Again, rural exemption sites are based on 50,000 per gross acre (£123,550 per gross hectare).



**Table 6-15 Greenfield land value development appraisal inputs – S106 @ £10,100 per dwelling**

No. of Units	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha	Total site value	Land value per net ha	Land value net acre
<b>Greenfield – housing</b>								
8	20	0.4	90%	22	0.36	£84,000	£233,333	£94,425
8 (Rural Exception)	20	0.4	90%	22	0.36	£49,420	£137,278	£55,554
8	8	1	90%	9	0.9	£210,000	£233,333	£94,425
15	15	1	90%	17	0.9	£210,000	£233,333	£94,425
30	16	1.9	80%	20	1.5	£399,000	£262,500	£106,228
50	18	2.8	80%	22	2.2	£588,000	£262,500	£106,228
85	18	4.7	80%	23	3.7	£987,000	£262,500	£106,228
150	18	8.3	70%	26	5.8	£1,743,000	£300,000	£121,403
250	18	13.9	70%	26	9.7	£2,919,000	£300,000	£121,403
350	20	18	70%	28	12.5	£3,780,000	£300,000	£121,403
600	24	25	70%	34	18	£5,285,700	£299,983	£121,397
1,000	22	45	65%	34	30	£9,618,000	£323,077	£130,742

Source: AspinallVerdi, October 2020

- 6.30 For brownfield sites we have used an existing use value of £150,000 per gross acre (£370,665 per gross hectare), this represents low grade employment land value. To the existing use value, we have applied 10% premium, to generate a benchmark land value of £165,000 per gross acre (£407,732 per gross hectare).

**Table 6-16 Brownfield land value development appraisal inputs – all scenarios**

No. of Units	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha	Total site value	Land value per net ha	Land value net acre
<b>Brownfield – housing</b>								
8	20	0.4	90%	22	0.4	£163,093	£407,732	£165,000

No. of Units	Gross dph	Gross site area ha	Gross to net	Net dph	Net site area ha	Total site value	Land value per net ha	Land value net acre
8	11	0.7	90%	13	0.6	£285,412	£475,687	£192,500
15	20	0.8	90%	21	0.7	£326,185	£465,979	£188,571
40	18	2.2	80%	23	1.8	£897,009	£498,339	£201,667
50	20	2.5	80%	25	2	£1,019,329	£509,664	£206,250
70	35	2	80%	44	1.6	£815,463	£509,664	£206,250
<b>Brownfield – flatted</b>								
40	70	0.6	80%	83	0.5	£244,639	£489,278	£198,000
50	70	0.7	80%	89	0.6	£285,412	£475,687	£192,500

Source: AspinallVerdi, October 2020

- 6.31 These premiums over the existing use value are considered reasonable given the evidence set out in Chapter 3 and ensures that the maximum benefits in the public interest through the granting of planning permission.
- 6.32 Should the residual land value exceed the benchmark land value once all abnormal and policies costs are taken account for in the appraisal, then there is scope for the landowner to secure a higher premium and/or the developer a higher profit. Should any site specific assessments incur any additional costs that have not been allowed for in our benchmark land value assessments then these costs we need to be reflected in a reduced land value than that stated in Table 6-14 to Table 6-16.

### Elderly accommodation - land value assessment

- 6.33 It is envisaged that elderly accommodation development will come forward on brownfield sites. We have therefore used the same land value as general needs housing above £165,000 per gross acre (£407,732 per gross hectare) with a gross to net of 90% to reflect typical development in the area.

### Convenience & comparison retail - land value assessment

- 6.34 It is assumed that convenience and comparison retail will come forward on brownfield sites, and we have used a land value of £150,000 per gross acre (£370,665 per gross hectare) – this is based on low grade employment land values.

## Offices & industrial - land value assessment

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- 6.35 We have assumed that employment will be developed on greenfield sites, again we have used a land value of £247,000 per gross hectare (£100,000 per gross acre) representing a premium over existing use agricultural land values as evidenced above.

## 7 Viability testing results

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7.1 We set out below a summary of our viability findings for all the scenarios tested.

### Assessment of draft Local Plan policies

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7.2 We first provide our residential viability findings based on the policies set out in the Districts Regulation 19 draft Local Plan. The costs of the policies used in our viability testing are set out in Table 4-1. In the viability results below for residential, we set out the policy trade-offs between affordable housing and CIL. Further sensitivity testing is set out in the appraisals contained in Appendix 4 for S106 cost of £1,500 per dwelling and the Appendix 5 for appraisals for S106 costs of 10,100 per dwelling (i.e. containing the enhanced S106 costs of £8,600 per dwelling for early years and primary education). In some of the viability results different levels of affordable housing generate the same maximum CIL charge, this is because the surplus available between the different affordable housing bands is not sufficient to absorb a higher rate levied against the chargeable floor area.

7.3 The further sensitivities in the appraisals show:

- Changes in S106 costs v changes in affordable housing
- Changes in benchmark v changes in affordable housing
- Changes in development density v changes in affordable housing
- Changes in build costs v changes in affordable housing
- Changes in GDV v changes in affordable housing
- Changes in CIL v changes in S106 costs

### Greenfield houses

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7.4 Table 7-1 summarises the viability results for greenfield scenarios with a S106 cost of £1,500 per dwelling and Table 7-2 shows the results with the enhanced S106 costs of £8,600 per dwelling for early years and primary school education (i.e. total S106 costs of £10,100 per dwelling). The results show that the Districts draft policies are viable with the current indexed linked CIL of £143.29 psm. As we set out below and demonstrated in the viability results in Table 7-1 and Table 7-2 there is scope for the Districts to increase their current residential CIL charges and still maintain viable development. In scenarios of a higher percentage of affordable housing viability decreases, which typically means there is less viability surplus to fund CIL. But there is also an interplay with the CIL chargeable floorspace i.e. CIL in charged on market units and not affordable units. So in some scenarios, despite the percentage of affordable housing increasing, and hence reducing viability, the CIL charge increases because the surplus available to fund CIL is applied to a smaller total chargeable floor area.

**Table 7-1 Greenfield generic viability testing results – S106 @ £1,500 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		30%	35%	40%	45%	50%
<b>Greenfield – Maximum CIL £psm</b>						
15	15	£480	£480	£480	£480	£480
30	16	£480	£480	£500	£500	£520
50	18	£480	£480	£480	£480	£500
85	18	£500	£500	£500	£520	£520
150	18	£460	£460	£460	£480	£480
250	18	£440	£460	£460	£460	£480

Source: AspinallVerdi, October 2020

**Table 7-2 Greenfield generic viability testing results – S106 @ £10,100 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		30%	35%	40%	45%	50%
<b>Greenfield – Maximum CIL £psm</b>						
15	15	£380	£360	£360	£340	£340
30	16	£340	£340	£340	£340	£320
50	18	£360	£360	£360	£340	£340
85	18	£380	£380	£380	£380	£360
150	18	£360	£360	£360	£340	£340
250	18	£360	£340	£340	£340	£340

Source: AspinallVerdi, October 2020

### Greenfield larger sites

7.5 Table 7-3 summarises the viability results for larger greenfield scenarios with a S106 cost of £1,500 per dwelling and Table 7-4 shows the results with the enhanced S106 costs of £8,600 per dwelling (i.e. total S106 costs of £10,500 per dwelling). The results show that the Districts draft policies are viable with the current indexed linked CIL of £143.29 psm. Again, we set out below that there is scope for the Districts to increase its current residential CIL charges and still maintain viable development.

**Table 7-3 Greenfield larger sites viability testing results – S106 @ £1,500 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		30%	35%	40%	45%	50%
<b>Greenfield – Maximum CIL £psm</b>						
350	20	£440	£440	£460	£460	£480
600	24	£500	£520	£520	£540	£560
1,000	22	£440	£440	£440	£460	£480

Source: AspinallVerdi, October 2020

**Table 7-4 Greenfield larger sites viability testing results – S106 @ £10,100 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		30%	35%	40%	45%	50%
<b>Greenfield – Maximum CIL £psm</b>						
350	20	£360	£360	£360	£360	£340
600	24	£400	£400	£400	£400	£420
1,000	22	£340	£360	£360	£360	£360

Source: AspinallVerdi, October 2020

### Brownfield houses

7.6 Table 7-5 summarises the viability results for brownfield houses scenarios with a S106 cost of £1,500 per dwelling and Table 7-7 the results with the enhanced S106 costs of £8,600 per dwelling (i.e. total S106 costs of £10,500 per dwelling). The results show that the Districts draft policies are generally viable with the lower S106 ask of £1,500 per dwelling, current indexed linked CIL of £143.29 psm and 35% affordable housing. But once the S106 increases then the current indexed linked CIL of £143.29 psm and 35% affordable housing is unviable. A reduced affordable housing ask of 15% enables viable development with the enhanced S106 costs, whilst also leaving a viability buffer.

**Table 7-5 Brownfield generic viability testing results – S106 @ £1,500 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		15%	20%	25%	30%	35%
<b>Brownfield houses – Maximum CIL £psm</b>						
15	20	£140	£100	£60	£10	unviable
40	18	£140	£120	£80	£40	unviable

No. of Units	Gross dwellings per hectare	Affordable housing				
		15%	20%	25%	30%	35%
50	20	£180	£140	£100	£60	£20
70	35	£380	£360	£340	£300	£280

Source: AspinallVerdi, October 2020

**Table 7-6 Brownfield generic viability testing results – S106 @ £10,100 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		15%	20%	25%	30%	35%
<b>Brownfield houses – Maximum CIL £psm</b>						
15	20	£40	£0	unviable	unviable	unviable
40	18	£60	£20	unviable	unviable	unviable
50	20	£80	£40	unviable	unviable	unviable
70	35	£280	£240	£220	£180	£140

Source: AspinallVerdi, October 2020

### Brownfield flats

7.7 Table 7-7 summarises the viability results for brownfield flats scenarios with a S106 cost of £1,500 per dwelling. The results show that the Districts draft policies are unviable with the current indexed linked CIL of £143.29 psm and 35% affordable housing. Even reducing affordable housing does not make these typologies viable. An increase in the cost of the S106 obligation would only make viability worse, given the unviable nature with the lower sum we have not tested the higher sum for this reason. The unviable nature of development is not a concern as this type of development only forms a small element of the overall planned growth.

**Table 7-7 Brownfield flats viability testing results – S106 @ £1,500 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		15%	20%	25%	30%	35%
<b>Brownfield flats – Maximum CIL £psm</b>						
40	70	unviable	unviable	unviable	unviable	unviable
50	70	unviable	unviable	unviable	unviable	unviable

Source: AspinallVerdi, October 2020

### Smaller sites (9 dwellings or fewer)

7.8 As stated in Chapter 5, in the Districts some smaller developments of 9 dwellings or less trigger affordable housing policy because they come forward on sites of 0.5 hectares. As demonstrated in Table 7-8 and Table 7-9 this type of development on greenfield sites is viable with 35% affordable and a CIL of £143.29 psm but on brownfield sites are unviable.

**Table 7-8 Smaller sites viability testing results – S106 @ £1,500 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		0%	15%	25%	30%	35%
<b>Greenfield – Maximum CIL £psm</b>						
8 – low density	8	£280	£240	£200	£200	£180
<b>Brownfield houses – Maximum CIL £psm</b>						
8 – low density	11	unviable	unviable	unviable	unviable	unviable

Source: AspinallVerdi, October 2020

**Table 7-9 Smaller sites viability testing results – S106 @ £10,100 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		0%	15%	25%	30%	35%
<b>Greenfield – Maximum CIL £psm</b>						
8 – low density	8	£200	£180	£160	£140	£100
<b>Brownfield houses – Maximum CIL £psm</b>						
8 - low density	11	unviable	unviable	unviable	unviable	unviable

Source: AspinallVerdi, October 2020

### Smaller sites impact of affordable housing policy

7.9 As also stated in Chapter 5, the Districts wish to understand the viability impact affordable housing is having on the smaller sites. As demonstrated in Table 7-10 and Table 7-11 greenfield development of this nature and there is scope to increase the CIL charge but brownfield development is unviable unless affordable housing is reduced.



**Table 7-10 Smaller sites viability testing results – S106 @ £1,500 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		0%	15%	25%	30%	35%
<b>Greenfield houses – Maximum CIL £psm</b>						
8	20	£520	£520	£540	£540	£560
<b>Brownfield houses – Maximum CIL £psm</b>						
8	20	£260	£180	£100	£60	unviable

Source: AspinallVerdi, October 2020

**Table 7-11 Smaller sites viability testing results – S106 @ £10,100 per dwelling**

No. of Units	Gross dwellings per hectare	Affordable housing				
		0%	15%	25%	30%	35%
<b>Greenfield houses – Maximum CIL £psm</b>						
8	20	£440	£420	£420	£420	£420
<b>Brownfield houses – Maximum CIL £psm</b>						
8	20	£180	£80	£0	unviable	unviable

Source: AspinallVerdi, October 2020

### Rural exception sites

7.10 Rural exception sites testing shows that development is not viable with 100% affordable housing and will require an element of market housing to cross-fund development. The appraisal results show that development starts to become marginally viable with 30% market housing. Appraisals for rural exception site testing is set out in Appendix 6.

### Elderly accommodation

7.11 Our viability testing results for elderly accommodation Appendix 7. Our results show that elderly accommodation development is currently unviable on both brownfield and greenfield sites.

**Table 7-12 Elderly accommodation - viability testing results**

No. of Units	Gross dwellings per hectare	Affordable housing				
		0%	10%	25%	30%	35%
<b>Extra care – surplus per dwelling</b>						
50	125	unviable	unviable	unviable	unviable	unviable

No. of Units	Gross dwellings per hectare	Affordable housing				
		0%	10%	25%	30%	35%
<b>Over 55 accommodation – surplus per dwelling</b>						
50	125	unviable	unviable	unviable	unviable	unviable

Source: AspinallVerdi, October 2020

## Retail

7.12 Our viability testing results for convenience and comparison retail are set out in Appendix 8. Our results show that all retail scenarios are unviable. These results are not surprising given the structural changes occurring in the market at this point. The testing does not reflect the economics of an owner occupier solution which may be viable given the individual circumstances of the site and occupier funding/building requirements.

## Employment use

7.13 Our viability testing results for industrial and office uses are set out in Appendix 9. Our results show that office development is currently unviable on a speculative basis. However, industrial development is marginally viable with biodiversity net gain. Again, the testing does not reflect the economics of an owner occupier solution which may be viable given the individual circumstances of the site and occupier funding/building requirements.

## Assessment of potential CIL charges

7.14 Table 7-13 summaries the maximum CIL with all policies costs (Table 4-1) and 35% affordable housing. The final column in Table 7-13 analysis the maximum surplus with a 30% viability buffer. Guidance recommends that there should be a viability buffer<sup>28</sup> with research showing that on average the buffer is around 30%.<sup>38</sup>

**Table 7-13 Greenfield - summary of surplus viability for CIL**

No. of Units	Gross dwellings per hectare	Max CIL £ psm – a@ £1.5k S106	CIL with 30% sensitivity buffer	Max CIL £ psm – a@ £10.1k S106	CIL with 30% sensitivity buffer - a@ £10.1k S106
8 (no AFH)	20	£560	£392	£420	£294
8 (with AFH)	8	£180	£126	£100	£70
15	15	£480	£336	£360	£252
30	16	£480	£336	£340	£238

No. of Units	Gross dwellings per hectare	Max CIL £ psm – a@ £1.5k S106	CIL with 30% sensitivity buffer	Max CIL £ psm – a@ £10.1k S106	CIL with 30% sensitivity buffer - a@ £10.1k S106
50	18	£480	£336	£360	£252
85	18	£500	£350	£380	£266
150	18	£460	£322	£360	£252
250	18	£460	£322	£340	£238
350	20	£440	£308	£360	£252
600	24	£520	£364	£400	£280
1,000	22	£440	£308	£360	£252

Source: AspinallVerdi, October 2020

**Table 7-14 Brownfield - summary of surplus viability for CIL with 15% affordable housing**

No. of Units	Gross dwellings per hectare	Max CIL £ psm – a@ £1.5k S106	CIL with 30% sensitivity buffer	Max CIL £ psm – a@ £10.1k S106	CIL with 30% sensitivity buffer - with varied AH
8 (no AFH)	20	£180	£126	£80	£56
8 (with AFH)	11	unviable	unviable	unviable	unviable
15	20	£140	£98	£40	£28
40	18	£140	£98	£60	£42
50	20	£180	£126	£80	£56
70	35	£380	£266	£280	£196

Source: AspinallVerdi, October 2020

7.15 Following the analysis in Table 7-13 and Table 7-14, we have tested the CIL rates with a 30% buffer in the development appraisals and found that with a 30% buffer the rates can only absorb a maximum 5% fall in GDV. Given the current market uncertainty caused by COVID-19 and Brexit, with current predictions showing house prices to fall in the short-term a 30% CIL buffer (equating to a maximum 5% fall in GDV) is not sufficient. Current forecasts are set out as follows:

- The Office for Budget Responsibility (OBR) expects house prices to fall 3.8% in 2021 in a moderate 'central' economic scenario<sup>88</sup>;

<sup>88</sup> OBR, 2020, OBR predicts house price fall in 2021

- KPMG has predicted a house price fall of between 5.4% and 7.5% if there is a no-deal Brexit by October 2020<sup>89</sup>; and
- EY ITEM Club has predicted that house prices could fall back 5% over the next few months and then stabilise<sup>90</sup>

7.16 Caution does need to be applied when analysing just a single viability input variable as in reality should the market weaken, we may see build costs decrease which would improve viability. Furthermore, the PPG on viability is clear that land value should reflect all development costs, so should viability decrease beyond that allowed for in the viability assessment, due to changes in the market, then we would expect this to also be reflected in a lower land value.

7.17 Through several iterations with the appraisals we have found that a £200 psm CIL on greenfield housing sites (£80 psm CIL on smaller sites that trigger affordable housing) generates a viability buffer of up to 15% fall in GDV - the results are shown Table 7-15. For brownfield housing scenarios 15% affordable housing and £45 psm CIL also provides sufficient buffer– the results are shown in Table 7-16.

7.18 Table 7-15 and Table 7-16 sets out the lower limit (minimum) of the percentage GDV before development becomes unviable i.e. “tipping point”. The testing assumes 100% of GDV as the baseline assessment used in the testing above with changes up and down from 100%. Table 7-17 provides an example of what a 90% minimum of GDV equates to in values. This assessment ignores the fact that land value can also be adjusted to reflect changes in the market.

**Table 7-15 Greenfield housing GDV tipping point with 35% affordable housing and CIL at £200 psm**

No. of Units	Gross dwellings per hectare	Min % of GDV (\$106 @ £1.5k per dwelling)	Min % of GDV (\$106 @ £10.1k per dwelling)
8 (no AFH)	20	85%	90%
8 (with AFH & £80 psm CIL)	8	100%	100%
15	15	90%	95%
30	16	90%	95%
50	18	90%	95%
85	18	90%	95%
150	18	90%	95%
250	18	90%	95%
350	20	90%	95%

<sup>89</sup> KPMG, 2020, Outlook for UK house prices

<sup>90</sup> EY, 2020, UK house prices fell back 1.7% month-on-month in May with year-on-year increase down to 1.8% – EY ITEM Club comments

No. of Units	Gross dwellings per hectare	Min % of GDV (£106 @ £1.5k per dwelling)	Min % of GDV (£106 @ £10.1k per dwelling)
600	24	85%	90%
1,000	22	85%	95%

Source: AspinallVerdi, October 2020

**Table 7-16 Brownfield housing GDV tipping point with 15% affordable housing and CIL at £45 psm**

No. of Units	Gross dwellings per hectare	Min % of GDV (£106 @ £1.5k per dwelling)	Min % of GDV (£106 @ £10.1k per dwelling)
<b>Brownfield housing % of GDV</b>			
8 (no AFH)	20	95%	100%
8 (with AFH)	11	unviable	unviable
15	20	100%	unviable
40	18	95%	100%
50	20	95%	100%
70	35	85%	90%

Source: AspinallVerdi, October 2020

**Table 7-17 Change in market values example**

Typology	Unit Size sqm	Unit Price	£psm	Unit Price @ 90%	£psm @ 90%
1-bed flat	50	£160,000	£3,200	£144,000	£2,880
2-bed flat	61	£190,000	£3,115	£171,000	£2,804
1-bed house (single storey)	50	£180,000	£3,600	£162,000	£3,240
2-bed house	79	£250,000	£3,164	£225,000	£2,848
3-bed house	90	£290,000	£3,222	£261,000	£2,900
4-bed house	110	£350,000	£3,181	£315,000	£2,863

Source: AspinallVerdi, October 2020

## 8 Recommendations

### Introduction

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8.1 The following recommendations are based on the evidence set out in this viability report and the objectives set out in the Districts draft Local Plan:

### Residential

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8.2 Our viability testing has shown that the Districts policies in its draft Local Plan are generally viable on residential development but we make the following recommendations:

- **Greenfield development** – is viable with all policies costs identified, therefore no adjustments are required. Development can viably support 35% affordable housing and S106 of either £1,500 per dwelling and £10,100 per dwelling. There is also scope to increase the residential CIL charge to £200 psm.
- **Greenfield smaller sites (9 dwellings or fewer) which trigger affordable housing** – on those sites which trigger S106 of £1,500 per dwelling or £10,100 per dwelling we recommend 35% affordable housing and CIL of £80 psm.
- **Greenfield smaller sites (9 dwellings or fewer) which don't trigger affordable housing** – are viable with all policies costs identified, therefore no adjustments are required. Development can viably support S106 costs of either £1,500 or £10,100 per dwelling and there is scope to increase residential CIL charge to £200 psm.
- **Brownfield housing development** – viability is more challenging on these sites than greenfield. To enable viable development the Council should seek 20% affordable housing with a £10 psm CIL or 15% affordable housing with £45 psm CIL.
- **Brownfield flats development & smaller housing sites (9 dwellings or fewer) which trigger affordable housing**– are unviable with 0% affordable housing and all other policies including CIL. We recommend that this type of development is zero rated for CIL and no affordable housing is sought.
- **Brownfield smaller housing sites (9 dwellings or fewer) which don't trigger affordable housing** – are viable with all policies costs identified, therefore no adjustments are required. These scenarios can support a CIL of £45 psm and still enable the Districts to capture the enhanced S106 costs.
- **Rural exemption sites** - testing shows that development is not viable with 100% affordable housing and will require an element of market housing to cross-fund development to fund all policy costs. This will have to be accessed on a site by site basis.

## Older persons accommodation

8.3 Older persons accommodation is unviable with 0% affordable housing and all other policies including CIL. We recommend that this type of development is zero rated for CIL and no affordable housing is sought.

## Non-residential

8.4 Retail and office development are unviable and industrial development marginally viable. We therefore recommend that the Districts should not seek anything too onerous in terms of policy to help ensure viable development.

## CIL charging schedule

8.5 Our analysis has shown that there is scope to increase the residential CIL charge for greenfield development but there is a need to reduce it on brownfield sites. As we set out in Chapter 2, the PPG on CIL recognises that there could be different value uplift on different land uses, and it is acceptable to vary the charges in this way. Table 8-1 sets out what the proposed new CIL rates would look like. As demonstrated in this report the CIL rates contain sufficient buffers to absorb changes in the market.

**Table 8-1 Proposed new CIL rates**

Use	Affordable housing	CIL £ psm
Greenfield development – residential	35%	£200
Greenfield smaller sites (9 dwellings or fewer) which trigger affordable housing	35%	£80
Greenfield smaller sites (9 dwellings or fewer) which don't trigger affordable housing	N/a	£200
Brownfield housing development	20% /15%	£10 / £45
Brownfield flats development & smaller housing sites (9 dwellings or fewer) which trigger affordable housing	0%	£0
Brownfield smaller housing sites (9 dwellings or fewer) which don't trigger affordable housing	N/a	£90
Elderly accommodation (includes age restricted	0%	£0

Use	Affordable housing	CIL £ psm
and sheltered but not general needs housing adapted).		
All other uses	0%	£0

Source: AspinallVerdi, October 2020

8.6 We would recommend that any strategic infrastructure (e.g. Ipswich Strategic Planning Area) is funded through CIL as the Districts do not have any strategic sites such to support the delivery.

### Definitions of CIL purposes

8.7 We set out the key definitions for the draft CIL charging schedule as follows:

- **9 dwellings or fewer** – sites that fall below the following thresholds: *‘For housing, development where 10 or more homes will be provided, or the site has an area of 0.5 hectares or more’*<sup>91</sup>
- **Elderly accommodation** – *‘specialist older persons housing’ is used to describe developments that comprise self-contained homes with design features and support services available to enable self- care and independent living. Sometimes also known as sheltered/retirement housing and extra care accommodation*<sup>92</sup>
- **Greenfield** – *‘Land (or a defined site) usually farmland, that has not previously been developed.’*<sup>93</sup>
- **Brownfield** – *‘Previously developed land which is or was occupied by a permanent structure, including the curtilage of the developed land and any associated fixed surface infrastructure. ...’*<sup>94</sup>.

<sup>91</sup> MHCLG, February 2019, NPPF, Page 68

<sup>92</sup> Babergh District Council, 11 April 2016, CIL Charging Schedule

<sup>93</sup> [https://www.planningportal.co.uk/directory\\_record/270/greenfield\\_land\\_or\\_site](https://www.planningportal.co.uk/directory_record/270/greenfield_land_or_site)

<sup>94</sup> [https://www.planningportal.co.uk/directory\\_record/137/brownfield\\_land\\_and\\_sites](https://www.planningportal.co.uk/directory_record/137/brownfield_land_and_sites)



## Appendix 1 – Policy Review

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Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study																																										
Policy SP01 – Housing Needs	Low	<p>The policy sets out the following minimum number of new dwellings over the plan period (2018 – 2036):</p> <ul style="list-style-type: none"> <li>• Babergh - 7,560 dwellings (420 dwellings per annum)</li> <li>• Mid Suffolk - 10,008 dwellings (556 dwellings per annum)</li> </ul>	Policy does not have a direct policy cost but policy is reflected in our testing through the typologies and large site testing.																																										
Policy SP02 – Affordable Housing	High	<p>The policy sets out the Councils’ affordable housing policy as 35% on sites of 10 or more units or sites of 0.5 hectares or more. The policy background sets out the tenure size and profile required for the affordable housing as follows:</p> <table border="1" data-bbox="709 837 1520 1138"> <thead> <tr> <th colspan="6" style="text-align: center;"><b>Babergh Affordable Housing Mix (tenure &amp; size) over the next 18 years</b></th> </tr> <tr> <th style="text-align: left;">Tenure &amp; size</th> <th>1 bed</th> <th>2 bed</th> <th>3 bed</th> <th>4 or more bed</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>Shared ownership</td> <td>134 (26.4%)</td> <td>165 (32.6%)</td> <td>156 (30.9%)</td> <td>51 (10.1%)</td> <td>506 (100%)</td> </tr> <tr> <td>Social rent &amp; Affordable rent</td> <td>271 (27.6%)</td> <td>228 (23.2%)</td> <td>225 (22.9%)</td> <td>259 (26.4%)</td> <td>984 (100%)</td> </tr> <tr> <td>Discount home ownership &amp; starter homes</td> <td>106 (21.3%)</td> <td>173 (34.8%)</td> <td>145 (29.2%)</td> <td>72 (14.5%)</td> <td>496 (100%)</td> </tr> <tr> <td><b>Total</b></td> <td><b>511</b></td> <td><b>566</b></td> <td><b>526</b></td> <td><b>382</b></td> <td><b>1986</b></td> </tr> <tr> <td><b>Total per annum</b></td> <td><b>28</b></td> <td><b>32</b></td> <td><b>29</b></td> <td><b>21</b></td> <td><b>110</b></td> </tr> </tbody> </table>	<b>Babergh Affordable Housing Mix (tenure &amp; size) over the next 18 years</b>						Tenure & size	1 bed	2 bed	3 bed	4 or more bed	Total	Shared ownership	134 (26.4%)	165 (32.6%)	156 (30.9%)	51 (10.1%)	506 (100%)	Social rent & Affordable rent	271 (27.6%)	228 (23.2%)	225 (22.9%)	259 (26.4%)	984 (100%)	Discount home ownership & starter homes	106 (21.3%)	173 (34.8%)	145 (29.2%)	72 (14.5%)	496 (100%)	<b>Total</b>	<b>511</b>	<b>566</b>	<b>526</b>	<b>382</b>	<b>1986</b>	<b>Total per annum</b>	<b>28</b>	<b>32</b>	<b>29</b>	<b>21</b>	<b>110</b>	Housing mix is included in the appraisal.
<b>Babergh Affordable Housing Mix (tenure &amp; size) over the next 18 years</b>																																													
Tenure & size	1 bed	2 bed	3 bed	4 or more bed	Total																																								
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Policy SP03 - Settlement Hierarchy	Low	The policy outlines the settlement hierarchy across the districts.	No direct impact on appraisal assumptions.																																										
Policy SP04 - Housing Spatial Distribution	Low	The spatial distribution policy explains the districts broad pattern for the distribution of new dwellings.	No direct impact on appraisal assumptions.																																										
Policy SP05 – Employment Land	Low	The policy sets out the protected employment sites across the districts and that development of net additional employment sites will be supported along the strategic transport corridors (A12, A14 and A140). The policy also lists the three Enterprise Zones across the districts.	No direct impact on appraisal assumptions but employment scenarios have been viability tested.																																										
Policy SP06 – Retail and Leisure	Low	New retail and town centre uses to be prioritised to the strategically important retail settlements of Sudbury, Hadleigh and Stowmarket. Where there are no suitable opportunities in strategically important retail settlements then proposals may be appropriate in the district centres of Needham Market, Eye and Debenham.	No direct impact on appraisal assumptions but retail scenarios have been viability tested.																																										

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
Policy SP07 – Tourism	Low	The policy encourages appropriate new tourism development but does not identify any specific schemes or sites.	No direct impact on appraisal assumption.
Policy SP08 – Infrastructure Provision	High	<p>Infrastructure to be funded through a combination of Community Infrastructure Levy (CIL), Planning Obligations, Developer Contributions and where appropriate funding assistance from the Councils / other provider organisations.</p> <p>Strategic infrastructure identified as:</p> <ul style="list-style-type: none"> <li>• Highways improvements to the strategic road infrastructure on the A12 and A14, including an emerging Ipswich Northern Route, should the project receive endorsement from the Department of Transport during the lifetime of the Plan.</li> <li>• A secondary schools expansion programme.</li> <li>• Protected Habitats Mitigation Zone</li> </ul> <p>Appropriate infrastructure to support the planned growth is set out in the Councils Infrastructure Delivery Plan and the associated Joint Local Plan evidence base.</p>	The Council already has a CIL charging schedule in place, subject to review. Furthermore, the County Council collects sums that sit outside the S.123 list. The viability testing treats this cost as an output i.e. how much can development affordable to pay for infrastructure once other policy costs are included.
Policy SP09 - Cross-boundary mitigation of effects on Protected Habitats	High	Developments in the Protected Habitats Mitigation Zone will need to make Section 106 contributions for mitigation.	Policy cost is included in appraisal.

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
Policy SP10 - Climate Change	Low	Major development to take a proactive approach to mitigating and adapting to climate change, identifying opportunities to deliver decentralised energy systems powered by a renewable or low carbon source. Encourages new development that reduces waste.	Policy only encourages and is not mandatory therefore no direct impact on appraisal assumption.
Policy LP01 - Hamlets and Clusters of development in the Countryside	Low	Development management policy which sets out the circumstances whereby development in hamlets and countryside is acceptable.	No direct impact on appraisal assumption.
Policy LP02 - Residential Annexes	Low	Development management policy which sets out the circumstances whereby development of residential annexes is acceptable.	No direct impact on appraisal assumption.
Policy LP03 - Residential Extensions and Conversions	Low	Development management policy which sets out the circumstances whereby residential extensions and conversions is acceptable.	No direct impact on appraisal assumption.
Policy LP04 - Replacement Dwellings In The Countryside (Outside of Settlement Boundaries)	Low	Development management policy which that explains that replacement of an existing dwelling in the countryside or the conversion/erection of ancillary buildings is acceptable if it meets the criteria in the residential extensions and conversions policy. And sets additional criteria this type of development it needs to meet.	No direct impact on appraisal assumption.

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
Policy LP05 – Replacement Dwellings and Additional Dwellings on Sub-Divided Plots Within Settlement Boundaries	Low	Development management policy which that sets out the circumstances whereby development will be permitted of replacement dwellings and additional dwellings on sub-divided plots within settlement boundaries.	No direct impact on appraisal assumption.
Policy LP06 – Mix and type of composition	High	<p>Development management policy which sets out the circumstances for major housing developments including supported and special needs housing, schemes must include:</p> <ul style="list-style-type: none"> <li>• 35% affordable housing</li> <li>• 50% of dwellings to be Part M4(2)</li> <li>• Bungalows included in the mix on schemes of 10+ or on sites of 0.5 hectares or more, if the latest housing needs assessment identifies such a need.</li> </ul>	Appraisal assumes affordable housing included on-site, bungalows included as part of housing mix and cost included for Part M4(2) requirements. Quantum to be determined through viability testing
LP07 – Supported and Special Needs Housing	High	<p>Policy which defines specialist accommodation and sets out criteria for which these schemes will be assessed. It requires proposals to:</p> <ul style="list-style-type: none"> <li>• Protects and enhances biodiversity and geodiversity.</li> <li>• Meets shared facility standards.</li> </ul>	We have appraised this typology and included costs for meeting standards in terms of biodiversity and M4(2).

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
		<ul style="list-style-type: none"> <li>• Meet the requirements for accessible and adaptable dwellings under Part M4(2) of Building Regulations.</li> <li>• Ensure heritage assets and their settings are maintained, protected and enhanced.</li> </ul>	Separate typology for elderly accommodation has been included in the testing.
Policy LP08 – Affordable Housing	<b>High</b>	<p>Development management policy which sets the Councils 35% policy on relevant sites of ten or more units or sites of 0.5ha or more. The policy sets out the tenure split as:</p> <ul style="list-style-type: none"> <li>• 984 for Babergh and 1,288 for Mid Suffolk is to be for affordable rent / social rent</li> <li>• 506 for Babergh and 583 for Mid Suffolk is to be for shared ownership</li> <li>• 495 for Babergh and 430 for Mid Suffolk is to be for discounted home ownership/starter homes.</li> </ul> <p>The policy explains that neighbourhood Plans may set requirements for a greater proportion of affordable housing, if supported by viability evidence.</p> <p>Volume up to 35% market housing allowed on rural exception sites.</p> <p>10% of housing on major sites must be affordable home ownership as part of the overall housing mix unless the exemptions are met in policy.</p>	Policy cost is included in appraisal, assumed delivered on site in testing.

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
Policy LP09 – Provision for Gypsy and Traveller and Travelling Showpeople		Sets out the considerations for new Gypsy and Traveller and Travelling Showpeople sites across the districts.	No direct impact on appraisal assumption.
Policy LP10 - Moorings, Marinas and Houseboats	Low	Sets out the requirements for development of mooring of houseboats.	No direct impact on appraisal assumption.
Policy LP11 - Self-Build and Custom-Build	Low	Councils support for self-build/custom-build housing or proposals that make a proportion of serviced dwelling plots available for sale to self-builders or custom builders, on appropriate sites and comply with policies in the Joint Local Plan.	Policy only supports and is not mandatory therefore no direct impact on appraisal assumption. Any provision of serviced plots will be off-set form revenue received.
Policy LP12 - Employment Development	Low	Development management policy which sets out acceptable employment development and the circumstances for change of use to small scale employment use in predominantly residential.	No direct impact on appraisal assumptions but employment scenarios have been viability tested.



Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
Policy LP13 - Safeguarding Economic Opportunities	Low	Development management policy for safeguarding employment sites.	No direct impact on appraisal assumption.
Policy LP14 – Town Centre and Retail	Low	Development management policy which sets out the minimum threshold for A1 units in the Primary Shopping Frontages and in Secondary Shopping Frontages development of Use Classes A1-A5, D1 and D2, may be permitted in circumstances listed in the policy. Impact assessment will be required for retail and leisure development outside of town centre boundaries, is in excess of 400 sqm.	No direct impact on appraisal assumption.
Policy LP15 - Tourism	Low	Development management which sets out circumstances where tourism and leisure development will be supported.	No direct impact on appraisal assumption.
Policy LP16 - Countryside Tourist Accommodation	Low	Restricts holiday lets to a maximum of 28 days.	No direct impact on appraisal assumption. Scenario not tested separately. Growth is not significant to the delivery of the plan.
Policy LP17 - Environmental Protection	Low	Development management policy which explains that development of previously development land to be prioritised and sets out the environmental aspects development must have regard to including; Efficient and Effective Use of Resources/Land, Land Contamination and	Assume development will comply with policy and not tested separately.

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
		Instability, Pollution and Environmental Amenity and ground and surface water.	
Policy LP18 – Biodiversity & Geodiversity	Medium	Sets out the circumstances whereby development will be supported in relation to biodiversity, this includes but limited to development to follow a hierarchy approach, seeking firstly to avoid impacts of biodiversity.	<p>Any costs associated with surveys to be covered through our professional fees allowance.</p> <p>Any costs for mitigation assumed to be delivered through planning obligations but this is not expected to impact every site.</p>
LP19 - Landscape	Low	Sets out the circumstances whereby the Councils will support development that amongst others, considers the effects on the natural environment, integrates positively with the existing landscape character, and enhances and protects the landscape.	Assume development will comply with policy and not tested separately.
LP20 – Area of Outstanding Natural Beauty	Low	Policy sets out the circumstances where they will support development in or near the AONBs.	Assume development will comply with policy and not tested separately.

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
LP21 - The Historic Environment	Low	Policy sets out the circumstances where they will support development in or near heritage assets and the historic environment.	Scenario testing assumes that development will not impact the historic environment. Where development is impacted by the historic environment than this will be treated as an abnormal cost and will need to be reflected in a reduced land value.
LP22 - Change in Land Use for Equestrian or other animal/rural land base uses	Low	Sets out the circumstances whereby equestrian uses or other animal/rural land-based uses in the countryside is acceptable.	No direct impact on appraisal assumption.
Policy LP23 – Agricultural Land To Residential Garden Land	Low	Sets out the circumstances whereby the change in use of agricultural land to residential garden land or land ancillary to a residential dwelling may be permitted.	No direct impact on appraisal assumption.

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
Policy LP24 – New agricultural / rural buildings in the Countryside	Low	Policy requires planning applications to undertake necessary assessments to ensure development is suitable and sustainable.	We have not appraised agricultural / rural development.
Policy LP25 - Sustainable Construction and Design	High	<p>Policy sets out the Councils Sustainable Construction and Design requirements that include:</p> <ul style="list-style-type: none"> <li>• Achieve reductions in CO2 emissions of 19% below for the Target Emissions Rate of the 2013 Edition of 2010 Building Regulations (Part L); and</li> <li>• Meet the higher water efficiency standards of 110 litres per person per day, as set out in building regulations part G2.</li> </ul> <p>To meet the above all major developments are required to submit a Sustainability Design and Construction Statement.</p> <p>The policy also explains that non-residential development of 1,000sqm and above must achieve a minimum of BREEAM 'Very Good' standard or equivalent.</p>	Cost included in the appraisal. Any costs associated with Sustainability Design and Construction Statement to be covered by professional fees allowance.
Policy LP26 - Design and Residential Amenity	Low	Sets out the design requirements for new residential development.	Policy is not onerous compared to what is being delivered at the moment and assumed

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
			covered through general build costs.
Policy LP27 - Energy Sources, Storage and Distribution	Low	Policy sets out the circumstances where renewable, decentralised and community energy generating proposals will be supported. It also explains that the Council will use planning obligations to restore when energy generation ceases or becomes non-functioning for a period of three months. And also explains the conditions for renewable and low carbon energy are located in nature conservation sites, the Area of Outstanding Natural Beauty, or impact on the setting of heritage assets (including conservation areas) or any other designated areas.	No direct impact on appraisal assumption.
Policy LP28 – Water Resources and Infrastructure	Low	Policy states that development will be supported where it can demonstrate it has consulted with the relevant authority regarding waste water treatment and that there is capacity within the network.	Cost of complying with policy covered by professional fees allowance.
LP29 - Flood Risk and Vulnerability	Medium	Policy encourages development away from flood risk areas. It requires development to mitigate existing and potential flood risks through application of a sequential approach to flood risk and implementation of Sustainable Drainage Systems, and risks to ground or surface water quality.	Proposed development only likely to suffer from surface water, which will be dealt with SuDs and the external cost allowance in the appraisal.

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
Policy LP30 - Designated Open Spaces	Medium	Sets out where total or partial loss of open space will be permitted. Developments in excess of 1 hectare will be required to provide on-site open space provision to meet identified needs/deficits. Open space to be provided in line with the open space standards identified in the Open Space Assessment.	Assumed that open space to be delivered on-site through the difference between gross and net developable area.
Policy LP31 - Services and Facilities Within the Community	Low	Sets out the circumstances where new development and loss of community facilities will be acceptable. It encourages high quality development and for schemes to minimise their impact on climate change, use sustainable construction practices etc.	No direct impact on appraisal assumption.
Policy LP32 - Safe, Sustainable and Active Transport	High	Sets out development management policy for safe, sustainable and active transport. Developments that are expected have a major impact on highway infrastructure need to provide a travel plan and transport statement or transport assessment.  The policy sets out appropriate provisions that development should make which includes, amongst other things; cyclists' facilities, electric vehicle charging points, and linkages to networks. There is also potential for contributions towards sustainable transport strategies and school transport contributions.	Cost for electric charging points included in appraisal. Assume cost for travel plan included in professional fees allowance. Any other contributions would be captured through S106s which we have made allowances for based on monitoring data. Where site specific costs are greater than assumed this

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
			will need to be captured in any surplus generated and/or a reduced land value
Policy LP33 - Managing Infrastructure Provision	<b>High</b>	Development plan policy which explains that new development must be supported by necessary infrastructure and conditions or planning obligations will be used as package of the infrastructure measures.	The Council's S123 list captures some of these cost through CIL. A cost allowance has been included in the appraisal for those items not included in the CIL list which the development will need to provide for site specific mitigation. Where site specific costs are greater than assumed this will need to be captured in any surplus generated and/or a reduced land value

Draft Planning Policy	Impact on viability	Local Plan Viability implications	How have these costs been dealt with in the study
Policy LP34 - Health and Education Provision	<b>High</b>	Policy protects current health and education uses and circumstances where to facilities will be supported. The policy allows for change of use, or re-development of educational establishments unless specific circumstances are met.	Ditto.
Policy LP35 - Developer Contributions and Planning Obligations	<b>High</b>	Development plan policy which explains that infrastructure to support development will be will be provided through a combination of Community Infrastructure Levy (CIL), Planning Obligations, Developer Contributions and where appropriate funding assistance from the Councils / other provider organisations.	Ditto.



## Appendix 2 – Property Market Report

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Appendix 2

Draft

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Property Market Report

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Babergh & Mid Suffolk District Councils



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September 2020

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## Quality Assurance

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Date of Report

21 September 2020

Version

Final Client Issue

Filename and path

Document1

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Prepared by

Lawrence Owho , Consultant

Stuart Cook, Director

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Checked by

Stuart Cook, Director

Date

21 September 2020

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Authorised by

Stuart Cook, Director

Date

21 September 2020

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## Limitation

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## Appendices

Appendix 2.1 – Residential sold price

# 1 Introduction

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- 1.1 This property market report has been used to inform our assumptions and inputs for the Babergh & Mid-Suffolk Councils Local Plan and CIL viability testing. This report draws on data from recognised published data such as CoStar, EGi, Land Registry, Rightmove.co.uk, Zoopla, Energy Performance Certificates (EPCs), published reports and agent consultations.
- 1.2 Our market assessment considers the following markets:
- General residential.
  - Specialist residential.
  - Retail (comparison and convenience).
  - Office uses.
  - Industrial uses.

## Novel Coronavirus (COVID-19)

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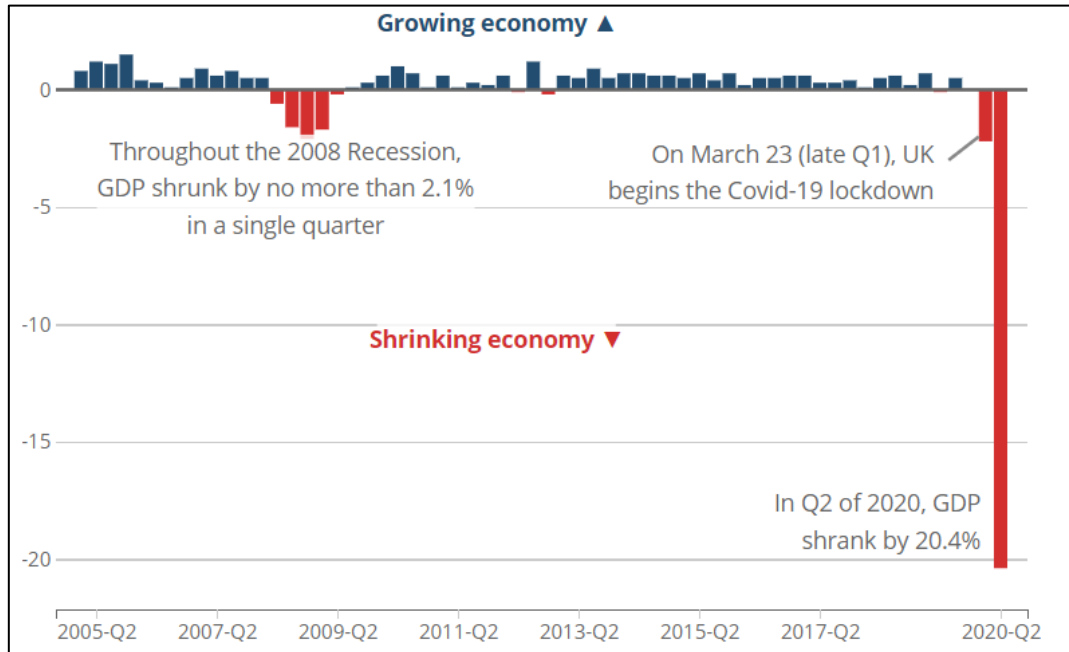
- 1.3 On the 11 March 2020, the World Health Organisation declared the coronavirus a worldwide pandemic. Since the 23 March 2020 the UK has been in lockdown which has resulted in measures such as the government asking people to work from home (unless key workers), furlough scheme to protect workers, restrictions in leaving the house, school closures, social distancing measures and travel restrictions, In June the government announced the easing of restrictions but are subject “local lockdown” depending on the spread of the virus. It is too early to tell what impact coronavirus will have on the UK property market but it is likely to be significant given many sectors have had to pause trading and turnover has decreased leading to the UK economy shrinking.

## Impact on the UK economy

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- 1.4 The pandemic has a significant impact on the UK economy, Figure 1-1 shows that since lockdown the UK economy (gross domestic product (GDP)) has shrunk for two consecutive quarters and has now entered a technical recession for the first time in 11-years.

**Figure 1-1 UK GDP growth, Quarter 1 (Jan to Mar) 2005 until Quarter 2 (Apr to June) 2020**

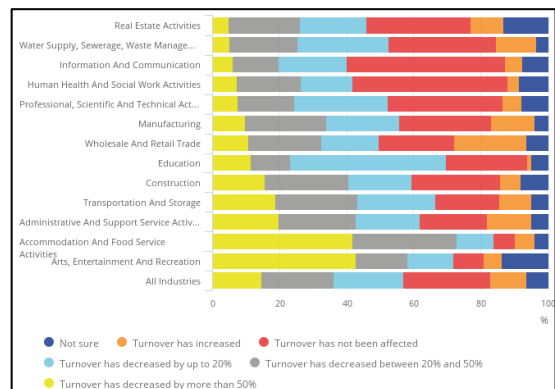
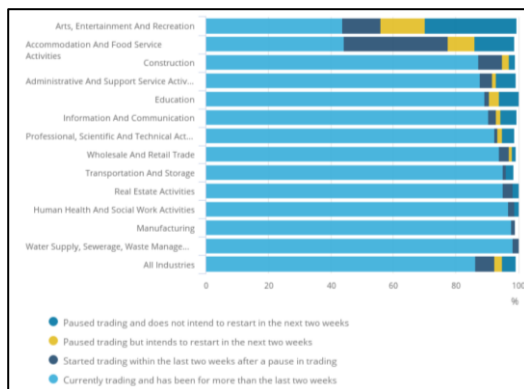


Source: Office for National Statistics

1.5 As shown in Figure 1-2, all sectors have been affected by the pandemic through pausing in trading. The arts and the service sectors, then followed by construction, have been particularly hard hit and continually being affected despite easing of restrictions. Due to the pandemic, a large percentage of businesses in all sectors are seeing a reduction in turnover (see Figure 1-3)

**Figure 1-2 Percentage of businesses, current trading status, broken down by industry, UK, 29 June to 12 July 2020**

**Figure 1-3 Effect on turnover, businesses who are continuing to trade, broken down by industry, UK, 29 June to 12 July 2020**



Source: Office for National Statistics – Business Impact of Coronavirus (COVID-19) Survey

**Impact on the property market**

1.6 We are only now seeing some data on the impact coronavirus is having on the property market but not insignificant quantum to draw robust analysis - this is because the market has effectively



been held in abeyance and with the time-lag of recording data the full impacts will not be known for a number of months to come.

## 2 Residential market assessment

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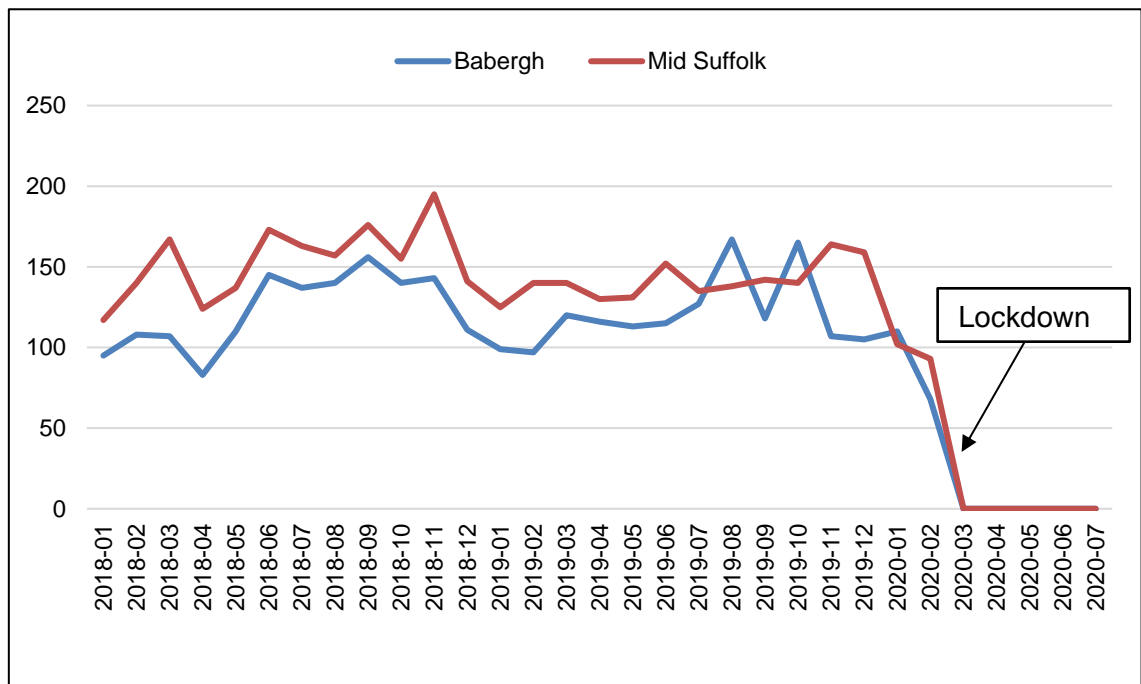
- 2.1 To provide context of the Districts residential market, we first provide analysis of the national and county markets. These are then compared to the Districts markets. We then provide a more detailed market analysis of the Districts market through analysis of new build sold and quoting prices.
- 2.2 Data has been collected from several sources including, Land Registry, Zoopla, Rightmove and EPCs (Environmental Performance Certificates).

### Market overview

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- 2.3 Following the global financial crisis, the residential market in England & Wales was generally been in a period of growth. The growth was initially seen in London, which responded to the quickest to the financial crisis. This growth then rippled out to the southeast and regions. But this growth in values has not been spread equally across England & Wales. Those regions that performed well were located within an hour's commute to London, commonly known as the 'golden hour' for commuters. As London has faced affordability issues, those locations within an hour commute had become more attractive as they often better value money for those wishing to buy, or upsize. In recent years, the market has become more unstable due to; changes in Stamp Duty Land Tax (SDLT); the UK leaving the EU and entering into a transition period; and more recently and severely, the impact of COVID-19.
- 2.4 As demonstrated in Figure 2-1 since the enforcement of lockdown sales have fallen significantly. As such, there is not a sufficient volume of reliable data at this current time to draw conclusions on the impact the virus is having on the residential market. As Land Registry is updated over the coming months, we may see sales being recorded during the lockdown period but as yet there is no data. To support the housing market during the pandemic, the government announced on the 08 July 2020 that from that date until 31 March 2021 there will be an SDLT holiday for properties up to the value of £500,000.

**Figure 2-1 Babergh & Mid Suffolk sales volumes 2015 - present**

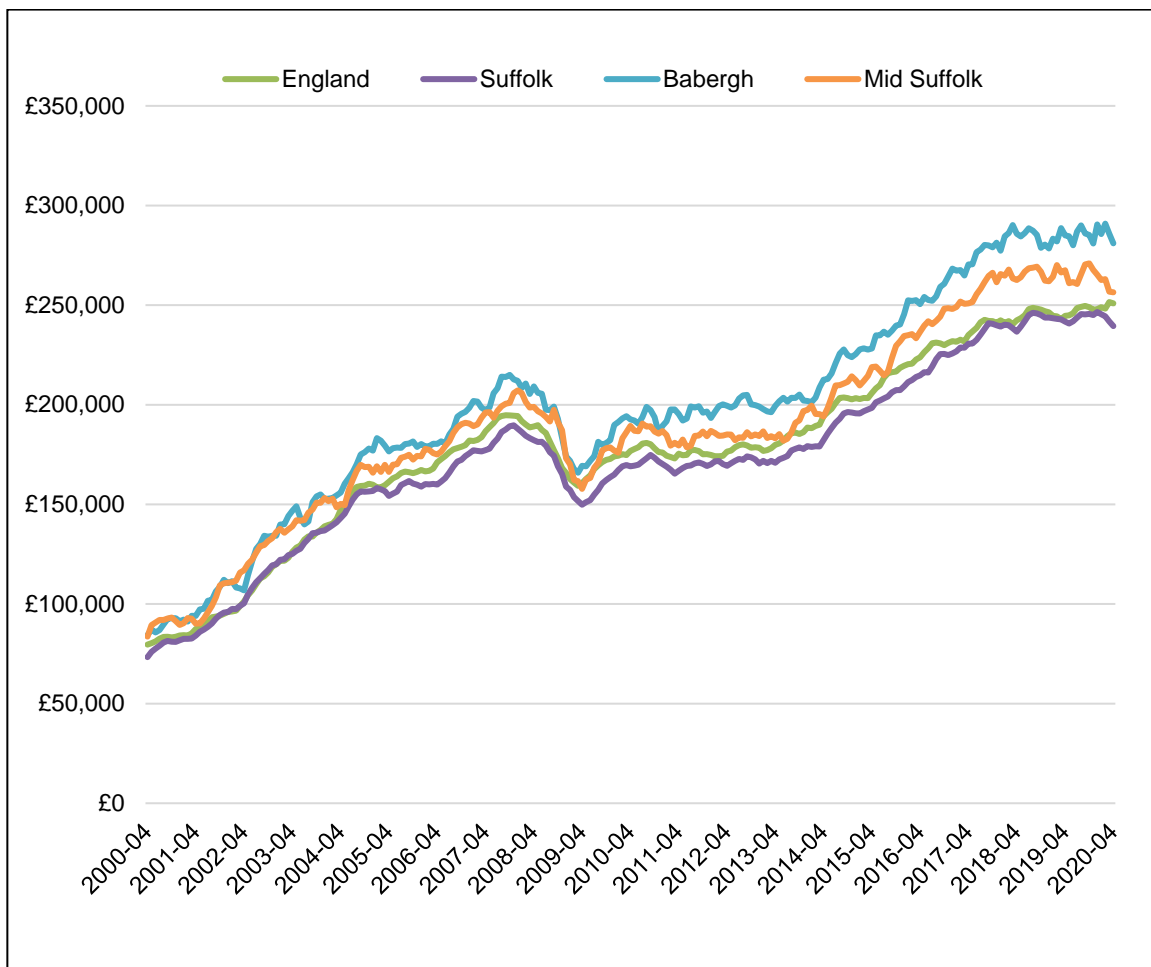


Source: Land Registry, accessed August 2020

## Average property prices

2.5 As shown in Figure 2-1 Figure 2-2 Average property Prices England, Suffolk, Babergh & Mid Suffolk, leading up to the global financial crisis residential property prices were in a period of growth. Between 2000 and 2007 average property prices across England, Suffolk, Babergh and Mid Suffolk increased by an average of 150%. During this period average prices across Babergh and Mid Suffolk were higher than the national and county averages. As the UK entered into recession average prices across England, Suffolk, Babergh and Mid Suffolk fell by around 20% between 2007 and 2009. Since 2009, the England average price has increased by around 55%, from £159,000 to £248,000. In the same period, prices across Suffolk have grown at a slightly higher rate of 58%, from a lower average price; the difference in average prices in Suffolk and England is currently around £11,000 (or 4%). The average prices in Babergh and Mid Suffolk are higher than the average prices in England and Suffolk. However, since 2009, the difference in prices between Babergh and Mid Suffolk has increased and currently stand at 8%. Compared to Suffolk, average prices in Babergh are currently 15% higher, at £281,024.

**Figure 2-2 Average property Prices England, Suffolk, Babergh & Mid Suffolk**



Source: Land Registry, accessed August 2020

### Suffolk average property prices

- 2.6 Table 2-1 shows average property prices for the county split by typology. The analysis shows that the difference between the average current value, on a unit basis, for detached and semi-detached is significant at around £160,000 (or 65%) this is despite the difference in £ psf being only 6% - this would indicate that the average size of a detached property is relatively large compared to semi-detached.
- 2.7 The difference between semi-detached and terraced, and terraced and flats average current value, on a unit basis, is more consistent, at 15% and 25% respectively. But the analysis shows that the average price on £psf between semi-detached, terraced and flats are similar at around £230 psf.

**Table 2-1 Property values by type, Suffolk County**

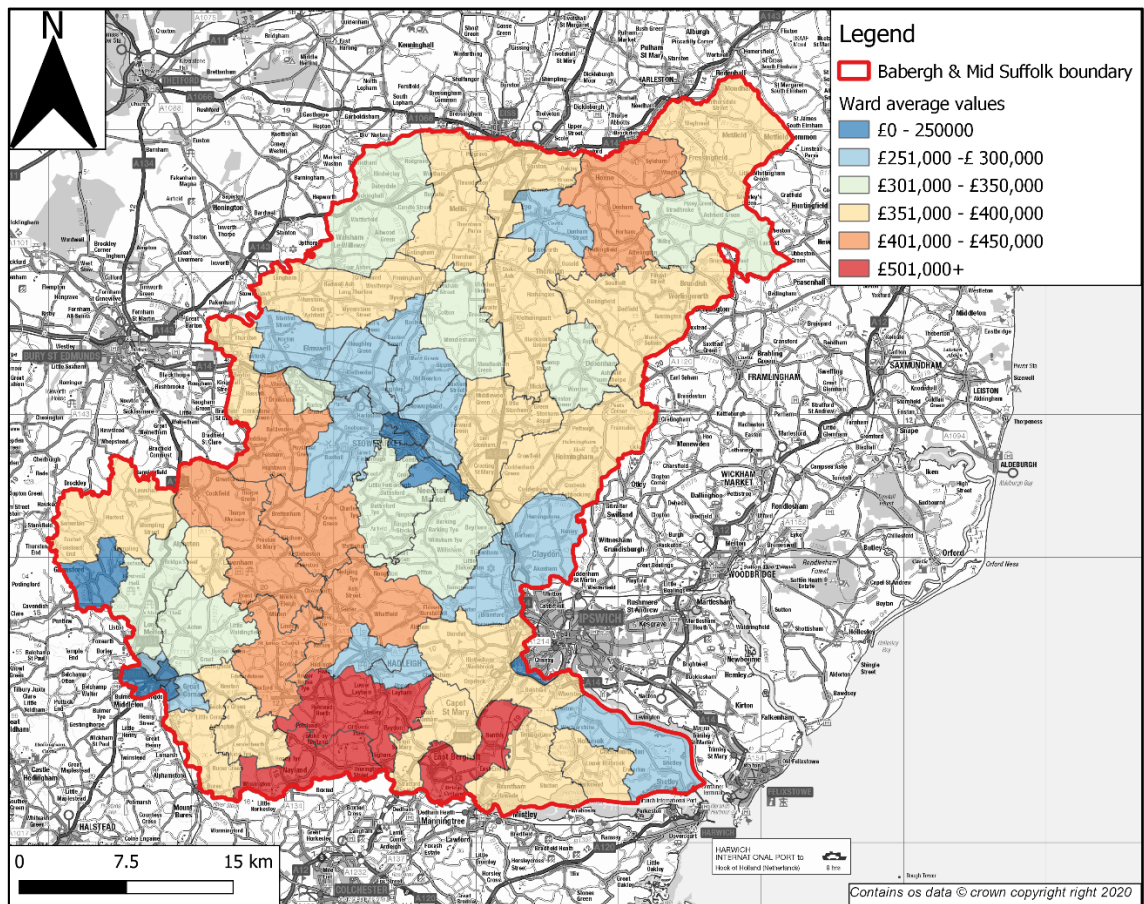
Property type	Avg. current value	Avg. £ per sq ft.	Avg. # beds	Avg. £ paid (last 12m)
Detached	£403,578	£251	3.7	£371,053
Semi-detached	£243,526	£237	3.0	£242,087
Terraced	£207,453	£236	2.7	£204,725
Flats	£164,928	£231	1.8	£155,059

Source: Zoopla, accessed August 2020

## Babergh and Mid Suffolk average property prices

- 2.8 Analysis has been undertaken of Land Registry data of sold prices for re-sales on a price per unit basis over the last two years across Babergh & Mid Suffolk.
- 2.9 The map in Figure 2-3 shows property prices grouped in value bands analysed against ward boundaries. The analysis shows higher values on a price per unit concentrated mainly to the south of Babergh, with a corridor of medium value extending northward. There are also clear areas of lower value around the main towns of Stowmarket and Sudbury, however, this is due to the higher volume of smaller units in these areas as well as rural areas usually having higher values.

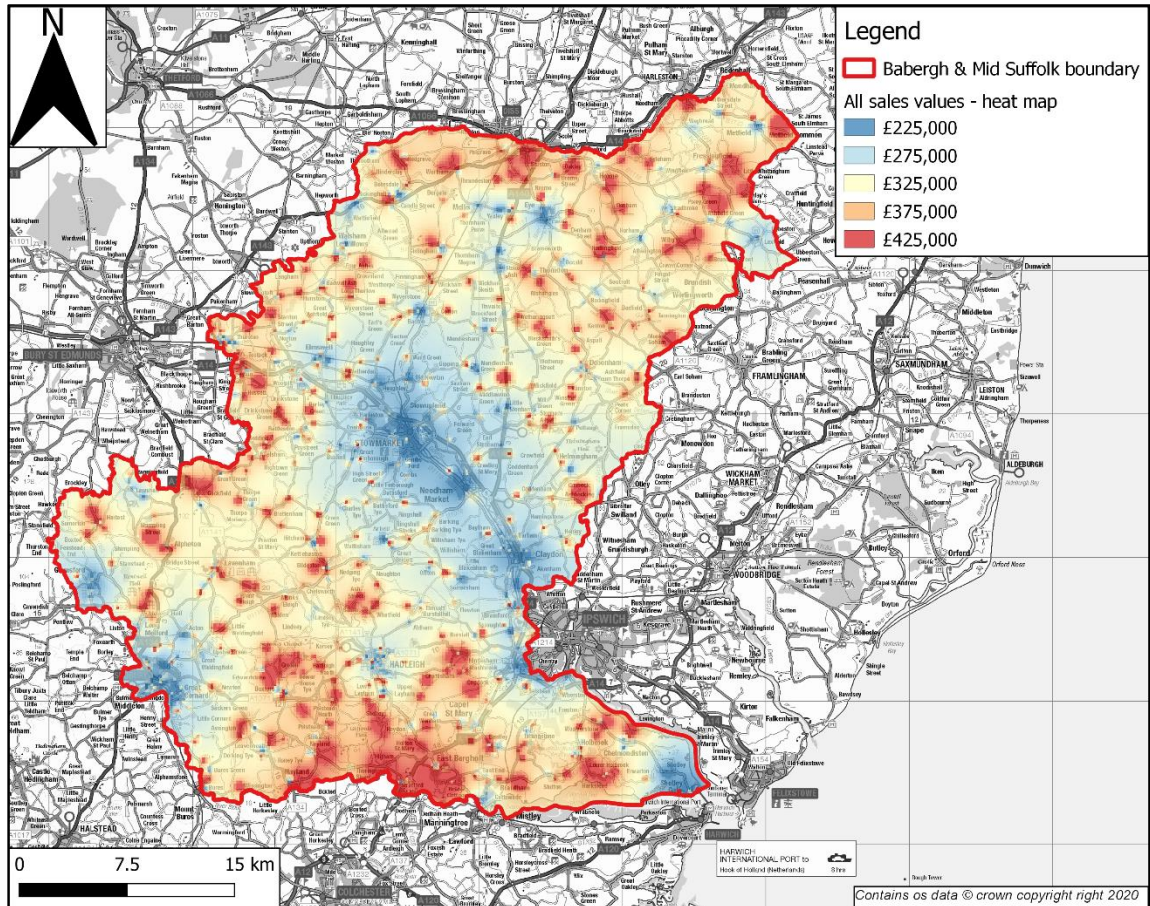
Figure 2-3 Residential values by ward boundary: 07/2018 – 07/2020



Source: Land Registry Sale Value data, Basemap ArcGIS online, August 2020

2.10 The map in Figure 2-4 is the same Land Registry data expressed as a 'heatmap.' The data is not 'fixed' against ward boundary boundaries thus allowing for finer grain analysis of the areas of higher, mid and lower values. The red/orange colours represent higher average prices and the blue colours represent the lower values. The analysis shows an emphasis on the lower-value area along the A14 corridor, which includes the settlements of Stowmarket, Needham Market and Great Blakenham and continuing towards Ipswich fringe as well as around Sudbury and Shotley. The map also reveals 'pockets' of lower value to the north around Eye and Metfield. The main higher value areas are to the west of the Districts near Bury St Edmunds, the very rural north of the Districts and areas towards the south, along the Area of Outstanding Natural Beauty (AONB). There are further smaller 'pockets' of higher value dispersed among the lower value areas around the A14 corridor and Sudbury. These higher value areas are achieved in smaller villages.

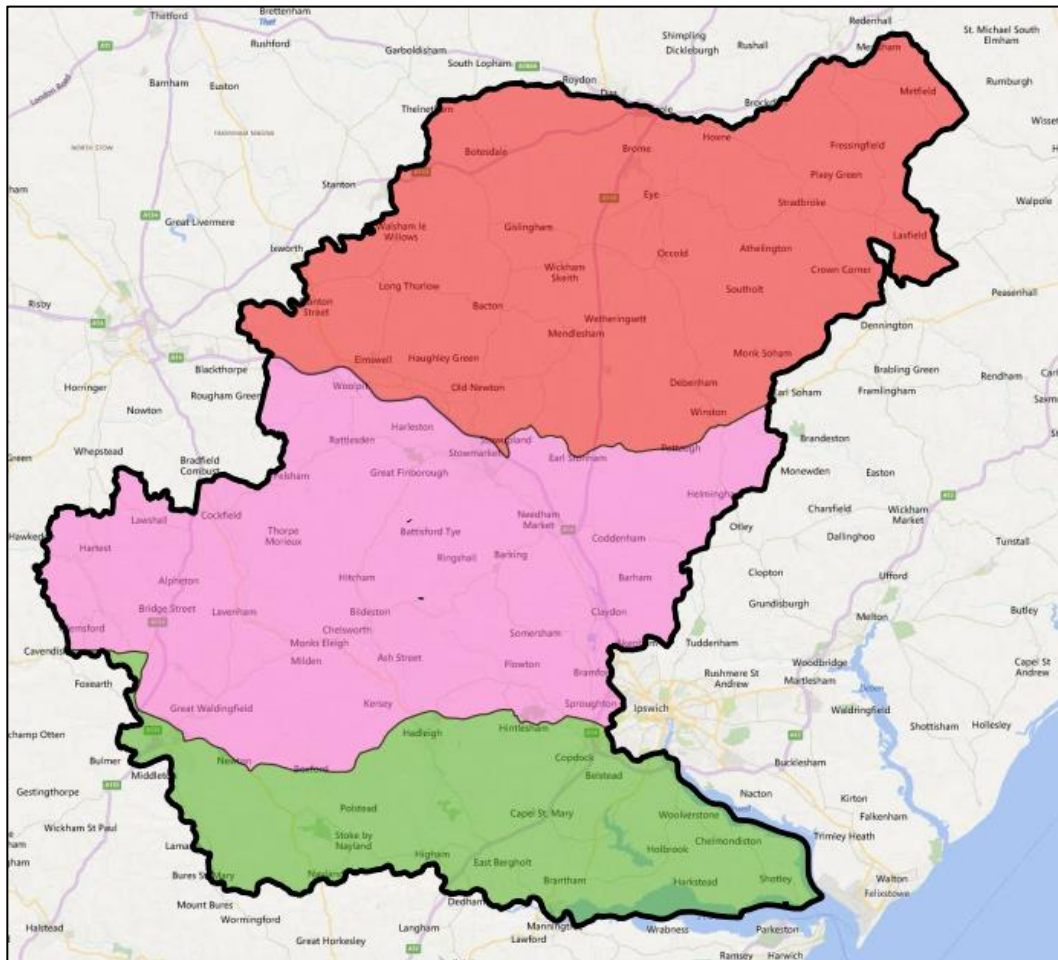
Figure 2-4 Residential values expressed as a heatmap: 07/2018 – 07/2020



Source: Land Registry, Babergh & Mid Suffolk District Councils, AspinallVerdi, accessed August 2020

## Zonal analysis

2.11 For clarity and ease of analysis for new build sold and quoting prices, we have split the Districts into three ‘zones’, these are shown in Figure 2-5. The ‘Northern Zone’ comprises the areas of Mid Suffolk above the A14/A1120, the ‘Central Zone’ is the region below the A14/A1120 and above the A1071 and the ‘Southern Zone’ comprises the area of the Babergh District below the A1071.

**Figure 2-5 Analysis zones**

Source: AspinallVerdi (2020)

- 2.12 New build sale values have been analysed using Land Registry Data, this data has been analysed on a £ psm basis through cross referencing the data with EPC. The full analysis is contained in Appendix 2.1 and summaries provided in this section of the report.
- 2.13 The EPC certificate data provides evidence of the unit sizes but does not record the number of bedrooms per property. Evidence of the number of beds has been taken from the Districts planning portal, Rightmove, Zoopla and PrimeLocation; although, it has not been possible to reconcile all property types. Where the number of beds for the property is known, this has been recorded. Where the number of beds is not known this has been left 'blank' in our analysis rather than 'guessing' the number of beds based on the unit size and cross-referencing with minimum space standards. The data covers two years of sales (April 2017 – April 2019),
- 2.14 To supplement the new build sold prices we have analysed new build schemes and their quoting prices. This has been through analysis of website such as Rightmove and PrimeLocation along with developers own websites.



## Northern Zone - new build sold values

- 2.15 The main recent new build sales in the northern zone have been at the Kingsbrook Place development in the village of Elmswell and the Trinity Meadows development in Stowupland.
- 2.16 Table 2-2 shows new build sold prices for Kingsbrook Place, Elmswell. It is a 190-unit development by Taylor Wimpey Homes with a mix of 2, 3,4 - and 5-bedroom houses. The data in Table 2-2 shows that the majority of units recently sold are terraced and detached. In contrast, semi-detached properties represent the smallest number of sales. The prices recorded at Kingsbrook Place range from £2,545 - £3,809 psm with the majority being for terraced housing

**Table 2-2 Analysis of new build sold prices – Kingsbrook Place, Elmswell**

Typology	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Detached	18	122	£237,500	£434,995	£2,545	£3,663
Semi Detached	12	94	£244,995	£316,995	£2,650	£3,889
Terraced	40	78	£202,500	£309,995	£2,642	£3,809

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

- 2.17 Table 2-3 shows the new build sold prices for Trinity Meadows, Stowupland. It is part of a 175-unit Bloor Homes development with a mix of 2, 3 and 4-bedroom houses. The data shows that the units sold at the scheme are comparably smaller than the units at the other developments in the zone at 72 sqm for semi-detached and 110 sqm for detached properties. Terraced properties achieved values from £3,214 to £3,538. £psm for semi-detached properties range from £3,164 to £3,538. The majority of sales were detached units which achieved values from £2,672 to £4,508 psm.

**Table 2-3 Analysis of new build sold prices - Trinity Meadows, Stowupland**

Typology	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	3	71	£219,995	£269,995	£3,214	£3,538
Detached	34	110	£255,995	£414,995	£2,672	£4,508
Semi Detached	12	72	£216,995	£266,995	£3,164	£3,538

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Northern Zone - new build quoting prices

- 2.18 With regards to new build quoting prices the main development advertised in the Northern Zone is the Taylor Wimpey 190-unit development in Elmswell. Also, there are several smaller developments which are being brought forward by national and regional and local housebuilders.

- 2.19 As set out in Table 2-4 new build quoting prices in the Northern Zone show that 2-beds range between £175,000 and £240,000, 3-beds between £230,000 and £397,500, and 4-beds between £347,500 and £625,000. Quoting prices at the Felgate Close and Thurston Park developments are noticeably higher than the other schemes in the area. This is due to the higher quality of the amenities they offer.

**Table 2-4 New build quoting prices – Northern Zone**

Address	Developer	Typology	Quoting prices
<b>Laxfield</b>			
Felgate Close, Bickers Hill, Laxfield	-	A small development of three and four bed dwellings	3 bedroom detached: £397,500 4 bedroom detached: £625,000
<b>Stowupland</b>			
Trinity Meadows, Church Road, Stowupland	Bloor Homes	A development of 74 two, three and four bedroom dwellings.	3 bedroom semi-detached: £270,000-£275,000 3 bedroom bungalow: £352,000 4 bedroom detached: £350,000-£400,000
<b>Thorndon</b>			
The Clock Tower, Stoke Road, Thorndon, Eye	-	A development of one, two and three bedroom dwellings.	2 bedroom flat: £175,000 - £185,000 2 bedroom semi detached: £240,000 3 bedroom semi detached: £250,000-£300,000.
<b>Thurston</b>			
Thurston Park, Norton Road, IP31 3SD	Hopkins Homes	A development of two, three, four and five bedroom dwellings.	3 bedroom semi detached: £330,000 3 bedroom detached: £355,000 4 bedroom semi detached: £395,000 4 bedroom detached: £470,000 - £545,000
Cavendish View, Norton Road, IP31 3QH	Linden Homes	A development of two, three, four and	3 bedroom semi detached: £292,995 - £314,995

Address	Developer	Typology	Quoting prices
		five bedroom dwellings.	4 bedroom semi detached: £349,995 4 bedroom detached: £379,995 - £464,995
College Park, Ixworth Road Thurston, IP31	Persimmon Homes	A development of two, three, four and five bedroom dwellings.	2 bedroom semi detached: £228,000 3 bedroom terraced: £230,000 - £276,500 3 bedroom end terrace: £252,000 3 bedroom semi detached: £286,000 3 bedroom detached: £310,000 4 bedroom detached: £347,500 5 bedroom detached: £410,000
Station Hill, Thurston	-	A development of one and two bedroom dwellings.	1 bedroom flat: £150,000 - £155,000 2 bedroom flat: £205,000
<b>Elmswell</b>			
St Johns Mead, Wetherden Road, Elmswell, IP30	Crest Nicholson	A development of two, three and four bedroom dwellings.	3 bedroom detached: £320,000 - £330,000 4 bedroom detached: £420,000
Kingsbrook Place, Station Road, Elmswell	Taylor Wimpey	A development of 190 two, three, four and five bedroom dwellings with allocated parking.	2 bedroom terraced: from £225,000 - £230,000 3 bedroom semi detached: £280,000 - £315,000 3 bedroom detached: £285,000 4 bedroom detached: £410,000 - £415,000 5 bedroom detached: from £450,000

Source: Rightmove, developer websites, accessed September 2020

## Central Zone - new build sold prices

2.20 The majority of recent new build sales in the Districts have occurred in the central zone, with over half of all new build sales recorded occurring in this zone. The majority of new build sales in the zone have been in the settlements of Stowmarket and Needham Market.

### Stowmarket

2.21 Table 2-5 shows new build sold prices for the Northfield View development in Stowmarket. It is a Taylor Wimpey development which will deliver up to 600 units with a mix of 2, 3, 4 and 5-bedroom units. The analysis of new build sold prices shows that there are a number of quite large units across all typologies – this results in the achieved £psm quite low compared to other schemes in the area.

**Table 2-5 Analysis of new build sold prices (including number of beds) - Northfield View, Stowmarket**

Typology	No. of beds	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Flat	1	12	50	£150,000	£169,995	£2,729	£3,667
Semi Detached	3	23	100	£204,000	£290,000	£2,073	£3,250
Terraced	2	7	64	£176,000	£226,995	£2,750	£3,547
Terraced	3	18	87	£240,000	£279,995	£2,273	£3,375
Detached	3	9	125	£305,000	£355,000	£2,540	£2,850
Detached	4	7	141	£355,000	£394,995	£2,518	£2,801
Detached	5	2	167	£406,995	£419,995	£2,437	£2,515

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

2.22 Table 2-6 shows new build sold prices for the Willowbrook development in Bramford. It is a development by Bovis Homes, delivering 130 2, 3 and 4 bedroom properties. The majority of sales have been detached units which range from £2,622 to £3,247 psm, terraced units have achieved prices ranging between £2,373 and £3,606 psm whereas the semi-detached units achieved values range from £2,462 to £3,032 psm.

**Table 2-6 Analysis of new build sold prices (including number of beds) - Willowbrook, Bramford**

Typology	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Detached	14	119	£295,000	£424,995	£2,622	£3,247
Semi Detached	4	112	£284,995	£326,995	£2,462	£3,032
Terraced	10	104	£219,995	£315,000	£2,373	£3,606

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

- 2.23 In other parts of Stowmarket, sales have occurred at the Chilton Place development. Table 2-7 shows the number of sales for detached properties is significantly higher than those for semi-detached properties, with £psm for the former being between £3,095 and the latter between £3,389 and £4,206.

**Table 2-7 Analysis of new build sold prices (including number of beds) – Chilton Place, Stowmarket**

Typology	No. of beds	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Detached	2	11	64	£230,000	£275,000	£3,631	£4,206
Detached	3	13	84	£285,000	£325,000	£3,389	£3,916
Semi Detached	2	4	63	£195,000	£195,000	£3,095	£3,095

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Needham Market

- 2.24 The only recent new build sales that have occurred in Needham Market has been at the St Georges Park development, located to the south of the settlement. As shown in Table 2-8, sold property prices at the St Georges Park development are also wide-ranging from £1,974 psm to £4,167 psm.

**Table 2-8 Analysis of new build sold prices (including number of beds) St Georges Park, Needham Market**

Typology	No. of beds	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Flat	3	2	84	£205,000	£209,995	£2,440	£2,500
Semi Detached	2	8	61	£173,000	£235,000	£2,983	£3,641
Semi Detached	3	2	102	£299,995	£312,995	£2,941	£3,069
Semi Detached	4	2	116	£334,995	£339,995	£2,888	£2,931
Terraced	2	1	66	£275,000	£275,000	£4,167	£4,167
Terraced	3	4	88	£252,995	£304,995	£2,941	£3,466
Terraced	4	8	122	£280,000	£339,995	£2,279	£2,931
Detached	2	1	64	£249,995	£249,995	£3,906	£3,906
Detached	3	2	102	£295,000	£304,995	£2,892	£2,990
Detached	4	17	153	£354,995	£549,995	£1,974	£3,125

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Great Blakenham

2.25 The only recent new build sales that have occurred in Great Blakenham is the 294-unit Orbit Homes development at Blakenham Fields. The scheme provides a mix of 2, 3 and 4-bedroom houses. The analysis in Table 2-9 shows that the £psm paid for terraced properties range from £2,644 to £3,500 whereas prices achieved for detached properties were higher at £2,843 to £3,239 psm. Semi detached properties achieved the highest £psm variance of between £2,931 - £3,429.

**Table 2-9 Analysis of new build sold prices (including number of beds) Blakenham Fields, Great Blakenham**

Typology	No. of beds	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Semi Detached	2	1	60	£199,995	£199,995	£3,333	£3,333
Semi Detached	3	25	79	£215,000	£269,995	£2,931	£3,429
Terraced	2	31	60	£189,995	£209,995	£3,203	£3,500
Terraced	3	28	77	£209,995	£270,000	£2,644	£3,229
Detached	3	21	89	£254,995	£289,995	£2,931	£3,239
Detached	4	10	103	£290,000	£313,000	£2,843	£2,941

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Central Zone - new build quoting prices

2.26 As shown in Table 2-10, there are a higher number of new build schemes currently being marketed in the Central Zone than in any other zone. The analysis of quoting prices shows that 2-bed properties in the Central Zone range between £190,000 and £320,000, 3-bed properties range between £260,995 and £392,000, 4-bed properties range between £312,000 and £560,000 whereas 5 bed properties at Northfield view are at £445,000.

**Table 2-10 New build quoting prices in the central zone**

Address	Developer	Typology	Quoting prices
<b>Bramford</b>			
Willowbrook. Bramford	Hopkins Homes	A development of 130 two, three and four bedroom dwellings.	3 bed end of terrace: £300,000 - £305,000  4 bed link detached house: £360,000  4 bed detached house: £430,000
<b>Great Blakenham</b>			

Address	Developer	Typology	Quoting prices
Gipping Mill, Stowmarket Road, Great Blakenham, IP6	Persimmon Homes	A development of two, three and four bedroom dwellings.	2 bed terraced: £210,000- £215,000
			3 bed detached: £285,000
			4 bed detached: £312,000 - £330,000
<b>Long Melford</b>			
Weaver's Tye, Long Melford, Suffolk	Hopkins Homes	A development of 71 one, two, three and four bedroom dwellings.	2 bedroom detached: £320,000
			3 bedroom detached: £392,000
			3 bedroom bungalow: £440,000 - £450,000
<b>Lavenham</b>			
Bears Lane, Lavenham	Marden Homes	A development of two and three bedroom dwellings.	2 bedroom terraced: £300,000
			3 bedroom terraced: £345,000
			3 bedroom semi detached: £380,000 - £385,000
			3 bedroom detached: £425,000
<b>Stowmarket</b>			
Northfield View, Stowmarket, IP14	Taylor Wimpy	A development of 215 three, four and five bedroom dwellings.	3 bedroom detached: £280,000
			3 bedroom semi detached: £290,000
			4 bedroom detached: £410,000
			5 bedroom detached: £445,000
Pear Tree Place, Great Finborough	S.E.H. Developments Ltd	A development of 24 one, two, three and four bedroom dwellings.	2 bedroom semi detached: £245,000
<b>Needham Market</b>			

Address	Developer	Typology	Quoting prices
St George's Park, Ipswich Road, IP6 8FA	Hopkins Homes	A development of one, two, three and four bedroom dwellings	2 bedroom flat: £190,000 - £200,000
			2 bedroom coach house: £220,000
			3 bedroom terraced: £260,000 - £310,000
			4 bedroom detached: £560,000
<b>Sproughton</b>			
Church Meadow, Church Lane, Sproughton, IP8	Bennett Homes	A development of 30 two, three, four and five bedroom dwellings	4 bedroom detached: £420,000 - £485,000

Source: Rightmove, Developer Website, accessed September 2020

## Southern Zone - new build sold prices

### Sudbury

2.27 Table 2-11 shows new build sold prices for the St Gregory's Place development in Sudbury. The data in Table 2-11 shows that the majority of units sold are flats. Typically, we would expect sold prices on a £ psm would be higher for flats than houses and this is the case in St Gregory's Place. The data in Table 2-11 shows that the units sold at the scheme are bigger than the units at the other developments in the area. Flatted units also achieved some of the highest max £psm prices in the area.

**Table 2-11 Analysis of new build sold prices – St Gregory's Place, Sudbury**

Typology	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Flat	21	80	£179,950	£400,000	£2,045	£7,380
Semi Detached	3	136	£360,950	£464,950	£2,717	£3,079
Terraced	3	143	£374,950	£429,950	£2,717	£2,792

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

2.28 Table 2-12 shows new build sold prices for the Ballingdon Meadows development. The development consisted of 2 and 3-bedroom properties and was built by Foxley. The prices recorded at Ballingdon Meadows range from £2,750 - £3,452 psm with the majority being for terraced properties.



**Table 2-12 Analysis of new build sold prices – Ballingdon Meadows, Sudbury**

Typology	No. of beds	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Semi Detached	3	2	84	£265,000	£290,000	£3,155	£3,452
Terraced	2	5	78	£210,000	£225,000	£2,750	£2,986
Terraced	3	7	85	£260,000	£290,000	£2,989	£3,452

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Great Cornard

2.29 Table 2-13 shows new build sold prices for the Woodland Rise development in Great Cornard. The data in the tables show that the number of units sold is spread over the different typologies. £psm paid for semi detached properties has the widest range. £psm paid for terraced properties range from £3,631 to £3,667 whereas prices achieved for semi-detached properties were higher at £2,617 to £3,860 psm. Detached properties achieved the highest £psm variance of between £2,925 - £3,493.

**Table 2-13 Analysis of new build sold prices – Woodland Rise, Great Cornard**

Typology	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Detached	30	107	£268,995	£444,995	£2,925	£3,493
Semi Detached	28	78	£214,995	£299,995	£2,617	£3,860
Terraced	2	57	£206,995	£208,995	£3,631	£3,667

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Holbrook

2.30 Most of the new build sales activity in Holbrook has occurred at the Admirals Quarter development. The data in Table 2-14 shows that the majority of units sold are either detached or semi detached with 8 units sold each. £psm paid for detached and semi-detached units are between £2,769 psm and £4,552. Flatted properties achieved the largest range of £psm between £1,481 - £3,629. Average sizes for all typologies are generally within the range of the previous schemes identified.

**Table 2-14 Analysis of new build sold prices – Admirals Quarter, Holbrook**

Typology	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Detached	8	114	£265,000	£440,000	£2,769	£4,552
Semi Detached	8	95	£269,995	£329,995	£2,847	£3,418

Typology	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Terraced	4	67	£120,000	£224,995	£1,481	£3,629

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Capel St. Mary

- 2.31 Table 2-15 shows new build sold prices for the Saxon meadow development. This development delivered a mix of 2, 3, 4, & 5 bedroom properties and was built by Hopkins Homes. Prices achieved are generally within the range of those from developments located in the area. Terraced properties achieved values from £1,447 to £4,508. £psm for semi-detached properties range from £3,797 to £4,167. The majority of sales were detached units which achieved values from £2,545 to £3,889 psm.

**Table 2-15 Analysis of new build sold prices – Saxon Meadow**

Typology	No. of beds	Number of sales	Average size sqm	Sold value min	Sold value max	£psm Min	£ psm Max
Detached	2	1	74	£299,995	£299,995	£2,545	£3,663
Detached	3	3	97	£339,995	£349,995	£2,650	£3,889
Detached	4	2	124	£425,000	£434,995	£2,642	£3,809
Detached	5	2	236	£589,995	£710,000	£2,669	£2,878
Semi Detached	2	4	65	£243,995	£299,995	£3,797	£4,167
Terraced	3	1	96	£327,495	£327,495	£3,411	£3,411

Source: Land Registry, EPC, Babergh & Mid Suffolk District Councils Planning Portal, accessed September 2020

## Southern Zone - new build quoting prices

- 2.32 The analysis of quoting prices in Table 2-16 shows that the southern zone has the least amount of new build properties being advertised. Quoting prices for 2-bed properties in the Southern Zone range between £250,000 and £320,000, 3-bed properties range between £325,000 and £375,000, whereas 4-bed properties at Chilton Place are being advertised for £445,000.

**Table 2-16 New build quoting prices in the southern zone**

Address	Developer	Typology	Quoting prices
Capel St. Mary			

Address	Developer	Typology	Quoting prices
Saxon Meadow, Capel St. Mary, IP9	Hopkins Homes	A development of two, three, four and five bedroom dwellings	2 bedroom semi detached: £250,000
			2 bedroom bungalow: £295,000
			2 bedroom terraced: £245,000
<b>Sudbury</b>			
Chilton Place, Waldingfield Road, Sudbury, CO10 0RB	Anderson	A development of two, three and four bedroom dwellings	2 bedroom detached: £320,000
			3 bedroom bungalow: £375,000
			3 bedroom link detached: £325,000 - £355,000
			4 bedroom detached: £445,000

Source: Rightmove, Developer Websites

## Conclusion

- 2.33 Our analysis has shown that on a price per unit basis there is variation in values across the Districts but once analysed on a £psm basis the variation is much less; with larger units being developed in the rural areas and smaller units being developed in the urban areas – once the units are analysed on a £psm basis prices are generally around £3,000 - £3,200 psm. Based on our analysis in this section we have used the values set out in Table 2-17 in our testing.

**Table 2-17 Market value assumptions**

Typology	Unit Size sqm	Unit Price	£psm
1-bed flat	50	£160,000	£3,200
2-bed flat	61	£190,000	£3,115
1-bed house (single storey)	50	£180,000	£3,600
2-bed house	79	£250,000	£3,164
3-bed house	90	£290,000	£3,222
4-bed house	110	£350,000	£3,181

Source: AspinallVerdi, September 2020

### 3 Specialist residential market assessment

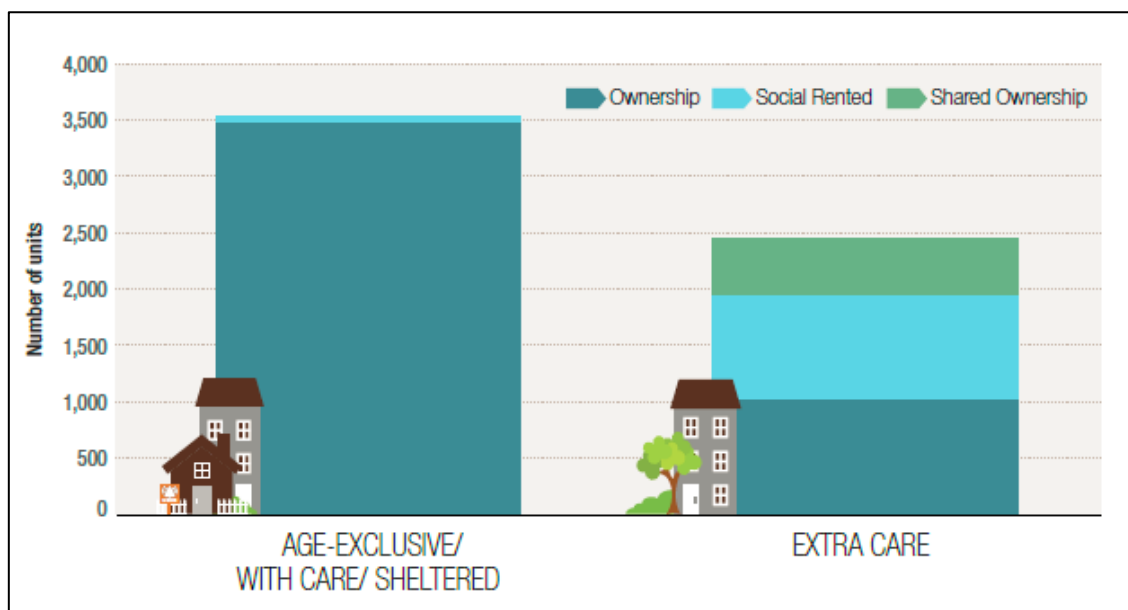
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3.1 With an ageing population, the demand for forms of specialist accommodation for the elderly is growing. This type of specialist accommodation usually takes the form of retirement living (typically over 55 accommodation), housing with support, and housing with care. We define these below:

- Age Restricted-Exclusive / Sheltered / Retirement Housing – This is accommodation that is built specifically for sale or rent to older people e.g. McCarthy and Stone or Churchill. They comprise self-contained units (apartments) with communal facilities and a live-in or mobile scheme manager and alarm call systems in case of emergency.
- Assisted Living / Extra Care / Very Sheltered Housing - This is similar to the Sheltered Housing but is designed to enable residents to retain their independence as they grow older and their need for support and/or care increases. Residents still occupy their own self-contained home within blocks of flats, estates of bungalows or retirement ‘villages’ but often enjoy enhanced communal accommodation and occupants may also be offered individual care and assistance from support staff, within the complex, 24 hours per day.
- Close Care or Assisted Living Housing – This is normally situated within the grounds of a care home and takes the form of self-contained, independent flats or bungalows. Units may be rented or purchased by the occupier. Residents will also have access to the care home’s other facilities and will normally have some form of direct communication with the care home, for emergencies. There may well be an arrangement whereby, the care home management will buy-back the property if it becomes necessary for them to move into the care home.
- Care Homes / Residential care homes - Living accommodation for older people and employ staff who provide residents with personal care, such as washing and dressing. Residents normally occupy their own single room but have access to other communal facilities.
- Care Homes with Nursing / Nursing Homes – Similar to a residential home but, they offer the full time service of qualified nursing. Such accommodation is suited to residents who are physically or mentally less capable and require a higher level of care.

3.2 Figure 3-1 below shows the supply of retirement living units in 2018 and demonstrates that the majority of supply is delivered through age-restricted / exclusive or sheltered housing for sale. With extra-care schemes, the tenure split is more widely spread with social rented and shared ownership options.

**Figure 3-1 - Supply of retirement living units in 2018**



Source: Knight FRANK, Retirement Housing Market Update Q1 2018, using Elderly Accommodation Council

3.3 Our focus is on age restricted and extra-care housing schemes which are more likely to be developed by the private sector and are most similar to C3 Use housing. C2 Use Residential Institutions such as residential care homes and nursing homes are specialist developments (valued on a turnover or ‘profits’ basis) and are not considered in this analysis. Some of these schemes are developed by housing associations and others by the private sector and/or charities and all will have a different status in terms of liability for Affordable Housing (and CIL (for example, Charitable Organisations are exempt from CIL)).

### Specialist housing premiums

3.4 Research by The Retirement Housing Group<sup>1</sup> (RHG) indicates that sheltered housing values carry a premium over general needs housing – this analysis is set out in Table 3-1.

**Table 3-1 - Sheltered housing and ECH sales values premiums**

Typology	Assumption
Sheltered housing unit prices	In higher value areas - <ul style="list-style-type: none"> <li>• 10-15% premium to private market 1 – 2 bed flats</li> </ul> Or, in lower value areas (where no apartment scheme comparables) –

<sup>1</sup> RHG Retirement Housing Group, Retirement Housing Viability Base Data (April 2013) / Briefing Paper for CIL Practitioners Retirement Housing and the Community Infrastructure Levy (June 2013) by Churchill Retirement Living and McCarthy and Stone

Typology	Assumption
	<ul style="list-style-type: none"> <li>75% value of 3-bed semi-detached house for a 1 bed sheltered housing unit, and</li> <li>100% value of 3-bed semi-detached house for a 2 bed sheltered housing unit</li> </ul>
Extra-care housing unit prices	<ul style="list-style-type: none"> <li>25% premium to sheltered housing unit prices</li> </ul>

Source: Retirement Housing Group 2013

3.5 When we apply the RHG rule of thumb approach (using the higher value rates) to our sales values (see Table 2-17) it generates the following adjusted values for sheltered housing:

- 1-bed flat at £160,000 a 10% - 15% premium equates to £176,000 - £184,000
- 2-bed flat at £190,000 a 10% - 15% premium equates to £209,000 - £218,500

3.6 And the following rates for extra care:

- 1-bed flat at £176,000 - £184,000 – 25% premium equates to £220,000- £230,000
- 2-bed flat at £209,000 - £218,500 – 25% premium equates to £261,250 - £273,125.

## New build sold prices

3.7 There have been two new build schemes recorded on Land registry in the Districts since 2018, The main specialist elderly scheme sold is Tyefield Place by McCarthy & Stone. It is an over 60s scheme in Hadleigh that was built in 2019. There have also been some sales recorded at Manor Gardens, another over 60s scheme in Hadleigh built by McCarthy & Stone.

3.8 Table 3-2 summarises the values achieved at the schemes. The analysis shows that at Tyefield Place, the variance in £psm for 2 beds is significantly higher than that of 1 beds. At Manor Gardens, the variance in £psm for 3 beds is much less than the 2 beds at Tyefield Place. Overall, the achieved prices are much higher than the RHG rule of thumb.

**Table 3-2 - Achieved values for over 60s accommodation**

Scheme	No. sales	Size range sqm	1 bed achieved prices	2 bed achieved prices	3 bed achieved prices
Tyefield Place	24	52-80	£219,950-£279,950 (£3,888 psm-£4,711 psm)	£304,950-£529,950 (£3,874 psm-£6,624 psm)	-

Scheme	No. sales	Size range sqm	1 bed achieved prices	2 bed achieved prices	3 bed achieved prices
Manor Gardens	6	67-120	-	£374,950 (£5,596 psm)	£434,950- £459,950 (£3,625 psm- £4,000 psm)

Source: Land Registry, EPC

## New build quoting prices

- 3.9 Table 3-3 summarises asking prices relating to sheltered housing for two schemes in the Districts. Orchard Brook by Nicholas King Homes and Manor Gardens by McCarthy and Stone. The analysis shows that the Orchard Brook scheme quoting prices are slightly higher the RHG rule of thumb with the Manor Gardens scheme significantly higher.

**Table 3-3 - Asking prices for sheltered housing**

Scheme name	No. of listings	Unit size sqm	1 Bed – quoting price	2 Bed – quoting price
Orchard Brook, Long Melford	1	Unknown	-	£239,995
Manor Gardens, Pound Lane, Hadleigh, IP7	5	67-70	-	£300,950 - £399,950 (£4,361 psm-£5,969 psm)

Source: McCarthy and Stone, Nicholas King Homes

## Conclusions and assumptions

- 3.10 Based on our analysis of the specialist housing sector we have used the values as set Table 3-4. In light of no evidence for the extra-care product, we have applied a premium over our sheltered housing assumptions as recommended by the RHG.

**Table 3-4 – Specialist housing value assumptions**

Type	Average unit size sqm	Unit price
Sheltered Housing 1-Bed	55	£230,000
Sheltered Housing 2-Bed	70	£280,000
Extra-Care 1-Bed	55	£287,500

Type	Average unit size sqm	Unit price
Extra-Care 2-Bed	70	£350,000

Source: AspinallVerdi, September 2020



## 4 Retail market assessment

### Introduction

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- 4.1 In our assessment of the retail sector, we consider both convenience and comparison retail because they both have different market drivers.

### Retail market overview

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- 4.2 Prior to the COVID-19 pandemic, the retail market was going through a structural change. The structural changes in the retail market were being caused by the growth in online sales and falling footfall in town centres. Retailers were also facing cost pressures from business rates and the national living wage. During the COVID-19 outbreak, many retailers have had to close or limit customer access due to social distancing measures introduced by the government. Many retailers have sought to take advantage of the Coronavirus Act 2020<sup>2</sup> and not paid rent – CoStar reported that only 41% of March quarter date rent was collected and 40% June quarter date.<sup>3</sup>

### Convenience sector

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- 4.3 The convenience retail sector has seen a significant change since the financial crisis. In the years following 2008, supermarkets appeared to have weathered the economic storm with most operators aggressively expanding (commonly referred to as the race for space). Operators were able to competitively bid for sites as they were taking advantage of other sectors in the property market is much weaker. During this period of growth, there was a strong appetite from operators to open large-format stores of up to circa 11,150 sqm (123,785 sqft). This format providing a mixture of convenience and comparison retail.
- 4.4 In more recent years shopping patterns have changed significantly: there is more reliance on online shopping combined along with customers supplementing a 'big' shopping trip with regular smaller shops during the week. Also, some customers are splitting their shopping trips between the big four supermarkets (Tesco, Sainsbury's, Asda and Morrisons) and discounters such as Aldi and Lidl. This resulted in supermarket operators shifting away from large format stores
- 4.5 The convenience retail market appears to have performed relatively well during the outbreak with many reporting a higher volume of sales than they would experience during Christmas. At some points, demand has appeared to outstrip supply, with the likes of Ocado temporarily suspending their ordering application and restricted access to their website. The pressures faced by supermarkets during the COVID-19 lockdown are; maintaining social distancing in their physical

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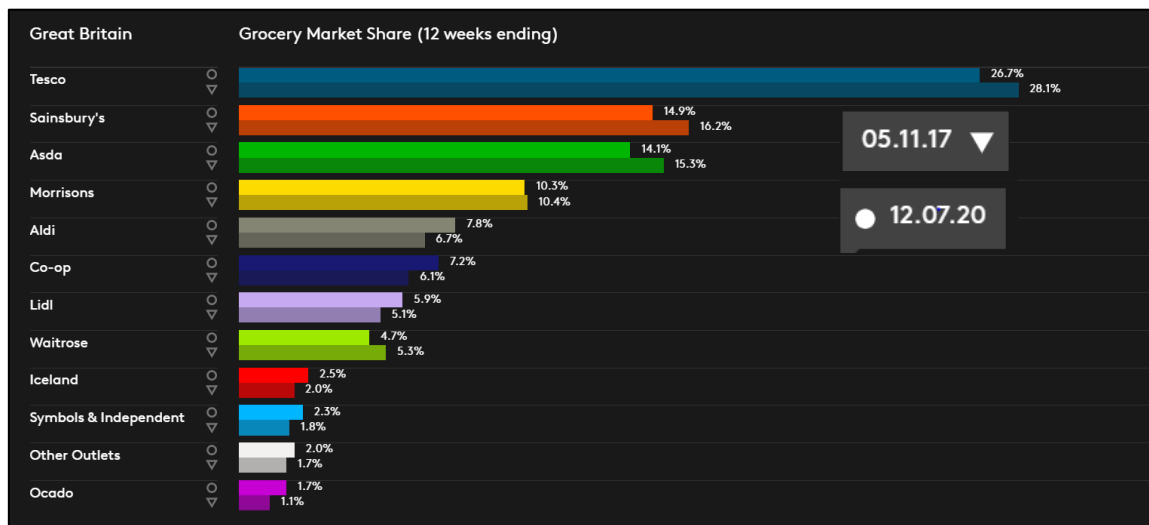
<sup>2</sup> 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legislation 'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended)).' The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payment in March.

<sup>3</sup> CoStar, 2 July 2020, Forty six per cent of June Quarter Day commercial rent now collected

stores, through restricting customers numbers; maintain supply chains (resulting in less choice of items and restricting the number of purchasers, and increasing capacity for home deliveries to meet demand.

- 4.6 Figure 4-1 shows how the changes in the market have affected the relevant supermarket operators market share in recent years. The big four have been losing market share whereas the budget operators of Lidl and Aldi have gained market share along with online delivery service Ocado.

**Figure 4-1 – Great Britain Grocery market share 12 weeks ending 05/11/17 & 12/07/20**



Source: Kantar WorldPanel (August 2020)

- 4.7 Due to the changes in the market, operators are now more selective in the types of and locations of stores they seek to open. Tesco typically only seeks sites for their express format i.e. circa 200 sqm (2,200 sqft) in main urban areas ideally close to transport hubs, The likes of Asda, Morrisons and Sainsbury's focus on the main urban areas where there is a perceived market gap. Aldi and Lidl have been a bit more aggressive which has led them to increase their market share.
- 4.8 Lidl<sup>4</sup> seek sites with a minimum of 1.5 acres to accommodate a store totalling between 14,000-26,500 sqft (1,300-2,460 sqm). In terms of location, the sites would ideally have main road frontage with easy access and be situated within town, district or edge of centre or out of town locations. Aldi<sup>5</sup> also has similar requirements in terms of location and size, with a minimum of 1.5 acres to accommodate 18,000 - 20,000 sqft of space and 100+ car parking spaces.

<sup>4</sup> Lidl.co.uk/en/Site-Requirements, accessed February 2019

<sup>5</sup> Aldi.co.uk/about-aldi/property/required-towns, accessed February 2019

## Babergh & Mid-Suffolk convenience retail market

- 4.9 As shown in Table 4-1, the Districts are well represented with larger supermarkets by all of the top four operators – these are located in Hadleigh, Sudbury and Stowmarket. In addition, there are numerous smaller format stores which are mainly operated by East of England Co-op.

**Table 4-1 Larger supermarkets by floor area**

Address	Size sqm	Size sqft
Morrisons, Calais Street, Hadleigh, Ipswich, IP7 5EW	4,765	51,290
Tesco Stores Ltd, Woodhall Bypass, Sudbury, Suffolk, CO10 1GY	6,739	72,538
Sainsbury's 66, Cornard Road, Sudbury, Suffolk, CO10 2XB	5,689	61,236
Waitrose, Station Road, Sudbury, Suffolk, CO10 2SS	4,100	44,132
Tesco Stores Ltd, Copdock Mill, Washbrook, Ipswich, IP8 3LE	9,970	107,316
Tesco Cedars Superstore, Cedars Link Road, Stowmarket, Suffolk, IP14 5BE	4,310	46,392
Asda The Meadow Centre, Wilkes Way, Stowmarket, Suffolk, IP14 1DE	5,479	58,975

Source: VOA (May 2019)

## Convenience retail rents

- 4.10 There is no recent evidence of supermarket rental transactions in the Districts therefore we have considered a wider area. Such an approach is acceptable to analyse comparable evidence as the ability for an operator to pay the rent is driven by footfall and nearby competition rather than geographical boundaries. Table 4-2 shows that the most recent letting activity is from the budget operators with rents of between £14 - £20 psf being achieved.

**Table 4-2 Rental evidence – convenience retail**

Date	Address	Operator	Size sqft	Rent £psf
01/05/2017	5 Neatmarket Hall Road, Norwich	Aldi	18,320	£20.00
Feb 2015	Drayton Road, Norwich	Aldi	18,256	£15.00
01/11/2016	Ampthill Road, Bedford Retail Park, Bedford	Aldi	18,750	£18.50
1/10/2017	Wolverton Works, Stratford Road, Wolverton	Lidl	28,041	£14.25
30/01/2015	147 Church Lane Bedford	Iceland	6,750	£14.00

Date	Address	Operator	Size sqft	Rent £psf
Pre-let agreed in 2015-lease signed November 2017	Clock Tower Retail Park, Chelmsford	Aldi	18,900	£20.00 (15-months rent free)

Source: CoStar, accessed August 2020, agent telephone consultations

### Convenience retail investment yields

4.11 There has been some recent supermarket investment activity in the Districts – see Table 4-3. Waitrose in Sudbury recently achieved a net initial yield of 4.4% and Sainsbury's 4.46%. Slightly further afield, the Tesco's Express in Newmarket achieved a net initial yield of 4.6%, with a small format Tesco's achieving a higher yield of 5.9% in 2017. The evidence also shows the budget supermarkets of Aldi and Lidl are achieving similar yields in the wider area.

**Table 4-3 Investment sale evidence - convenience retail**

Date	Address	Operator	Size sqft	Rent £ psf	Net Initial Yield	Comment
July 2020	Station Road, Sudbury	Waitrose	43,734	£15	4.4%	The property is leased to Waitrose on a 20-yr lease under 5-yearly, CPIH-linked (capped and floored) rent reviews on full repairing and insuring terms with a tenant break in July 2035. Sale & leaseback
15/03/2019	66 Cornard Road, Sudbury	Sainsbury's	66,080	£26	4.73%	
27 Jul 2020	Fordham Road, Newmarket	Tesco's Extra	68,000	N/a	4.6%	unexpired lease term of 16 years with annual, upward-only, RPI-linked rent reviews (subject to a 5% cap and 0% floor).
26/07/2017	Heathlands 389 Foxhall Road Ipswich	Tesco's	3,864	£13	5.9%	*RPI linked Rent Reviews *Rent Review 2018 *Lease expires 2033 *£50,000 pa rising to a minimum of £53,382

Date	Address	Operator	Size sqft	Rent £ psf	Net Initial Yield	Comment
10/18	Romford	Aldi	20,732	£19.54	3.45%	Reversionary lease expires April 2043. Next rent review April 2023 to RPI (1% and 3% collar and cap).
08/2018	Wolverton Works, Milton Keynes	Lidl	28,041	£14.25	4.84%	5 yearly rent reviews to OMRV, capped at 2% per annum.
05/2018	Bedford	Aldi	20,927	£17.82	4.00%	5 yr reviews to RPI (1% and 3% collar & cap). Next review 2023 shows yield 4.56% assuming RPI at 2.70% per annum. Adjacent Sainsbury's store.

Source: CoStar, accessed August 2020, agent telephone consultations

## Comparison retail

- 4.12 Before the global pandemic, the shift from bricks to clicks was being significantly felt in the comparison sector. Many well-known names were lost e.g. BHS, Poundworld, Maplin and Toys 'R' Us and entering CVAs or administration e.g. New Look, Debenhams and House of Fraser.
- 4.13 As the high street starts to re-open we have seen further changes which include:
- Intu – one of the UK's largest shopping centre owners, with the likes of Trafford Centre and Lakeside entered administration.
  - All Saints – the fashion retailer has agreed to a CVA which has resulted in them changing to turnover rents rather than fixed rents.
  - Go Outdoors - entered administration end of June 2020 and was bought by JD Sports and the business will be restructured and reports they will be seeking to significantly cut rents to avoid store closures.
  - Oasis and Warehouse – entered administration in April 2020 with all of its 92 stores closes and 400 concessions terminated. The brands and e-commerce platforms were sold in June 2020 online fashion retailer BooHoo.

## Babergh & Mid-Suffolk comparison retail market

- 4.14 The comparison retail offer across the Districts is predominantly located in the larger towns, with the larger towns and cities out-with the Districts providing a pull for a more comprehensive offer.

## Comparison retail rents

4.15 Table 4-4 shows that comparison retail rents are relatively wide ranging, from around £13 - £30 psf, with the general market tone being around £20 psf.

**Table 4-4 Rental evidence – comparison retail**

Date of transaction	Address	Size sqft	Rent £psf	Comment
15/04/2019	Assington Barn, Sudbury	468	£17.41 (effective)	Let to Peter Cookson on a 3 year lease
21/04/2019	41-42 Market HI, Sudbury	2,685	£12.74 (effective)	Let to Oxfam on a 10 year lease with break on year 5
24/09/2018	Wilkes Way, Stowmarket	943	£21.21 (achieved)	Let to RSPA Suffolk on a 10 year lease
26/11/2018	Wilkes Way, Stowmarket	1,400	£13.08 (effective)	Let to Costa Coffee on a 10 year lease
25/09/2018	Wilkes Way, Stowmarket	800	£13.75 (effective)	Let to Zarkeys
14/10/2018	1-3 Friars St, Sudbury	570	£21.05	
14/10/2018	54-55 Gainsborough St, Sudbury	2,200	£20.45	
13/10/2018	49 Gainsborough St, Sudbury	570	£29.82 (achieved)	Let to Wayman and Long on a 15 year lease
31/08/2018	11a Friars St, Sudbury	498	£18.07 (achieved)	Let to Dean Dyer on a 5 year lease
10/09/2018	54-55 Gainsborough St, Sudbury	2,200	£20.45	
07/09/2018	1 Friars St, Sudbury	570	£21.05	
08/08/2018	47 Gainsborough St, Sudbury	905	£19.89	Let to Gainsborough House Society
06/07/2018	3 Ipswich St, Stowmarket	792	£28.41	Let to Homestead Charity
07/06/2018	3 Borehamgate Precinct, Sudbury	720	£21.53	Let to Whiston Services on a 5 year lease

Source: CoStar, accessed 13 August 2020

## Comparison retail investment yields

4.16 There have been some comparison retail investment transactions across the Districts in recent years. Across the Districts (Table 4-5) we are net initial yields between 6.56% and 11.21%.

**Table 4-5 Comparison retail yields across Babergh & Mid Suffolk**

Sale Date	Property Address	Size sqft	Net initial yield	Transaction Notes
20/08/19	94-95 North Street, Sudbury	20,280	8.1%	
25/02/2019	71 Ipswich St, Stowmarket	2,046	11.21%	Let to Carphone Warehouse on a 15 year lease due to expire in March 2022. The annual rent is £27,600 pa.
05/04/2017	3 Market Pl, Stowmarket	681	8.63%	
06/07/2016	53 North St, Sudbury	548	7.93%	Let to Savers Health & Beauty Ltd on a 20 year lease at £52,500 pa.
16/05/2016	9 Market HI, Sudbury	2,715	7.55%	Property let to New Look and M&Co. The annual rent if £175,000.
15/05/2016	10 North St, Sudbury	11,267	7.25%	
19/10/2017	28 Market Pl, Stowmarket	15,510	6.99%	Tenants include Carpetright, Halfords, Pets at Home, Farmfoods, Topps Tiles, Poundland and KFC.
01/09/2016	Shawlands Retail Park, Newton Rd, Sudbury	34,955	6.97%	
03/07/2018	21 Ipswich St, Stowmarket	6,459	6.75%	
19/10/2017	1-3 Friars St, Sudbury	1,300	6.72%	Let to Boots until June 2020 at £19,400 pa.
31/05/2018	82 North St, Sudbury	816	6.56%	Let to Superdrug Stores PLC on FRI lease expire 14th February 2028 at a passing rent of £83,200 per annum. The lease is subject to a five-yearly open market upward only reviews.

Source: CoStar, accessed 13 August 2020

## Conclusion

4.17 Based on our analysis of the convenience retail sector the values set in Table 4-6 are appropriate to use in the viability testing.

**Table 4-6 Convenience retail values**

Scenario	GIA sq m	Rent psf	Rent psm	Yield	Rent Free
Express	350	£18.00	£194	5.9%	9 months
Budget	2,000	£15.00	£161	5.9%	9 months

Source: AspinallVerdi, September 2020

- 4.18 Based on our analysis of the comparison retail sector the values set in Table 4-7 are appropriate to use in the viability testing.

**Table 4-7 Comparison retail values**

Scenario	GIA sq m	Rent psf	Rent psm	Yield	Rent Free
Smaller format	500	£20.00	£215	8.5%	12 months
Larger format	1,000	£20.00	£215	10.5%	12 months

Source: AspinallVerdi, September 2020



## 5 Office market assessment

### Introduction

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- 5.1 Similar to the residential market, the full impact of COVID-19 on the office market is unknown. With the government encouraging working from home measures, many offices have been left unoccupied or at greatly reduced occupancy. Companies have been forced to embrace video conferencing and other measures to ensure business continuity.
- 5.2 What has emerged to date is that:
- Leasing decisions deferred – due to the uncertain world economic outlook companies have deferred the decision making in taking new space, this is more apparent with micro-businesses and SME's whose current focus is dealing with the immediate fallout and business continuity.
  - Tenants seeking to defer rent payments – the 'Coronavirus Act 2020' which received royal assent on 25 March 2020 introduced new legislation *'that no right of re-entry or forfeiture may be enforced due to non-payment of rent until the end of the 'relevant period' (30 June 2020 (unless extended))*.<sup>6</sup> The Coronavirus Act 2020 has provided the flexibility to allow tenants not to make their quarter day payment in March.
  - Increase in office occupier tenant incentives – Knight Frank indicates that *'Lease incentives, however, have drifted: 21-24 months on some 10-year leases, instead of 18-21 months in the West End and nearer 24 months in the City, which were previously at 21-24 months.'*<sup>7</sup>
- 5.3 Typically, new office development is only financially viable in major towns and cities. Generally, new development requires a pre-let in place to a blue-chip covenant – i.e. on a long lease to a high-quality tenant that is likely always to pay its rent and adhere to its obligations. This structure gives sufficient security to the investment to enable funding to be obtained. For example, office take-up in 2019 to the end of September was 1.8m sq ft, of which 90% of the take-up was Grade A.<sup>8</sup> Only 460,000 sq ft of speculative schemes are expected to complete in 2019, well below the 5-year average of 1.0m sq ft delivered per annum in the South East<sup>9</sup>.
- 5.4 In recent years the main drivers of demand for new office space have been from finance, professional services, Technology, Media and Telecommunications (TMTs) and flexible workspace providers. Since the referendum to leave the European Union there has been a slight

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<sup>6</sup> <https://www.rpc.co.uk/perspectives/rpc-big-deal/covid-19-and-commercial-tenants-rights-regarding-rent/>

<sup>7</sup> Knight Frank, June 2020, COVID-19 What we know, what we expect, what we question

<sup>8</sup> BNP Paribas, 2019 Q3, South East Offices Review,

<sup>9</sup> Ibid

cooling of office demand from the finance and professional services, but demand from TMTs and flexible workspace providers remains robust.

## Babergh & Mid-Suffolk office market

- 5.5 The Districts do not have a significant quantum of office accommodation, the majority of stock is either found in the town centres or the established industrial estates/business parks.

### Office rents

- 5.6 There is no recent new build space in the Districts. Evidence of effective achieved rents of better quality of accommodation in the Districts ranges from £9.87 - £15.24 psf (see Table 5-1). Leases are generally on a short-term basis, let to local companies. There is evidence on lower rents being achieved but this is for poorer quality accommodation.

**Table 5-1 Office rents across Babergh & Mid Suffolk**

Lease sign date	Address	Size sqft	Rent £psf	Comment
01/01/2018	New Mill, Bakers Court, Sudbury	2,112	£10.17 psf effective	Let to City Media Sales on a 6-year lease
01/01/2018	Fox's Marine, Harbour Landing, Ipswich, IP2	5,249	£15.24 psf effective	Let to Red 7 Marine on a 10-year lease with break at year 5
06/09/2018	Springvale, Hadleigh Rd, Sproughton	963	£11.42 psf effective	Let to Anstea Limited on a 5-year lease
07/08/2018	1A King Street, Sudbury	446	£14.57 psf asking	Let to Solicitors on a 3-year lease
30/07/2018	Unit 3, Valley Lane, Ipswich, IP9	2,292	£12.50 psf asking	Let to Poppy Nursing Services
18/04/2018	Unit 2 River Barn, Peninsula Business Centre, Ipswich, IP9	892	£11.21 psf effective	Let to All Star Training on a 3-year lease
08/01/2018	47 Gainsborough Street, Sudbury	418	£11.96 psf effective	Let to Iliffe Media on a 6-year lease
11/05/2019	Unit 11, Crockatt Rd, Ipswich 9	4,260	£9.87 psf effective	Let to Praxis 42 on a 10-year lease break at year 5

Source: CoStar, accessed 15 August 2020

## Office yields

- 5.7 There is limited evidence of recent office investment sales recorded on CoStar, therefore, we have considered the wider Suffolk market in our analysis. The evidence of office investment sales set out in Table 5-2 shows that space let to a single good covenant on a relatively long-term lease achieves a yield as low as 5.81%. Whereas as multi-let space achieves much higher yields in excess of 8%.

**Table 5-2 Office yields across Suffolk**

Date	Address	Size sqft	Net initial yield	Comment
21/02/2018	Craven Court, Willie Snaith Road, Newmarket, CB8 7FA	8,365	8.37%	Multi-let
22/04/2020	Drinkstone Office Park, Kempson Way, Bury St Edmunds, IP32 7AR	8,920	7.87%	Multi-let
01/02/2019	Signal House, Kempson Way, Bury St Edmunds	7,048	9.41%	Purpose built, single let office, Rent at £16 psf
15/05/2019	3 Cromwell Court Greyfriars Rd, Ipswich	3,666	8.90%	Purpose built, multi-let office
04/04/2019	60 Abbeygate St, Bury St Edmunds	6,120	5.81%	Single let to J. M. Finn & Co. Limited (part of the Ackermans & van Haaren Group). 10 year lease from December 2015 (no breaks)

Source: CoStar/EGi, accessed September 2020

## Conclusion

- 5.8 Based on the above evidence propose the following rents, yields, and scenarios to use in the viability testing:
- Offices units 500 sqm (5,382 sqft)
    - Rent £161 psm (£15 psf)
    - Yield 5.8%

## 6 Industrial market assessment

### Introduction

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- 6.1 Prior to the COVID-19 lockdown, the UK industrial market was tight, with growing demand pushing against restricted supply.
- 6.2 In the years before the recession caused by the Global Financial Crisis, the industrial market saw a wave of speculative development, fuelled by easy access to finance. Much of the new space that resulted remained on the market as occupier demand weakened in the recession, so speculative development came to a halt. In more recent years supply has tightened against demand, due to the economic recovery, the increase in online shopping (which needs warehouse space) and some industrial units being lost to higher-value residential uses.
- 6.3 Due to the tight nature of the funding markets, speculative development is generally only occurring in 'super-prime' areas such as parts of the M1 corridor, Heathrow, etc. Those areas have very strong occupier demand from blue-chip covenants, who are prepared to commit to longer-term leases (typically more than 10 years), therefore the perceived risk is low. Elsewhere, speculative development is generally occurring only for larger units that can be occupied by these large national /international firms.
- 6.4 The economics for small and mid-sized units is different from large-scale distribution units, both in terms of cost and values. Smaller and mid-sized units do not benefit from economies of scale for build costs as large units do. Covenant strength of occupiers of smaller units is generally weaker and result in less secure income, which is guaranteed for shorter periods due to shorter lease terms, and hence lower capital values. Consequently, small and medium-sized development typically occurs only on existing employment sites - where infrastructure is currently in place; or as part of larger strategic schemes, whereby the large-scale distribution units can pay for the infrastructure to service the smaller and mid-sized units.
- 6.5 Concerning small and mid-size units, the lack of speculative development has led to an imbalance in the market, with some occupiers having to wait for the build to suit opportunities, or taking second-hand space to satisfy immediate requirements although they would prefer new space. With a lack of suitable medium-sized space, occupiers across the country are struggling to find suitable space for business expansion. This is having a knock-on effect, with smaller units not experiencing 'natural' levels of market churn, therefore not freeing up space for SMEs and start-ups.
- 6.6 Since the coronavirus lockdown, the industrial market appears to be performing well. Demand for online retail has increased significantly and manufactures have sought to re-purpose space to respond to the government's need for protective equipment.

## Babergh & Mid-Suffolk industrial market

6.7 The Districts industrial market is found around the settlements such as Sudbury, Hadleigh, Stowmarket and Needham Market – these areas have defined industrial areas with purpose built units.

### Industrial rents

6.8 As with offices, there is no recent new build space in the Districts. Evidence of effective achieved rents of better quality of accommodation in the Districts ranges from £7.14 - £11.71 psf. (see Table 6-1). Leases are generally on a short-term basis, let to local companies. There is evidence on lowers rents being achieved but this is for poorer quality accommodation.

**Table 6-1 Industrial rents across Babergh & Mid Suffolk**

Date of transaction	Address	Size sqft	Rent £psf	Comment
31/05/2018	Unit 6, Warner Way, Sudbury	2,200	£11.71 psf effective	Let to Primary Engineering Suffolk Limited on a 3-year lease
27/02/2020	5-12 - Crockatt Rd, Ipswich 9	770	£10.39 asking	
13/04/2020	Unit 4 Sproughton Rd, Ipswich 1	600	£10 psf asking	
12/08/2018	5-11, Crockatt Rd, Ipswich 9	773	£8.41 psf effective	Let to Filtertec Systems on a 4-year lease
23/08/2018	Barn 7, Peppers Ln @ Orwell Bridge, Ipswich 9	3,089	£8.22 psf achieved	Let to Crossfit Lowell on a 10-year lease
10/08/2018	Unit 1-3, Ballingdon Hall, Sudbury	14,100	£8.13 psf effective	Whitehouse Business Solutions
01/02/2019	Melford Rd, Sudbury	1,009	£7.14 psf achieved	Let on a 3-year lease

Source: CoStar, accessed 15 August 2020

### Industrial yields

6.9 Table 6-2 shows that industrial yields have achieved as low as 5.0% when let to good quality covenants and long terms leases (over 10 years) at more modern units but as high as 8.0% when the quality of the unit is lower.

**Table 6-2 Achieved industrial yields –Suffolk**

Date	Address	Size sqft	Net initial yield	Comment
04/07/2019	Suffolk Park, Bury St Edmunds	147,635	5%	Let to Unipart, on FRI lease for a term of 25 years from April at a passing rent of £878,428 per annum
08/02/2019	Plot 9, St Leger Drive, Newmarket, Suffolk	22,582	5%	N/a
01/11/2018	Units 2-5 Cavendish Street, Ipswich	11,937	6.06%	Multi-let to Prestwood Automotive Ltd, Rexel UK Ltd and Screwfix. AWULT of 5.5 years to expiry and 4.22 years to break. Passing rent of £87,374 per annum.
17/09/2019	Kohinoor House, Felixstowe	111,000	7.59%	Via a sale & leaseback. New 20 year lease to Indo European Foods.

Source: CoStar, accessed September 2020

## Conclusion

6.10 Based on the above evidence propose the following rent, yield, and scenario to use in the viability testing:

- Industrial units 1,000 sqm (10,764 sqft)
  - Rent £107.64 psm (£10.00 psf)
  - Yield 6.5%

## Appendix 2.1 – Residential sold price

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Date	Number	Street	Settlement	Postcode	Type	Size sqm	Size sqft	Price Paid	Price psm
13/12/2019	55	ST EDMUNDS DRIVE	ELMSWELL	IP30 9NP	Detached	167	1,798	£424,995	£2,545
20/12/2019	34	ST EDMUNDS DRIVE	ELMSWELL	IP30 9NP	Detached	167	1,798	£430,000	£2,575
13/12/2019	32	ST EDMUNDS DRIVE	ELMSWELL	IP30 9NP	Detached	167	1,798	£434,995	£2,605
15/11/2019	64	HALL LANE	ELMSWELL	IP30 9LY	Detached	146	1,572	£390,000	£2,671
20/12/2019	59	ST EDMUNDS DRIVE	ELMSWELL	IP30 9NP	Detached	146	1,572	£390,000	£2,671
27/09/2019	54	HALL LANE	ELMSWELL	IP30 9LY	Detached	131	1,410	£379,995	£2,901
27/09/2019	56	HALL LANE	ELMSWELL	IP30 9LY	Detached	126	1,356	£374,995	£2,976
16/12/2019	58	HALL LANE	ELMSWELL	IP30 9LY	Detached	126	1,356	£375,000	£2,976
17/12/2019	30	ST EDMUNDS DRIVE	ELMSWELL	IP30 9NP	Detached	131	1,410	£390,000	£2,977
29/11/2019	3	ELMSWELLA CRESCENT	ELMSWELL	IP30 9NS	Detached	131	1,410	£399,995	£3,053
04/12/2019	60	HALL LANE	ELMSWELL	IP30 9LY	Detached	106	1,141	£329,000	£3,104
19/12/2019	36	ST EDMUNDS DRIVE	ELMSWELL	IP30 9NP	Detached	106	1,141	£329,995	£3,113
13/12/2019	57	ST EDMUNDS DRIVE	ELMSWELL	IP30 9NP	Detached	106	1,141	£330,000	£3,113
28/10/2019	62	HALL LANE	ELMSWELL	IP30 9LY	Detached	106	1,141	£339,995	£3,208
15/11/2019	66	HALL LANE	ELMSWELL	IP30 9LY	Detached	106	1,141	£339,995	£3,208
06/12/2019	40	HALL LANE	ELMSWELL	IP30 9LY	Detached	67	721	£237,500	£3,545
20/12/2019	42	HALL LANE	ELMSWELL	IP30 9LY	Detached	67	721	£240,000	£3,582
29/03/2019	2	MONKS PATH	ELMSWELL	IP30 9TB	Detached	86	926	£314,995	£3,663
09/11/2018	63	HALL LANE	ELMSWELL	IP30 9JH	Semi Detached	117	1,259	£309,995	£2,650
29/10/2018	24	HALL LANE	ELMSWELL	IP30 9LY	Semi Detached	117	1,259	£309,995	£2,650
12/10/2018	22	HALL LANE	ELMSWELL	IP30 9LY	Semi Detached	117	1,259	£316,995	£2,709
23/11/2018	4	ELMSWELLA CRESCENT	ELMSWELL	IP30 9NS	Semi Detached	106	1,141	£304,995	£2,877
23/11/2018	6	ELMSWELLA CRESCENT	ELMSWELL	IP30 9NS	Semi Detached	106	1,141	£304,995	£2,877
07/06/2019	1	MONKS PATH	ELMSWELL	IP30 9TB	Semi Detached	81	872	£264,995	£3,272
22/02/2019	26	HALL LANE	ELMSWELL	IP30 9LY	Semi Detached	81	872	£270,000	£3,333
15/11/2018	2	ELMSWELLA CRESCENT	ELMSWELL	IP30 9NS	Semi Detached	81	872	£279,995	£3,457
23/11/2018	1	ELMSWELLA CRESCENT	ELMSWELL	IP30 9NS	Semi Detached	81	872	£279,995	£3,457
08/03/2019	14	MONKS PATH	ELMSWELL	IP30 9TB	Semi Detached	86	926	£299,995	£3,488
05/04/2019	38	HALL LANE	ELMSWELL	IP30 9LY	Semi Detached	86	926	£304,995	£3,546
01/02/2019	15	MONKS PATH	ELMSWELL	IP30 9TB	Semi Detached	63	678	£244,995	£3,889
04/02/2020	48	HALL LANE	ELMSWELL	IP30 9LY	Terraced	106	1,141	£280,000	£2,642
06/11/2018	61	HALL LANE	ELMSWELL	IP30 9JH	Terraced	117	1,259	£309,995	£2,650
20/12/2019	50	HALL LANE	ELMSWELL	IP30 9LY	Terraced	106	1,141	£285,000	£2,689
27/09/2019	52	HALL LANE	ELMSWELL	IP30 9LY	Terraced	106	1,141	£299,995	£2,830
27/09/2019	46	HALL LANE	ELMSWELL	IP30 9LY	Terraced	106	1,141	£300,000	£2,830
23/08/2019	111	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£255,000	£3,148
27/09/2019	115	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£255,000	£3,148
04/07/2018	29	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£259,995	£3,210
23/07/2018	43	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£259,995	£3,210
27/07/2018	45	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£259,995	£3,210
22/08/2019	109	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£260,000	£3,210
05/09/2019	4	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	63	678	£202,500	£3,214
30/08/2019	5	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	63	678	£205,000	£3,254
23/08/2019	6	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	63	678	£205,000	£3,254
14/08/2018	47	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£264,995	£3,272
28/08/2019	107	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£264,995	£3,272
12/09/2019	113	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£264,995	£3,272
13/12/2018	28	HALL LANE	ELMSWELL	IP30 9LY	Terraced	81	872	£267,995	£3,309
12/09/2019	117	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£269,995	£3,333
28/06/2019	10	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	63	678	£210,995	£3,349
17/08/2018	49	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£274,995	£3,395
28/09/2018	57	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£274,995	£3,395
26/10/2018	59	HALL LANE	ELMSWELL	IP30 9JH	Terraced	81	872	£274,995	£3,395
21/09/2018	16	HALL LANE	ELMSWELL	IP30 9LY	Terraced	81	872	£274,995	£3,395
20/09/2018	18	HALL LANE	ELMSWELL	IP30 9LY	Terraced	81	872	£274,995	£3,395
21/06/2019	9	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	63	678	£214,995	£3,413
25/01/2019	16	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	86	926	£294,995	£3,430
28/09/2018	20	HALL LANE	ELMSWELL	IP30 9LY	Terraced	81	872	£279,995	£3,457
06/12/2018	30	HALL LANE	ELMSWELL	IP30 9LY	Terraced	81	872	£279,995	£3,457
28/05/2019	8	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	81	872	£279,995	£3,457
29/03/2019	12	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	81	872	£279,995	£3,457
10/07/2018	33	HALL LANE	ELMSWELL	IP30 9JH	Terraced	63	678	£219,995	£3,492
27/06/2019	3	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	63	678	£219,995	£3,492
28/06/2019	7	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	63	678	£219,995	£3,492
21/12/2018	34	HALL LANE	ELMSWELL	IP30 9LY	Terraced	63	678	£222,000	£3,524
23/08/2018	51	HALL LANE	ELMSWELL	IP30 9JH	Terraced	63	678	£229,995	£3,651
23/08/2018	53	HALL LANE	ELMSWELL	IP30 9JH	Terraced	63	678	£229,995	£3,651
24/08/2018	55	HALL LANE	ELMSWELL	IP30 9JH	Terraced	63	678	£229,995	£3,651
29/03/2019	11	MONKS PATH	ELMSWELL	IP30 9TB	Terraced	63	678	£230,000	£3,651
21/12/2018	32	HALL LANE	ELMSWELL	IP30 9LY	Terraced	63	678	£239,995	£3,809
25/04/2019	4	ROE DEER DRIVE	CAPEL ST MARY	IP9 2LN	Detached	266	2,863	£710,000	£2,669
26/04/2019	6	ROE DEER DRIVE	CAPEL ST MARY	IP9 2LN	Detached	205	2,207	£589,995	£2,878
25/04/2019	8	ROE DEER DRIVE	CAPEL ST MARY	IP9 2LN	Detached	135	1,453	£434,995	£3,222
20/09/2019	20	ROE DEER DRIVE	CAPEL ST MARY	IP9 2LN	Detached	100	1,076	£339,995	£3,400
28/11/2019	1	BADGER SETT CLOSE	CAPEL ST MARY	IP9 2NL	Detached	96	1,033	£341,000	£3,552
26/07/2019	16	ROE DEER DRIVE	CAPEL ST MARY	IP9 2LN	Detached	96	1,033	£349,995	£3,646
22/08/2019	10	ROE DEER DRIVE	CAPEL ST MARY	IP9 2LN	Detached	112	1,206	£425,000	£3,795
29/11/2019	19	PIPISTRELLE WAY	CAPEL ST MARY	IP9 2RH	Detached	74	797	£299,995	£4,054
15/11/2019	24	PIPISTRELLE WAY		IP9 2RH	Semi Detached	79	850	£299,995	£3,797
13/12/2019	12	PIPISTRELLE WAY	CAPEL ST MARY	IP9 2RH	Semi Detached	60	646	£243,995	£4,067
04/10/2019	8	PIPISTRELLE WAY		IP9 2RH	Semi Detached	60	646	£247,995	£4,133
27/09/2019	6	PIPISTRELLE WAY		IP9 2RH	Semi Detached	60	646	£250,000	£4,167
13/12/2019	1	ROE DEER DRIVE	CAPEL ST MARY	IP9 2LN	Terraced	96	1,033	£327,495	£3,411
09/08/2019	22	ROBERT DARRY CLOSE	SUDBURY	CO10 7FS	Semi Detached	84	904	£265,000	£3,155
08/07/2019	10	ROBERT DARRY CLOSE	SUDBURY	CO10 7FS	Semi Detached	84	904	£290,000	£3,452
08/04/2019	3	THE OAKS, BULMER ROAD	SUDBURY	CO10 7FP	Terraced	79	850	£210,000	£2,658
28/06/2019	5	THE OAKS, BULMER ROAD	SUDBURY	CO10 7FP	Terraced	80	861	£220,000	£2,750
12/04/2019	2	THE OAKS, BULMER ROAD	SUDBURY	CO10 7FP	Terraced	79	850	£220,000	£2,785
07/02/2019	1	THE OAKS, BULMER ROAD	SUDBURY	CO10 7FP	Terraced	80	861	£225,000	£2,813
08/04/2019	3	THE HORNBEAMS, BRUNDON LANE	SUDBURY	CO10 7FQ	Terraced	72	775	£215,000	£2,986



08/08/2019	5	THE HORNBEAMS, BRUNDON LANE	SUDBURY	CO10 7FQ	Terraced	87	936	£260,000	£2,989
18/11/2019	1	THE BEECHES, BULMER ROAD	SUDBURY	CO10 7FP	Terraced	84	904	£260,000	£3,095
24/05/2019	1	THE HORNBEAMS, BRUNDON LANE	SUDBURY	CO10 7FQ	Terraced	84	904	£260,000	£3,095
20/09/2019	12	ROBERT DARRY CLOSE	SUDBURY	CO10 7FS	Terraced	84	904	£260,000	£3,095
20/09/2019	8	ROBERT DARRY CLOSE	SUDBURY	CO10 7FS	Terraced	87	936	£280,000	£3,218
13/05/2019	16	ROBERT DARRY CLOSE	SUDBURY	CO10 7FS	Terraced	84	904	£279,000	£3,321
20/05/2019	18	ROBERT DARRY CLOSE	SUDBURY	CO10 7FS	Terraced	84	904	£290,000	£3,452
05/07/2019	8	STODDART ROAD	BRAMFORD	IP8 4EQ	Detached	143	1,539	£374,995	£2,622
17/12/2019	16	THACKER CLOSE	BRAMFORD	IP8 4FA	Detached	143	1,539	£374,995	£2,622
24/01/2020	14	THACKER CLOSE	BRAMFORD	IP8 4FA	Detached	143	1,539	£379,995	£2,657
28/06/2019	2	THACKER CLOSE	BRAMFORD	IP8 4FA	Detached	116	1,249	£334,995	£2,888
05/04/2019	6	NORMANS CLOSE	BRAMFORD	IP8 4FB	Detached	102	1,098	£295,000	£2,892
01/11/2019	10	THACKER CLOSE	BRAMFORD	IP8 4FA	Detached	102	1,098	£297,000	£2,912
26/04/2019	2	NORMANS CLOSE	BRAMFORD	IP8 4FB	Detached	144	1,550	£424,995	£2,951
01/03/2019	2	STODDART ROAD	BRAMFORD	IP8 4EQ	Detached	116	1,249	£344,995	£2,974
12/04/2019	5	NORMANS CLOSE	BRAMFORD	IP8 4FB	Detached	116	1,249	£344,995	£2,974
17/12/2019	20	THACKER CLOSE	BRAMFORD	IP8 4FA	Detached	102	1,098	£304,995	£2,990
02/08/2019	23	STODDART ROAD	BRAMFORD	IP8 4EQ	Detached	123	1,324	£369,995	£3,008
17/12/2019	18	THACKER CLOSE	BRAMFORD	IP8 4FA	Detached	102	1,098	£309,995	£3,039
17/05/2019	1	NORMANS CLOSE	BRAMFORD	IP8 4FB	Detached	123	1,324	£379,995	£3,089
22/03/2019	ANGELICA	THE STREET	BRAMFORD	IP8 4DY	Detached	97	1,044	£314,995	£3,247
22/02/2019	4	STODDART ROAD	BRAMFORD	IP8 4EQ	Semi Detached	130	1,399	£319,995	£2,462
22/02/2019	6	STODDART ROAD	BRAMFORD	IP8 4EQ	Semi Detached	130	1,399	£326,995	£2,515
15/03/2019	3	NORMANS CLOSE	BRAMFORD	IP8 4FB	Semi Detached	94	1,012	£284,995	£3,032
29/03/2019	4	NORMANS CLOSE	BRAMFORD	IP8 4FB	Semi Detached	94	1,012	£284,995	£3,032
16/08/2019	10	STODDART ROAD	BRAMFORD	IP8 4EQ	Terraced	118	1,270	£280,000	£2,373
15/03/2019	1	THACKER CLOSE	BRAMFORD	IP8 4FA	Terraced	118	1,270	£282,500	£2,394
15/02/2019	5	THACKER CLOSE	BRAMFORD	IP8 4FA	Terraced	129	1,389	£315,000	£2,442
29/11/2019	27	STODDART ROAD	BRAMFORD	IP8 4EQ	Terraced	118	1,270	£289,995	£2,458
18/04/2019	8	THACKER CLOSE	BRAMFORD	IP8 4FA	Terraced	118	1,270	£294,995	£2,500
10/01/2020	29	STODDART ROAD	BRAMFORD	IP8 4EQ	Terraced	118	1,270	£299,995	£2,542
24/05/2019	4	THACKER CLOSE	BRAMFORD	IP8 4FA	Terraced	118	1,270	£299,995	£2,542
30/04/2019	4	KENTONS ROAD	BRAMFORD	IP8 4FD	Terraced	73	786	£235,000	£3,219
30/04/2019	2	KENTONS ROAD	BRAMFORD	IP8 4FD	Terraced	73	786	£249,995	£3,425
26/04/2019	6	KENTONS ROAD	BRAMFORD	IP8 4FD	Terraced	61	657	£219,995	£3,606
20/07/2018	42	ABBOTT WAY	HOLBROOK	IP9 2FF	Detached	143	1,539	£395,995	£2,769
23/11/2018	70	ABBOTT WAY	HOLBROOK	IP9 2FF	Detached	142	1,528	£404,000	£2,845
28/09/2018	35	ABBOTT WAY	HOLBROOK	IP9 2FG	Detached	126	1,356	£379,995	£3,016
19/03/2019	10	ABBOTT WAY	HOLBROOK	IP9 2FF	Detached	142	1,528	£440,000	£3,099
28/09/2018	33	ABBOTT WAY	HOLBROOK	IP9 2FG	Detached	114	1,227	£369,995	£3,246
29/03/2019	12	ABBOTT WAY	HOLBROOK	IP9 2FF	Detached	114	1,227	£369,995	£3,246
26/06/2019	49	ABBOTT WAY	HOLBROOK	IP9 2FG	Detached	67	721	£265,000	£3,955
14/12/2018	51	ABBOTT WAY	HOLBROOK	IP9 2FG	Detached	67	721	£304,995	£4,552
26/04/2019	72	ABBOTT WAY	HOLBROOK	IP9 2FF	Semi Detached	108	1,163	£307,500	£2,847
21/11/2018	74	ABBOTT WAY	HOLBROOK	IP9 2FF	Semi Detached	108	1,163	£320,995	£2,972
23/11/2018	76	ABBOTT WAY	HOLBROOK	IP9 2FF	Semi Detached	108	1,163	£324,995	£3,009
21/11/2018	78	ABBOTT WAY	HOLBROOK	IP9 2FF	Semi Detached	108	1,163	£329,995	£3,056
26/07/2018	48	ABBOTT WAY	HOLBROOK	IP9 2FF	Semi Detached	87	936	£274,995	£3,161
29/03/2019	43	ABBOTT WAY	HOLBROOK	IP9 2FG	Semi Detached	79	850	£269,995	£3,418
05/04/2019	1	WAGSTAFF CLOSE	HOLBROOK	IP9 2FH	Semi Detached	79	850	£269,995	£3,418
26/07/2018	46	ABBOTT WAY	HOLBROOK	IP9 2FF	Semi Detached	79	850	£269,995	£3,418
12/10/2018	50	ABBOTT WAY	HOLBROOK	IP9 2FF	Terraced	81	872	£120,000	£1,481
20/12/2018	39	ABBOTT WAY	HOLBROOK	IP9 2FG	Terraced	62	667	£212,995	£3,435
20/12/2018	37	ABBOTT WAY	HOLBROOK	IP9 2FG	Terraced	62	667	£224,995	£3,629
15/03/2019	41	ABBOTT WAY	HOLBROOK	IP9 2FG	Terraced	62	667	£224,995	£3,629
31/07/2019	71	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	87	936	£254,995	£2,931
22/02/2019	45	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Detached	90	969	£264,995	£2,944
20/12/2018	47	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Detached	90	969	£264,995	£2,944
29/07/2019	3	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	87	936	£259,995	£2,988
14/12/2018	69	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	87	936	£259,995	£2,988
30/11/2018	6	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Detached	87	936	£259,995	£2,988
24/08/2018	21	LIME WAY	GREAT BLAKENHAM	IP6 OGP	Detached	90	969	£269,000	£2,989
20/12/2018	25	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Detached	91	980	£276,995	£3,044
14/12/2018	57	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Detached	91	980	£276,995	£3,044
14/12/2018	49	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Detached	91	980	£277,995	£3,055
31/07/2019	25	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	87	936	£269,995	£3,103
31/07/2019	23	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	90	969	£280,000	£3,111
27/07/2018	20	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Detached	90	969	£280,000	£3,111
15/02/2019	18	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Detached	90	969	£284,995	£3,167
11/01/2019	26	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Detached	88	947	£279,995	£3,182
26/07/2018	37	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Detached	88	947	£279,995	£3,182
17/06/2019	45	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	90	969	£289,995	£3,222
31/05/2019	47	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	90	969	£289,995	£3,222
24/05/2019	49	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	88	947	£284,995	£3,239
29/07/2019	8	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Detached	88	947	£284,995	£3,239
28/02/2019	16	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Detached	88	947	£284,995	£3,239
25/10/2018	35	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Detached	102	1,098	£290,000	£2,843
03/08/2018	18	MASONS DRIVE	GREAT BLAKENHAM	IP6 OGE	Detached	110	1,184	£313,000	£2,845
08/04/2019	73	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	102	1,098	£299,995	£2,941
11/10/2018	75	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	102	1,098	£299,995	£2,941
24/01/2019	77	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Detached	102	1,098	£299,995	£2,941
01/10/2018	33	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFD	Detached	102	1,098	£299,995	£2,941
11/10/2018	32	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Detached	102	1,098	£299,995	£2,941
30/07/2018	34	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Detached	102	1,098	£299,995	£2,941
01/10/2018	36	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Detached	102	1,098	£299,995	£2,941
07/12/2018	40	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Detached	102	1,098	£299,995	£2,941
31/07/2018	23	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	60	646	£199,995	£3,333
25/11/2019	1	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Semi Detached	87	936	£254,995	£2,931
28/02/2019	32	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Semi Detached	87	936	£254,995	£2,931
26/10/2018	7	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	88	947	£259,995	£2,954
31/08/2018	27	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	88	947	£259,995	£2,954

29/03/2019	28	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Semi Detached	87	936	£260,000	£2,989
14/06/2019	30	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Semi Detached	87	936	£260,000	£2,989
31/07/2018	3	LIME WAY	GREAT BLAKENHAM	IP6 OGP	Semi Detached	81	872	£247,995	£3,062
30/11/2018	4	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Semi Detached	70	753	£215,000	£3,071
31/01/2019	43	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Semi Detached	81	872	£249,995	£3,086
31/07/2018	1	LIME WAY	GREAT BLAKENHAM	IP6 OGP	Semi Detached	81	872	£249,995	£3,086
27/07/2018	29	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	87	936	£269,995	£3,103
31/01/2019	39	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	75	807	£234,995	£3,133
09/07/2018	40	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Semi Detached	75	807	£234,995	£3,133
30/11/2018	2	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Semi Detached	70	753	£219,995	£3,143
28/09/2018	41	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Semi Detached	81	872	£254,995	£3,148
14/12/2018	41	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	75	807	£238,995	£3,187
19/08/2019	41	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Semi Detached	75	807	£239,995	£3,200
30/08/2019	43	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Semi Detached	75	807	£239,995	£3,200
14/12/2018	8	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Semi Detached	75	807	£239,995	£3,200
01/02/2019	10	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Semi Detached	75	807	£239,995	£3,200
31/01/2019	1	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	75	807	£244,995	£3,267
21/02/2019	3	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	75	807	£244,995	£3,267
31/10/2019	5	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Semi Detached	75	807	£244,995	£3,267
28/11/2019	26	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Semi Detached	70	753	£229,995	£3,286
29/11/2019	50	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Semi Detached	70	753	£239,995	£3,429
17/08/2018	5	LIME WAY	GREAT BLAKENHAM	IP6 OGP	Terraced	64	689	£204,995	£3,203
24/08/2018	9	LIME WAY	GREAT BLAKENHAM	IP6 OGP	Terraced	64	689	£204,995	£3,203
26/07/2018	36	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Terraced	60	646	£194,995	£3,250
12/12/2019	19	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£196,995	£3,283
30/11/2018	53	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Terraced	57	614	£189,995	£3,333
31/05/2019	29	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£199,995	£3,333
28/06/2019	31	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£199,995	£3,333
29/05/2019	37	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£199,995	£3,333
18/04/2019	53	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£199,995	£3,333
28/06/2019	59	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£199,995	£3,333
29/03/2019	65	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£199,995	£3,333
31/05/2019	12	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Terraced	60	646	£199,995	£3,333
28/03/2019	20	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Terraced	60	646	£199,995	£3,333
29/03/2019	22	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Terraced	60	646	£199,995	£3,333
18/01/2019	12	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Terraced	60	646	£199,995	£3,333
28/09/2018	14	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Terraced	60	646	£199,995	£3,333
03/08/2018	24	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Terraced	60	646	£199,995	£3,333
13/07/2018	38	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Terraced	60	646	£199,995	£3,333
20/08/2018	50	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Terraced	60	646	£199,995	£3,333
28/10/2019	12	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Terraced	60	646	£199,995	£3,333
31/01/2019	55	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£200,000	£3,333
30/11/2018	51	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Terraced	57	614	£192,995	£3,386
14/12/2018	55	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Terraced	57	614	£192,995	£3,386
29/10/2018	21	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Terraced	60	646	£204,995	£3,417
31/10/2019	14	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Terraced	60	646	£204,995	£3,417
27/09/2019	17	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£206,995	£3,450
31/05/2019	33	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£206,995	£3,450
31/05/2019	35	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£206,995	£3,450
31/01/2019	63	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	60	646	£206,995	£3,450
28/09/2018	16	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Terraced	60	646	£206,995	£3,450
30/07/2018	11	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Terraced	60	646	£209,995	£3,500
20/12/2019	103	STOWMARKET ROAD	GREAT BLAKENHAM	IP6 OLU	Terraced	87	936	£229,995	£2,644
20/12/2019	101	STOWMARKET ROAD	GREAT BLAKENHAM	IP6 OLU	Terraced	87	936	£234,995	£2,701
30/01/2020	6	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Terraced	87	936	£249,995	£2,874
09/11/2018	59	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Terraced	72	775	£209,995	£2,917
09/11/2018	63	RIVER WAY	GREAT BLAKENHAM	IP6 OGH	Terraced	72	775	£209,995	£2,917
29/07/2019	17	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Terraced	87	936	£258,495	£2,971
15/03/2019	15	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Terraced	87	936	£259,995	£2,988
26/04/2019	19	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Terraced	87	936	£259,995	£2,988
30/09/2019	2	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Terraced	87	936	£259,995	£2,988
08/11/2019	8	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Terraced	90	969	£270,000	£3,000
24/08/2018	7	LIME WAY	GREAT BLAKENHAM	IP6 OGP	Terraced	72	775	£216,995	£3,014
23/08/2018	12	MASONS DRIVE	GREAT BLAKENHAM	IP6 OGE	Terraced	81	872	£249,995	£3,086
17/05/2019	10	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Terraced	70	753	£217,995	£3,114
18/01/2019	67	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	75	807	£234,995	£3,133
09/11/2018	25	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Terraced	75	807	£234,995	£3,133
26/10/2018	34	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFG	Terraced	75	807	£235,000	£3,133
24/04/2019	39	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	70	753	£219,995	£3,143
31/01/2019	57	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	70	753	£219,995	£3,143
31/01/2019	61	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	70	753	£219,995	£3,143
31/01/2019	18	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Terraced	70	753	£219,995	£3,143
20/12/2018	24	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Terraced	70	753	£219,995	£3,143
28/03/2019	9	LIMESTONE CLOSE	GREAT BLAKENHAM	IP6 OFF	Terraced	75	807	£237,995	£3,173
31/05/2019	27	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	70	753	£222,995	£3,186
28/06/2019	51	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	75	807	£239,995	£3,200
31/10/2019	10	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Terraced	75	807	£239,995	£3,200
26/09/2019	21	THE CIRCLE	GREAT BLAKENHAM	IP6 OFD	Terraced	70	753	£224,995	£3,214
30/09/2019	4	PORTLAND WAY	GREAT BLAKENHAM	IP6 OFH	Terraced	70	753	£224,995	£3,214
16/05/2019	14	THE CIRCLE	GREAT BLAKENHAM	IP6 OFE	Terraced	70	753	£225,995	£3,229
28/09/2018	24	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	88	947	£179,950	£2,045
28/09/2018	25	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	89	958	£204,800	£2,301
11/09/2019	37	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	114	1,227	£264,950	£2,324
31/05/2019	40	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	103	1,109	£245,000	£2,379
09/08/2018	26	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	82	883	£211,950	£2,585
30/04/2019	41	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	110	1,184	£285,000	£2,591
29/10/2018	17	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	110	1,184	£299,950	£2,727
28/02/2019	32	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	58	624	£185,000	£3,190
30/11/2018	31	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	84	904	£284,950	£3,392
15/11/2018	16	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	60	646	£209,950	£3,499
26/11/2018	29	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	59	635	£209,950	£3,558

12/07/2018	12	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	82	883	£294,950	£3,597
30/11/2018	42	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	79	850	£285,000	£3,608
31/08/2018	28	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	58	624	£211,950	£3,654
29/10/2018	19	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	56	603	£209,950	£3,749
28/09/2018	38	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	106	1,141	£400,000	£3,774
29/03/2019	39	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	106	1,141	£400,000	£3,774
28/06/2019	23	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	69	743	£299,950	£4,347
14/12/2018	30	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	56	603	£249,950	£4,463
31/07/2018	27	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	60	646	£299,950	£4,999
30/11/2018	33	WALNUT TREE PLACE	SUDBURY	CO10 1AN	Flat	42	452	£309,950	£7,380
04/03/2019	9	ALAN PHILLIPS WAY	SUDBURY	CO10 1AP	Semi Detached	138	1,485	£375,000	£2,717
27/06/2019	1	SIMON THEOBALD CLOSE	SUDBURY	CO10 1AL	Semi Detached	120	1,292	£360,950	£3,008
08/02/2019	10	ALAN PHILLIPS WAY	SUDBURY	CO10 1AP	Semi Detached	151	1,625	£464,950	£3,079
28/09/2018	2	ALAN PHILLIPS WAY	SUDBURY	CO10 1AP	Terraced	138	1,485	£374,950	£2,717
24/09/2018	3	ALAN PHILLIPS WAY	SUDBURY	CO10 1AP	Terraced	138	1,485	£379,950	£2,753
18/02/2019	1	ALAN PHILLIPS WAY	SUDBURY	CO10 1AP	Terraced	154	1,658	£429,950	£2,792
03/09/2018	33	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Detached	64	689	£249,995	£3,906
09/05/2019	6	QUARRY AVENUE	NEEDHAM MARKET	IP6 8FA	Detached	102	1,098	£295,000	£2,892
16/08/2019	2	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	102	1,098	£304,995	£2,990
31/10/2018	8	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	190	2,045	£374,995	£1,974
30/11/2018	11	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	190	2,045	£379,995	£2,000
09/11/2018	9	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	190	2,045	£539,995	£2,842
30/04/2019	LANCASTER	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	190	2,045	£540,000	£2,842
15/03/2019	12	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	190	2,045	£549,995	£2,895
14/06/2019	15	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	190	2,045	£549,995	£2,895
24/08/2018	15	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Detached	144	1,550	£419,995	£2,917
05/09/2019	16	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	144	1,550	£419,995	£2,917
21/09/2018	11	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Detached	144	1,550	£424,995	£2,951
19/07/2019	4	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	144	1,550	£429,995	£2,986
14/02/2020	4	CHALK LANE	NEEDHAM MARKET	IP6 8FN	Detached	130	1,399	£389,995	£3,000
24/05/2019	48	QUARRY AVENUE	NEEDHAM MARKET	IP6 8FA	Detached	123	1,324	£370,000	£3,008
30/09/2019	46	QUARRY AVENUE	NEEDHAM MARKET	IP6 8FA	Detached	126	1,356	£379,995	£3,016
30/11/2018	8	QUARRY AVENUE	NEEDHAM MARKET	IP6 8FA	Detached	123	1,324	£375,000	£3,049
16/07/2018	1	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Detached	116	1,249	£354,995	£3,060
16/11/2018	10	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Detached	123	1,324	£379,995	£3,089
11/10/2019	1	CHALK LANE	NEEDHAM MARKET	IP6 8FN	Detached	144	1,550	£449,995	£3,125
24/01/2020	30	QUARRY AVENUE	NEEDHAM MARKET	IP6 8FA	Flat	84	904	£205,000	£2,440
16/08/2018	25	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Flat	84	904	£209,995	£2,500
10/05/2019	23	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Semi Detached	58	624	£173,000	£2,983
07/06/2019	24	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Semi Detached	58	624	£173,000	£2,983
22/02/2019	25	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Semi Detached	58	624	£174,995	£3,017
29/03/2019	26	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Semi Detached	58	624	£174,995	£3,017
31/01/2020	2	BELEMNITE WALK	NEEDHAM MARKET	IP6 8FP	Semi Detached	58	624	£177,995	£3,069
16/10/2019	37	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Semi Detached	64	689	£224,995	£3,516
13/07/2018	41	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Semi Detached	66	710	£235,000	£3,561
06/08/2018	35	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Semi Detached	64	689	£232,995	£3,641
26/07/2019	3	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Semi Detached	102	1,098	£299,995	£2,941
07/12/2018	4	QUARRY AVENUE	NEEDHAM MARKET	IP6 8FA	Semi Detached	102	1,098	£312,995	£3,069
19/06/2019	22	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Semi Detached	116	1,249	£334,995	£2,888
05/07/2019	21	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Semi Detached	116	1,249	£339,995	£2,931
27/07/2018	17	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Terraced	66	710	£275,000	£4,167
05/04/2019	5	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Terraced	102	1,098	£299,995	£2,941
18/04/2019	6	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Terraced	102	1,098	£304,995	£2,990
26/10/2018	19	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Terraced	73	786	£252,995	£3,466
27/09/2018	21	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Terraced	73	786	£252,995	£3,466
25/10/2019	18	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Terraced	129	1,389	£293,995	£2,279
02/08/2019	17	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Terraced	129	1,389	£299,995	£2,326
25/10/2019	19	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Terraced	129	1,389	£299,995	£2,326
31/01/2019	29	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Terraced	118	1,270	£280,000	£2,373
06/11/2018	27	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Terraced	118	1,270	£299,995	£2,542
08/10/2018	31	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Terraced	118	1,270	£299,995	£2,542
24/09/2018	43	AMMONITE DRIVE	NEEDHAM MARKET	IP6 8FJ	Terraced	118	1,270	£304,995	£2,585
26/04/2019	7	FLINT DRIVE	NEEDHAM MARKET	IP6 8FL	Terraced	116	1,249	£339,995	£2,931
29/11/2019	4	READ CLOSE	STOWMARKET	IP14 1XP	Detached	127	1,367	£322,529	£2,540
17/07/2018	33	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	127	1,367	£344,995	£2,716
21/08/2018	34	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	127	1,367	£349,995	£2,756
27/07/2018	35	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	127	1,367	£349,995	£2,756
24/08/2018	36	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	127	1,367	£349,995	£2,756
05/09/2018	38	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	127	1,367	£349,995	£2,756
20/12/2019	5	READ CLOSE	STOWMARKET	IP14 1XP	Detached	127	1,367	£355,000	£2,795
20/12/2019	8	READ CLOSE	STOWMARKET	IP14 1XP	Detached	127	1,367	£355,000	£2,795
20/12/2019	6	READ CLOSE	STOWMARKET	IP14 1XP	Detached	107	1,152	£305,000	£2,850
17/07/2018	31	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	141	1,518	£355,000	£2,518
28/06/2019	90	BROOKE WAY	STOWMARKET	IP14 1US	Detached	141	1,518	£369,995	£2,624
29/11/2018	82	BROOKE WAY	STOWMARKET	IP14 1US	Detached	141	1,518	£375,995	£2,667
24/08/2018	37	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	141	1,518	£375,995	£2,667
13/09/2019	2	FULLER WAY	STOWMARKET	IP14 1XJ	Detached	141	1,518	£380,000	£2,695
13/12/2019	3	READ CLOSE	STOWMARKET	IP14 1XP	Detached	141	1,518	£380,000	£2,695
11/01/2019	32	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	141	1,518	£394,995	£2,801
16/05/2019	84	BROOKE WAY	STOWMARKET	IP14 1US	Detached	167	1,798	£406,995	£2,437
12/09/2018	40	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Detached	167	1,798	£419,995	£2,515
17/06/2019	45	BROOKE WAY	STOWMARKET	IP14 1UH	Flat	59	635	£160,995	£2,729
01/05/2019	18	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Flat	59	635	£169,995	£2,881
22/02/2019	10	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Flat	53	570	£158,994	£3,000
30/04/2019	47	BROOKE WAY	STOWMARKET	IP14 1UH	Flat	53	570	£164,995	£3,113
03/05/2019	51	BROOKE WAY	STOWMARKET	IP14 1UH	Flat	53	570	£169,995	£3,207
12/03/2019	16	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Flat	53	570	£169,995	£3,207
14/05/2019	43	BROOKE WAY	STOWMARKET	IP14 1UH	Flat	45	484	£150,000	£3,333
05/06/2019	49	BROOKE WAY	STOWMARKET	IP14 1UH	Flat	46	495	£155,000	£3,370
22/02/2019	8	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Flat	46	495	£164,995	£3,587
17/05/2019	53	BROOKE WAY	STOWMARKET	IP14 1UH	Flat	45	484	£164,995	£3,667

22/02/2019	12	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Flat	45	484	£164,995	£3,667
22/02/2019	14	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Flat	45	484	£164,995	£3,667
21/10/2019	20	FULLER WAY	STOWMARKET	IP14 1XJ	Semi Detached	110	1,184	£228,000	£2,073
22/10/2019	22	FULLER WAY	STOWMARKET	IP14 1XJ	Semi Detached	110	1,184	£228,000	£2,073
28/09/2018	41	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Semi Detached	110	1,184	£274,000	£2,491
13/12/2019	4	FULLER WAY	STOWMARKET	IP14 1XJ	Semi Detached	110	1,184	£275,000	£2,500
13/12/2019	8	FULLER WAY	STOWMARKET	IP14 1XJ	Semi Detached	110	1,184	£275,000	£2,500
06/12/2019	30	FULLER WAY	STOWMARKET	IP14 1XJ	Semi Detached	86	926	£216,000	£2,512
26/10/2018	74	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	110	1,184	£279,995	£2,545
21/12/2018	76	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	110	1,184	£279,995	£2,545
28/09/2018	39	SASSOON CRESCENT	STOWMARKET	IP14 1WA	Semi Detached	110	1,184	£279,995	£2,545
22/11/2019	2	READ CLOSE	STOWMARKET	IP14 1XP	Semi Detached	80	861	£204,000	£2,550
06/06/2019	55	BROOKE WAY	STOWMARKET	IP14 1UH	Semi Detached	110	1,184	£284,995	£2,591
24/05/2019	57	BROOKE WAY	STOWMARKET	IP14 1UH	Semi Detached	110	1,184	£284,995	£2,591
24/10/2018	78	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	110	1,184	£285,995	£2,600
26/10/2018	80	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	110	1,184	£285,995	£2,600
23/05/2019	86	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	110	1,184	£289,995	£2,636
10/06/2019	88	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	110	1,184	£289,995	£2,636
23/08/2019	10	FULLER WAY	STOWMARKET	IP14 1XJ	Semi Detached	110	1,184	£290,000	£2,636
08/10/2018	1	OWEN WAY	STOWMARKET	IP14 1UZ	Semi Detached	86	926	£260,000	£3,023
23/11/2018	72	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	80	861	£245,000	£3,063
13/12/2019	32	FULLER WAY	STOWMARKET	IP14 1XJ	Semi Detached	86	926	£265,000	£3,081
14/06/2019	96	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	80	861	£259,995	£3,250
14/06/2019	98	BROOKE WAY	STOWMARKET	IP14 1US	Semi Detached	80	861	£259,995	£3,250
03/12/2019	1	READ CLOSE	STOWMARKET	IP14 1XP	Semi Detached	80	861	£260,000	£3,250
15/11/2019	26	FULLER WAY	STOWMARKET	IP14 1XJ	Terraced	64	689	£176,000	£2,750
23/11/2018	39	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	64	689	£178,956	£2,796
22/11/2019	24	FULLER WAY	STOWMARKET	IP14 1XJ	Terraced	64	689	£180,000	£2,813
20/12/2019	28	FULLER WAY	STOWMARKET	IP14 1XJ	Terraced	64	689	£180,000	£2,813
23/11/2018	37	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	64	689	£195,000	£3,047
19/12/2018	1	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	64	689	£219,995	£3,437
19/12/2018	3	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	64	689	£226,995	£3,547
03/06/2019	4	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	110	1,184	£250,000	£2,273
03/08/2018	7	OWEN WAY	STOWMARKET	IP14 1UZ	Terraced	110	1,184	£272,995	£2,482
15/03/2019	6	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	110	1,184	£279,995	£2,545
21/11/2019	24	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	81	872	£240,000	£2,963
19/12/2019	16	FULLER WAY	STOWMARKET	IP14 1XJ	Terraced	81	872	£250,000	£3,086
09/11/2018	33	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	86	926	£265,995	£3,093
23/11/2018	35	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	86	926	£265,995	£3,093
23/08/2019	30	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	86	926	£265,995	£3,093
29/03/2019	31	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	81	872	£254,995	£3,148
16/08/2019	22	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	81	872	£254,995	£3,148
30/08/2019	61	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	80	861	£252,000	£3,150
19/12/2018	41	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	86	926	£271,500	£3,157
16/08/2019	59	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	80	861	£254,995	£3,187
25/01/2019	9	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	80	861	£254,995	£3,187
22/08/2019	20	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	86	926	£274,995	£3,198
23/11/2018	29	BROOKE WAY	STOWMARKET	IP14 1UH	Terraced	81	872	£265,995	£3,284
20/12/2018	7	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	80	861	£264,995	£3,312
21/12/2018	5	TYNAN CRESCENT	STOWMARKET	IP14 1WB	Terraced	80	861	£269,995	£3,375
29/11/2019	1	WHEELWRIGHT CLOSE	STOWMARKET	IP14 2FH	Detached	65	700	£236,000	£3,631
08/05/2019	30	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	66	710	£240,000	£3,636
27/09/2019	5	WHEELWRIGHT CLOSE	STOWMARKET	IP14 2FH	Detached	63	678	£230,000	£3,651
26/04/2019	24	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	63	678	£230,000	£3,651
22/11/2019	6	WHEELWRIGHT CLOSE	STOWMARKET	IP14 2FH	Detached	68	732	£250,000	£3,676
08/03/2019	20	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	63	678	£232,000	£3,683
17/12/2019	7	WHEELWRIGHT CLOSE	STOWMARKET	IP14 2FH	Detached	62	667	£230,000	£3,710
31/08/2018	1	FORGE ROAD	STOWMARKET	IP14 2FG	Detached	66	710	£250,000	£3,788
30/11/2018	22	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	63	678	£250,000	£3,968
12/03/2019	28	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	66	710	£275,000	£4,167
01/03/2019	26	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	63	678	£265,000	£4,206
31/05/2019	36	ANVIL WAY	STOWMARKET	IP14 2FF	Semi Detached	63	678	£195,000	£3,095
31/05/2019	38	ANVIL WAY	STOWMARKET	IP14 2FF	Semi Detached	63	678	£195,000	£3,095
28/06/2019	40	ANVIL WAY	STOWMARKET	IP14 2FF	Semi Detached	63	678	£195,000	£3,095
28/06/2019	42	ANVIL WAY	STOWMARKET	IP14 2FF	Semi Detached	63	678	£195,000	£3,095
16/08/2019	28	COPPERSMITH	STOWMARKET	IP14 2FD	Detached	90	969	£305,000	£3,389
10/10/2019	30	COPPERSMITH	STOWMARKET	IP14 2FD	Detached	90	969	£305,000	£3,389
24/08/2018	2	FORGE ROAD	STOWMARKET	IP14 2FG	Detached	90	969	£310,000	£3,444
31/07/2018	3	FORGE ROAD	STOWMARKET	IP14 2FG	Detached	90	969	£310,000	£3,444
16/11/2018	7	FORGE ROAD	STOWMARKET	IP14 2FG	Detached	81	872	£285,000	£3,519
30/08/2019	4	WHEELWRIGHT CLOSE	STOWMARKET	IP14 2FH	Detached	83	893	£294,000	£3,542
28/09/2018	8	FORGE ROAD	STOWMARKET	IP14 2FG	Detached	81	872	£290,000	£3,580
20/09/2019	2	WHEELWRIGHT CLOSE	STOWMARKET	IP14 2FH	Detached	79	850	£295,000	£3,734
28/09/2018	9	FORGE ROAD	STOWMARKET	IP14 2FG	Detached	83	893	£310,000	£3,735
18/12/2018	18	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	83	893	£315,000	£3,795
23/04/2019	34	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	81	872	£310,000	£3,827
31/10/2018	6	FORGE ROAD	STOWMARKET	IP14 2FG	Detached	83	893	£325,000	£3,916
24/05/2019	32	ANVIL WAY	STOWMARKET	IP14 2FF	Detached	83	893	£325,000	£3,916
28/06/2019	50	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	131	1,410	£349,995	£2,672
31/05/2019	43	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	141	1,518	£385,000	£2,730
30/04/2019	33	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	141	1,518	£389,995	£2,766
21/11/2019	7	CELANDINE CLOSE	STOWUPLAND	IP14 4DU	Detached	141	1,518	£389,995	£2,766
30/04/2019	41	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	141	1,518	£394,995	£2,801
21/11/2019	9	CELANDINE CLOSE	STOWUPLAND	IP14 4DU	Detached	131	1,410	£369,995	£2,824
28/06/2019	46	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	130	1,399	£369,995	£2,846
18/12/2019	15	CELANDINE CLOSE	STOWUPLAND	IP14 4DU	Detached	131	1,410	£374,995	£2,863
21/11/2019	11	CELANDINE CLOSE	STOWUPLAND	IP14 4DU	Detached	131	1,410	£377,995	£2,885
29/08/2019	59	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	130	1,399	£380,000	£2,923
28/06/2019	57	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	134	1,442	£399,995	£2,985
31/07/2019	2	CROWFOOT CLOSE	STOWUPLAND	IP14 4FA	Detached	134	1,442	£400,000	£2,985
28/06/2019	48	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	139	1,496	£414,995	£2,986

18/12/2019	17	CELANDINE CLOSE	STOWUPLAND	IP14 4DU	Detached	139	1,496	£414,995	£2,986
31/07/2019	1	CROWFOOT CLOSE	STOWUPLAND	IP14 4FA	Detached	131	1,410	£393,995	£3,008
31/01/2019	32	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	105	1,130	£319,995	£3,048
30/05/2019	45	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	119	1,281	£369,995	£3,109
31/05/2019	47	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	119	1,281	£369,995	£3,109
27/12/2018	34	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	82	883	£255,995	£3,122
28/06/2019	52	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	90	969	£289,995	£3,222
29/10/2019	63	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	93	1,001	£299,995	£3,226
30/04/2019	35	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	105	1,130	£339,995	£3,238
28/09/2018	1	CELANDINE CLOSE	STOWUPLAND	IP14 4DU	Detached	84	904	£275,000	£3,274
21/09/2018	3	CELANDINE CLOSE	STOWUPLAND	IP14 4DU	Detached	90	969	£294,995	£3,278
21/09/2018	5	CELANDINE CLOSE	STOWUPLAND	IP14 4DU	Detached	90	969	£298,995	£3,322
27/06/2019	53	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	90	969	£299,995	£3,333
28/06/2019	55	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	90	969	£299,995	£3,333
28/09/2018	18	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	84	904	£282,995	£3,369
30/05/2019	49	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	84	904	£289,995	£3,452
30/09/2019	12	CROWFOOT CLOSE	STOWUPLAND	IP14 4FA	Detached	82	883	£284,995	£3,476
28/11/2018	20	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	82	883	£286,995	£3,500
30/09/2019	11	CROWFOOT CLOSE	STOWUPLAND	IP14 4FA	Detached	82	883	£287,995	£3,512
28/10/2019	61	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	82	883	£287,995	£3,512
30/11/2018	22	OXLIP WAY	STOWUPLAND	IP14 4DT	Detached	65	700	£292,995	£4,508
31/10/2018	11	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	79	850	£249,995	£3,164
30/04/2019	37	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	79	850	£249,995	£3,164
30/04/2019	39	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	79	850	£249,995	£3,164
28/03/2019	31	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	67	721	£220,000	£3,284
12/10/2018	15	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	79	850	£259,995	£3,291
21/12/2018	30	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	79	850	£259,995	£3,291
31/07/2018	9	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	65	700	£216,995	£3,338
12/10/2018	19	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	65	700	£217,995	£3,354
30/11/2018	28	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	79	850	£266,995	£3,380
28/03/2019	29	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	67	721	£229,995	£3,433
30/11/2018	24	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	65	700	£224,995	£3,461
30/11/2018	26	OXLIP WAY	STOWUPLAND	IP14 4DT	Semi Detached	65	700	£229,995	£3,538
23/04/2019	23	OXLIP WAY	STOWUPLAND	IP14 4DT	Terraced	84	904	£269,995	£3,214
29/03/2019	25	OXLIP WAY	STOWUPLAND	IP14 4DT	Terraced	65	700	£219,995	£3,385
29/03/2019	27	OXLIP WAY	STOWUPLAND	IP14 4DT	Terraced	65	700	£229,995	£3,538
29/11/2019	21	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Detached	77	829	£268,995	£3,493
31/10/2018	3	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	87	936	£299,995	£3,448
30/11/2018	85	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	87	936	£299,995	£3,448
28/09/2018	11	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	101	1,087	£314,995	£3,119
20/07/2018	38	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Detached	92	990	£314,995	£3,424
04/09/2018	46	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Detached	92	990	£315,995	£3,435
30/11/2018	81	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	92	990	£315,995	£3,435
31/10/2018	1	KILBY WAY	GREAT CORNARD	CO10 OFR	Detached	101	1,087	£316,995	£3,139
30/09/2019	11	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Detached	92	990	£316,995	£3,446
20/12/2019	17	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Detached	101	1,087	£318,995	£3,158
28/11/2019	1	JAMIE ALLEN CLOSE	GREAT CORNARD	CO10 OEB	Detached	108	1,163	£319,995	£2,963
20/12/2019	100	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Detached	101	1,087	£319,995	£3,168
30/08/2019	8	JAMIE ALLEN CLOSE	GREAT CORNARD	CO10 OEB	Detached	101	1,087	£321,995	£3,188
20/12/2018	110	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Detached	99	1,066	£325,995	£3,293
30/09/2019	15	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Detached	99	1,066	£325,995	£3,293
28/02/2019	5	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	107	1,152	£329,995	£3,084
25/01/2019	15	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	107	1,152	£329,995	£3,084
28/02/2019	3	KILBY WAY	GREAT CORNARD	CO10 OFR	Detached	107	1,152	£329,995	£3,084
28/02/2019	112	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Detached	107	1,152	£334,995	£3,131
21/12/2018	77	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	107	1,152	£334,995	£3,131
30/11/2018	83	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	107	1,152	£334,995	£3,131
21/12/2018	63	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Detached	107	1,152	£338,995	£3,168
08/08/2019	3	JAMIE ALLEN CLOSE	GREAT CORNARD	CO10 OEB	Detached	108	1,163	£344,995	£3,194
28/06/2019	88	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Detached	108	1,163	£344,995	£3,194
20/12/2019	22	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Detached	129	1,389	£379,995	£2,946
05/08/2019	4	JAMIE ALLEN CLOSE	GREAT CORNARD	CO10 OEB	Detached	129	1,389	£389,995	£3,023
02/12/2019	23	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Detached	129	1,389	£389,995	£3,023
29/11/2019	25	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Detached	129	1,389	£389,995	£3,023
28/06/2019	90	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Detached	147	1,582	£429,995	£2,925
30/08/2019	6	JAMIE ALLEN CLOSE	GREAT CORNARD	CO10 OEB	Detached	147	1,582	£444,995	£3,027
29/07/2019	76	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	57	614	£214,995	£3,772
14/06/2019	78	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	57	614	£214,995	£3,772
07/06/2019	82	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	57	614	£218,995	£3,842
07/06/2019	80	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	57	614	£219,995	£3,860
21/06/2019	2	JAMIE ALLEN CLOSE	GREAT CORNARD	CO10 OEB	Semi Detached	64	689	£232,995	£3,641
14/06/2019	1	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Semi Detached	64	689	£233,995	£3,656
30/08/2019	86	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	70	753	£239,995	£3,429
13/12/2019	98	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	70	753	£239,995	£3,429
28/09/2018	8	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	70	753	£242,995	£3,471
21/09/2018	42	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	70	753	£246,995	£3,529
28/06/2019	7	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Semi Detached	77	829	£249,995	£3,247
28/06/2019	84	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	70	753	£249,995	£3,571
21/06/2019	16	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Semi Detached	69	743	£249,995	£3,623
06/07/2018	10	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Semi Detached	74	797	£258,995	£3,500
07/12/2018	79	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Semi Detached	74	797	£258,995	£3,500
18/01/2019	19	KILBY WAY	GREAT CORNARD	CO10 OFR	Semi Detached	74	797	£259,995	£3,513
21/12/2018	21	KILBY WAY	GREAT CORNARD	CO10 OFR	Semi Detached	74	797	£259,995	£3,513
28/06/2019	5	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Semi Detached	74	797	£262,995	£3,554
28/09/2018	9	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OFJ	Semi Detached	74	797	£263,995	£3,568
15/03/2019	2	KILBY WAY	GREAT CORNARD	CO10 OFR	Semi Detached	77	829	£264,495	£3,435
28/06/2019	3	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Semi Detached	74	797	£267,995	£3,622
12/12/2019	5	KILBY WAY	GREAT CORNARD	CO10 OFR	Semi Detached	107	1,152	£279,995	£2,617
24/05/2019	7	KILBY WAY	GREAT CORNARD	CO10 OFR	Semi Detached	107	1,152	£287,995	£2,692
31/10/2019	7	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Semi Detached	107	1,152	£287,995	£2,692
11/01/2019	11	KILBY WAY	GREAT CORNARD	CO10 OFR	Semi Detached	107	1,152	£299,995	£2,804

21/12/2018	15	KILBY WAY	GREAT CORNARD	CO10 OFR	Semi Detached	107	1,152	£299,995	£2,804
20/12/2018	17	KILBY WAY		CO10 OFR	Semi Detached	107	1,152	£299,995	£2,804
05/09/2019	9	WAKELIN CLOSE	GREAT CORNARD	CO10 OFN	Semi Detached	107	1,152	£299,995	£2,804
19/10/2018	18	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Terraced	57	614	£206,995	£3,631
31/08/2018	20	GRACE FARRANT ROAD	GREAT CORNARD	CO10 OED	Terraced	57	614	£208,995	£3,667

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regeneration  
consultants

## Appendix 3 – BCIS Build Costs

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£/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 10 years

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>345. Shops</b>							
Generally (10)	2,000	812	1,164	1,927	2,479	3,975	7
1-2 storey (10)	2,000	812	1,164	1,927	2,479	3,975	7

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 5 years

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>810.1 Estate housing</b>							
Generally (5)	1,230	671	1,018	1,155	1,328	4,306	249
Single storey (5)	1,411	836	1,073	1,328	1,593	4,306	53
2-storey (5)	1,150	671	1,002	1,117	1,242	1,976	186
3-storey (5)	1,375	918	1,068	1,176	1,418	2,559	7
4-storey or above (5)	2,642	2,088	-	2,332	-	3,507	3
810.11 Estate housing detached (5)	2,284	1,022	1,708	2,154	2,420	4,306	6
<b>810.12 Estate housing semi detached</b>							
Generally (5)	1,189	727	1,019	1,155	1,328	2,150	65
Single storey (5)	1,286	959	1,042	1,224	1,443	2,150	22
2-storey (5)	1,145	727	1,019	1,122	1,242	1,846	42
<b>810.13 Estate housing terraced</b>							
Generally (5)	1,370	805	1,028	1,229	1,463	3,507	27
2-storey (5)	1,208	805	1,015	1,197	1,326	1,814	22

## £/m<sup>2</sup> study

**Description:** Rate per m<sup>2</sup> gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 10 years

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>284. Warehouses/stores</b>							
Generally (10)	971	355	560	747	996	4,205	31
Up to 500m <sup>2</sup> GFA (10)	1,826	595	877	1,339	2,402	4,205	6
500 to 2000m <sup>2</sup> GFA (10)	830	425	613	747	917	1,452	13
Over 2000m <sup>2</sup> GFA (10)	696	355	534	583	870	1,365	12
284.1 Advance warehouses/stores (10)	794	533	-	858	-	928	4
<b>284.2 Purpose built warehouses/stores</b>							
Generally (10)	1,006	355	573	730	1,064	4,205	25
Up to 500m <sup>2</sup> GFA (10)	2,293	595	-	2,185	-	4,205	4
500 to 2000m <sup>2</sup> GFA (10)	827	425	603	739	963	1,452	12
Over 2000m <sup>2</sup> GFA (10)	672	355	538	620	864	1,064	9

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 5 years

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>816. Flats (apartments)</b>							
Generally (5)	1,387	799	1,150	1,296	1,566	3,079	236
1-2 storey (5)	1,403	996	1,134	1,286	1,663	2,268	55
3-5 storey (5)	1,365	799	1,136	1,282	1,527	3,079	155
6 storey or above (5)	1,483	1,049	1,258	1,477	1,629	2,174	26

## £/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 10 years

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>320. Offices</b>							
Generally (10)	1,902	936	1,395	1,879	2,208	2,989	27
<b>Air-conditioned</b>							
Generally (10)	1,798	1,127	1,524	1,861	2,193	2,210	9
1-2 storey (10)	1,677	1,127	1,524	1,660	1,861	2,210	5
3-5 storey (10)	1,892	1,279	-	2,193	-	2,205	3
<b>Not air-conditioned</b>							
Generally (10)	1,988	936	1,375	2,014	2,319	2,989	13
1-2 storey (10)	2,147	1,297	1,755	2,113	2,682	2,989	10

£/m2 study

**Description:** Rate per m2 gross internal floor area for the building Cost including prelims.

**Last updated:** 29-Aug-2020 00:49

› Rebased to Suffolk ( 97; sample 196 )

**Maximum age of results:** 25 years

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
New build							
<b>344. Hypermarkets, supermarkets</b>							
Generally (25)	1,793	965	1,330	1,993	2,141	2,529	12
1000 to 7000m2 GFA (25)	1,763	965	1,333	1,993	2,089	2,391	10

## Appendix 4 – Residential Appraisals for S106 @ £1,500 per dwelling

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units**  
 Notes: **Greenfield allocation**

ASSUMPTIONS - RESIDENTIAL USES																			
Total number of units in scheme				8 Units															
AH Policy requirement (% Target)				0%															
AH tenure split %		Affordable Rent:		53.0%															
		Shared ownership		25.0%															
		Intermediate		21.6%															
Open Market Sale (OMS) housing				100%															
CIL Rate (£ psm)				100%															
				143.29 £ psm															
<b>Unit mix -</b>		<b>Mkt Units mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		<b>AH # units</b>		<b>Overall mix%</b>		<b>Total # units</b>							
1 bed House		3.3%		0.3		0.0%		0.0		3%		0.3							
2 bed House		20.9%		1.7		57.4%		0.0		21%		1.7							
3 bed House		40.8%		3.3		23.5%		0.0		41%		3.3							
4 bed House		35.0%		2.8		2.8%		0.0		35%		2.8							
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0							
1 bed Flat		0.0%		0.0		16.4%		0.0		0%		0.0							
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0							
Total number of units		100.0%		8.0		100.0%		0.0		100%		8.0							
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>													
		(sqm)		(sqft)		%		(sqm)		(sqft)									
1 bed House		50.0		538				50.0		538									
2 bed House		79.0		850				79.0		850									
3 bed House		90.0		969				90.0		969									
4 bed House		110.0		1,184				110.0		1,184									
5 bed House		0.0		0				0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633									
2 bed Flat		61.0		657		85.0%		71.8		772									
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>													
		(sqm)		(sqft)		%		(sqm)		(sqft)									
1 bed House		50.0		538				50.0		538									
2 bed House		70.0		753				70.0		753									
3 bed House		84.0		904				84.0		904									
4 bed House		97.0		1,044				97.0		1,044									
5 bed House		0.0		0				0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633									
2 bed Flat		61.0		657		85.0%		71.8		772									
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>													
		(sqm)		(sqft)		(sqm)		(sqft)		(sqm)		(sqft)							
1 bed House		13		142		0		0		13		142							
2 bed House		132		1,422		0		0		132		1,422							
3 bed House		294		3,162		0		0		294		3,162							
4 bed House		308		3,315		0		0		308		3,315							
5 bed House		0		0		0		0		0		0							
1 bed Flat		0		0		0		0		0		0							
2 bed Flat		0		0		0		0		0		0							
		747		8,041		0		0		747		8,041							
<i>AH % by floor area:</i>						<i>0.00% AH % by floor area due to mix</i>													
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>Epsm</b>		<b>Epsf</b>				<b>total MV £ (no AH)</b>									
1 bed House		180,000		3,600		334				47,520									
2 bed House		250,000		3,165		294				418,000									
3 bed House		290,000		3,222		299				946,560									
4 bed House		350,000		3,182		296				980,000									
5 bed House		0		#DIV/0!		#DIV/0!				0									
1 bed Flat		160,000		3,200		297				0									
2 bed Flat		190,000		3,115		289				0									
										2,392,080									
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>		<b>Epsm</b>		<b>% of MV Shared ownership</b>		<b>Epsm</b>		<b>% of MV</b>		<b>Intermediate</b>		<b>Epsm</b>		<b>% of MV</b>			
1 bed House		90,000		1,800		50%		126,000		2,520		70%		144,000		2,880		80%	
2 bed House		125,000		1,786		50%		175,000		2,500		70%		200,000		2,857		80%	
3 bed House		145,000		1,726		50%		203,000		2,417		70%		232,000		2,762		80%	
4 bed House		175,000		1,804		50%		245,000		2,526		70%		250,000		2,577		71%	
5 bed House		0		#DIV/0!		50%		0		#DIV/0!		70%		0		#DIV/0!		71%	
1 bed Flat		80,000		1,600		50%		112,000		2,240		70%		128,000		2,560		80%	
2 bed Flat		95,000		1,557		50%		133,000		2,180		70%		152,000		2,492		80%	



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.3	@	180,000	47,520
2 bed House	1.7	@	250,000	418,000
3 bed House	3.3	@	290,000	946,560
4 bed House	2.8	@	350,000	980,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	8.0			2,392,080
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	0.0	@	145,000	-
4 bed House	0.0	@	175,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	95,000	-
	0.0			-
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.0	@	203,000	-
4 bed House	0.0	@	245,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	112,000	-
2 bed Flat	0.0	@	133,000	-
	0.0			-
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.0	@	232,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	128,000	-
0.00%	0.0	@	152,000	-
	0.0			-
<b>Sub-total GDV Residential</b>	<b>8.0</b>			<b>2,392,080</b>
<i>AH on-site cost analysis:</i>			<i>£MV less £GDV</i>	<i>0</i>
	<i>0 £ psm (total GIA sqm)</i>		<i>0 £ per unit (total units)</i>	
<b>Grant</b>	<b>8</b>	@	<b>0</b>	<b>-</b>
<b>Total GDV</b>				<b>2,392,080</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL	747 sqm		143.29 £ psm		(107,045)
	CIL analysis:	4.47% % of GDV	13,381 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	8 units @	1,500 per unit	(12,000)	(12,000)
	S106 analysis:	0.50% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum	747 sqm (total)		0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	0.90 acres @		0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change	2,557	per dwelling			(20,456)
Policy LP32 - Electric charging point	1,000	per dwelling			(8,000)
Policy SP09 - Cross-boundary mitiga	121.89	per dwelling			(975)
Policy LP18 - Biodiversity & Geodiv	42,545	per gross hectare			(17,190)
Policy LP25 - Sustainable Constructi	3,500	per dwelling			(28,000)
	total	0.90 acres @	0 per acre	(74,621)	-
	Infra. Costs analysis:	3.12% % of GDV	9,328 £ per unit (total units)		
1 bed House	13	sqm @	1,155 psm		(15,246)
2 bed House	132	sqm @	1,155 psm		(152,562)
3 bed House	294	sqm @	1,155 psm		(339,293)
4 bed House	308	sqm @	1,155 psm		(355,740)
5 bed House	-	sqm @	1,155 psm		-
1 bed Flat	-	sqm @	1,296 psm	12	-
2 bed Flat	747	sqm @	1,296 psm		-
External works	862,840	@	15.0%	16,178 £ per unit	(129,426)
M4(2) Category 2 Housing	50%	of All units	8 units @	521 £ per dwelling	(2,084)
M4(3) Category 3 Housing	0%	of All units	8 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			8 units @	9 £ per dwelling	(72)
Contingency	1,069,044	@	5.0%		(53,452)
<b>Professional Fees</b>	1,069,044	@	10.0%		(106,904)
<b>Disposal Costs -</b>					
Marketing and Promotion	2,392,080	OMS @	1.50%		(35,881)
Residential Sales Agent Costs	2,392,080	OMS @	1.50%		(35,881)
Residential Sales Legal Costs	2,392,080	OMS @	0.50%		(11,960)
<b>Interest (on Development Costs) -</b>	7.50%	APR	0.604%	pcm	(54,688)
<b>Developers Profit -</b>					
Margin on AH	0		6.00%	on AH values	-
Profit on GDV	2,392,080		20.00%		(478,416)
	1,499,936		31.90%	on costs	(478,416)
	2,392,080		20.00%	blended	(478,416)
<b>TOTAL COSTS</b>					<b>(1,978,352)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				413,728
SDLT	413,728 @		5.0% (slabbed)	(10,186)
Acquisition Agent fees	413,728 @		1.0%	(4,137)
Acquisition Legal fees	413,728 @		0.5%	(2,069)
Interest on Land	413,728 @		7.5%	(31,030)
Residual Land Value				<b>366,306</b>
<i>RLV analysis:</i>	45,788 £ per plot	1,007,342 £ per ha	407,666 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		22.0 dp net ha		
Site Area (Resi)		0.36 net ha	0.90 net acres	
<i>Density analysis:</i>		2,054 sqm/ha	8,949 sqft/ac	
Threshold Land Value	12,480 £ per plot	274,556 £ per net ha	111,111 £ per net acre	<b>99,838</b>
		90% Gross to net	0.40 Gross hectares	

BALANCE				
Surplus/(Deficit)		732,787 £ per ha	296,555 £ per acre	<b>266,468</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 0%							
Balance (RLV - TLV)	266,468	0%	15%	25%	30%	35%	40%	45%	
	0	366,054	318,066	286,073	270,077	254,081	238,085	222,089	
	120	282,676	247,194	223,539	211,712	199,885	188,058	176,230	
	140	268,768	235,382	213,117	201,985	190,852	179,720	168,587	
	160	254,787	223,570	202,695	192,257	181,820	171,382	160,944	
	180	240,807	211,758	192,272	182,530	172,787	163,044	153,301	
CIL Epsm	200	226,826	199,886	181,850	172,802	163,754	154,706	145,658	
143.29	220	212,846	188,002	171,428	163,075	154,722	146,368	138,015	
	240	198,866	176,119	160,955	153,347	145,689	138,031	130,372	
	260	184,885	164,236	150,469	143,586	136,656	129,693	122,729	
	280	170,905	152,352	139,984	133,800	127,616	121,355	115,086	
	300	156,924	140,469	129,499	124,014	118,528	113,017	107,443	
	320	142,944	128,586	119,013	114,227	109,441	104,655	99,800	
	340	128,964	116,702	108,528	104,441	100,354	96,267	92,157	
	360	114,983	104,819	98,043	94,655	91,267	87,879	84,490	
	380	101,003	92,936	87,557	84,868	82,179	79,490	76,801	
	400	87,022	81,052	77,072	75,082	73,092	71,102	69,112	
	420	73,042	69,169	66,587	65,296	64,005	62,714	61,423	
	440	59,061	57,285	56,101	55,509	54,917	54,325	53,734	
	460	45,081	45,402	45,616	45,723	45,830	45,937	46,044	
	480	31,101	33,519	35,131	35,937	36,743	37,549	38,355	
	500	17,120	21,635	24,646	26,151	27,656	29,161	30,666	
	520	3,077	9,752	14,160	16,364	18,568	20,772	22,977	
	540	(10,988)	(2,131)	3,675	6,578	9,481	12,384	15,287	
	560	(25,053)	(14,047)	(6,810)	(3,208)	394	3,996	7,598	
	580	(39,118)	(26,002)	(17,296)	(12,995)	(8,693)	(4,392)	(91)	
		AH - % on site 0%							
Balance (RLV - TLV)	266,468	0%	25%	30%	35%	40%	45%	50%	
	-	277,654	222,564	211,546	200,527	189,509	178,491	167,473	
	1,500	266,468	211,403	200,384	189,366	178,348	167,330	156,312	
	3,000	255,239	200,242	189,223	178,205	167,187	156,169	145,151	
	4,500	244,011	189,080	178,062	167,044	156,026	145,008	133,990	
	6,000	232,782	177,919	166,901	155,883	144,865	133,847	122,829	
Site Specific S106	7,500	221,554	166,742	155,740	144,722	133,704	122,686	111,668	
1,500	9,000	210,325	155,514	144,551	133,561	122,543	111,525	100,507	
	10,500	199,097	144,285	133,323	122,361	111,382	100,364	89,346	
	12,000	187,868	133,057	122,094	111,132	100,170	89,203	78,185	
	13,500	176,640	121,828	110,866	99,903	88,941	77,979	67,017	
	15,000	165,411	110,600	99,637	88,675	77,713	66,750	55,788	
	16,500	154,183	99,371	88,409	77,446	66,484	55,522	44,569	
	18,000	142,954	88,143	77,180	66,218	55,256	44,293	33,331	
	19,500	131,726	76,914	65,952	54,989	44,027	33,065	22,102	
	21,000	120,497	65,685	54,723	43,761	32,799	21,836	10,874	
	22,500	109,269	54,457	43,495	32,532	21,570	10,608	(355)	
	24,000	98,040	43,228	32,266	21,304	10,341	(621)	(11,583)	
	25,500	86,811	32,000	21,038	10,075	(887)	(11,849)	(22,812)	
	27,000	75,583	20,771	9,809	(1,153)	(12,116)	(23,078)	(34,040)	
	28,500	64,354	9,543	(1,420)	(12,382)	(23,344)	(34,306)	(45,269)	
	30,000	53,126	(1,886)	(12,648)	(23,610)	(34,573)	(45,535)	(56,497)	

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units**  
 Notes: **Greenfield allocation**

	Balance (RLV - TLV)	AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%	
	266,468								
	50,000	321,379	266,314	255,296	244,277	233,259	222,241	211,223	
	75,000	298,915	243,850	232,832	221,814	210,796	199,778	188,759	
	100,000	276,452	221,386	210,368	199,350	188,332	177,314	166,296	
	125,000	253,988	198,923	187,905	176,887	165,868	154,850	143,832	
	150,000	231,524	176,459	165,441	154,423	143,405	132,387	121,369	
	175,000	209,061	153,996	142,977	131,959	120,941	109,923	98,905	
	200,000	186,597	131,532	120,514	109,496	98,478	87,459	76,441	
	225,000	164,134	109,068	98,050	87,032	76,014	64,996	53,978	
	250,000	141,670	86,605	75,587	64,568	53,550	42,532	31,514	
	275,000	119,206	64,141	53,123	42,105	31,087	20,069	9,050	

	Balance (RLV - TLV)	AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%	
	266,468								
	5	(133,837)	(188,648)	(199,611)	(210,573)	(221,591)	(232,609)	(243,627)	
	10	125,184	70,248	59,230	48,211	37,193	26,175	15,157	
	15	211,524	156,509	145,491	134,473	123,455	112,437	101,418	
	20	254,694	199,640	188,622	177,603	166,585	155,567	144,549	
	22	266,468	211,403	200,384	189,366	178,348	167,330	156,312	
	25	280,596	225,518	214,500	203,482	192,464	181,446	170,428	
	30	297,861	242,770	231,752	220,734	209,716	198,698	187,680	
	35	310,184	255,093	244,075	233,057	222,039	211,021	200,003	
	40	319,426	264,336	253,318	242,299	231,281	220,263	209,245	
	45	326,615	271,524	260,506	249,488	238,470	227,452	216,434	
	50	332,365	277,275	266,257	255,239	244,221	233,202	222,184	

	Balance (RLV - TLV)	AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%	
	266,468								
	90%	369,188	308,599	296,481	284,364	272,190	259,946	247,702	
	100%	266,468	211,403	200,384	189,366	178,348	167,330	156,312	
	110%	163,152	113,872	104,016	94,160	84,304	74,448	64,592	
	120%	59,837	16,088	7,339	(1,411)	(10,161)	(18,910)	(27,660)	
	130%	(43,824)	(82,048)	(89,751)	(98,640)	(107,529)	(116,419)	(125,308)	
	140%	(157,275)	(195,251)	(202,846)	(210,441)	(218,037)	(225,717)	(233,396)	
	150%	(278,193)	(310,080)	(316,457)	(322,835)	(329,212)	(335,590)	(341,967)	
	160%	(399,784)	(425,161)	(430,237)	(566,285)	(752,441)	(948,598)	(1,144,754)	

	Balance (RLV - TLV)	AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%	
	266,468								
	75%	(139,569)	(87,323)	(78,280)	(69,237)	(60,200)	(51,248)	(42,296)	
	80%	(52,430)	(27,313)	(22,344)	(17,375)	(12,406)	(7,437)	(2,468)	
	85%	27,499	32,430	33,416	34,402	35,388	36,374	37,360	
	90%	107,155	92,172	89,175	86,178	83,182	80,116	77,026	
	95%	186,812	151,914	144,884	137,831	130,777	123,723	116,669	
	100%	266,468	211,403	200,384	189,366	178,348	167,330	156,312	
	105%	345,779	270,867	255,885	240,902	225,920	210,937	195,955	
	110%	425,065	330,331	311,385	292,438	273,491	254,545	235,550	
	115%	504,351	389,796	366,885	343,974	321,047	298,047	275,047	
	120%	583,637	449,260	422,344	395,394	368,444	341,495	314,545	
	125%	662,922	508,540	477,640	446,741	415,841	384,942	354,042	

	Balance (RLV - TLV)	Site Specific S106							
		£1,500	3,000	4,500	6,000	7,500	9,000		
	266,468								
	0	377,215	366,054	354,893	343,732	332,571	321,410	310,249	
	40	349,422	338,261	327,100	315,939	304,778	293,617	282,456	
	80	321,629	310,468	299,307	288,146	276,985	265,795	254,566	
	143	277,856	266,671	255,442	244,214	232,985	221,757	210,528	
	160	266,016	254,787	243,559	232,330	221,102	209,873	198,645	
	200	238,055	226,826	215,598	204,369	193,141	181,912	170,684	
	240	210,094	198,866	187,637	176,409	165,180	153,951	142,723	
	280	182,133	170,905	159,676	148,448	137,219	125,991	114,762	
	320	154,172	142,944	131,715	120,487	109,258	98,030	86,801	
	360	126,212	114,983	103,755	92,526	81,298	70,069	58,840	
	400	98,251	87,022	75,794	64,565	53,337	42,108	30,880	
	440	70,290	59,061	47,833	36,604	25,376	14,147	2,855	
	480	42,329	31,101	19,872	8,644	(2,682)	(13,979)	(25,275)	
	520	14,368	3,077	(8,219)	(19,516)	(30,812)	(42,109)	(53,405)	
	560	(13,756)	(25,053)	(36,349)	(47,646)	(58,942)	(70,238)	(81,535)	
	600	(41,886)	(53,183)	(64,479)	(75,776)	(87,072)	(98,368)	(109,664)	
	640	(70,016)	(81,313)	(93,141)	(106,277)	(119,412)	(132,547)	(145,683)	
	680	(99,580)	(112,715)	(125,851)	(138,986)	(152,121)	(165,257)	(178,392)	
	720	(132,289)	(145,424)	(158,560)	(171,695)	(184,830)	(197,966)	(211,101)	
	760	(164,998)	(178,133)	(191,269)	(204,404)	(217,540)	(230,675)	(243,810)	
	800	(197,707)	(210,843)	(223,978)	(237,113)	(250,249)	(263,384)	(276,566)	

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Greenfield allocation**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		8 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>		<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House		3.3%	0.2	0.0%	0.0	2%	0.2		
2 bed House		20.9%	1.1	57.4%	1.6	34%	2.7		
3 bed House		40.8%	2.1	23.5%	0.7	35%	2.8		
4 bed House		35.0%	1.8	2.8%	0.1	24%	1.9		
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		0.0%	0.0	16.4%	0.5	6%	0.5		
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units		100.0%	5.2	100.0%	2.8	100%	8.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>					
1 bed House		50.0	538	50.0		538			
2 bed House		79.0	850	79.0		850			
3 bed House		90.0	969	90.0		969			
4 bed House		110.0	1,184	110.0		1,184			
5 bed House		0.0	0	0.0		0			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		61.0	657	85.0%	71.8	772			
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>					
1 bed House		50.0	538	50.0		538			
2 bed House		70.0	753	70.0		753			
3 bed House		84.0	904	84.0		904			
4 bed House		97.0	1,044	97.0		1,044			
5 bed House		0.0	0	0.0		0			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		61.0	657	85.0%	71.8	772			
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>Total GIA (all units) (sqm)</b>					
1 bed House		9	92	0	9	92			
2 bed House		86	924	112	1,210	1,98			
3 bed House		191	2,055	55	595	2,46			
4 bed House		200	2,155	7	81	2,236			
5 bed House		0	0	0	0	0			
1 bed Flat		0	0	27	290	27			
2 bed Flat		0	0	0	0	0			
		486	5,227	202	2,176	688		7,403	
<i>AH % by floor area:</i>		<i>29.40% AH % by floor area due to mix</i>							
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>Epsm</b>	<b>Epsf</b>	<b>total MV £ (no AH)</b>				
1 bed House		180,000	3,600	334	30,888				
2 bed House		250,000	3,165	294	673,150				
3 bed House		290,000	3,222	299	806,165				
4 bed House		350,000	3,182	296	664,048				
5 bed House		0	#DIV/0!	#DIV/0!	0				
1 bed Flat		160,000	3,200	297	73,382				
2 bed Flat		190,000	3,115	289	0				
		2,247,634							
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>	<b>Epsm</b>	<b>% of MV Shared ownership</b>	<b>Epsm</b>	<b>% of MV</b>	<b>Intermediate</b>	<b>Epsm</b>	<b>% of MV</b>
1 bed House		90,000	1,800	50%	126,000	2,520	144,000	2,880	80%
2 bed House		125,000	1,786	50%	175,000	2,500	200,000	2,857	80%
3 bed House		145,000	1,726	50%	203,000	2,417	232,000	2,762	80%
4 bed House		175,000	1,804	50%	245,000	2,526	250,000	2,577	71%
5 bed House		0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%
1 bed Flat		80,000	1,600	50%	112,000	2,240	128,000	2,560	80%
2 bed Flat		95,000	1,557	50%	133,000	2,180	152,000	2,492	80%

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.2	@	180,000	30,888
2 bed House	1.1	@	250,000	271,700
3 bed House	2.1	@	290,000	615,264
4 bed House	1.8	@	350,000	637,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	5.2			1,554,852
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.9	@	125,000	106,384
3 bed House	0.3	@	145,000	50,589
4 bed House	0.0	@	175,000	7,168
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	80,000	19,446
2 bed Flat	0.0	@	95,000	-
	1.5			183,587
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.4	@	175,000	70,366
3 bed House	0.2	@	203,000	33,461
4 bed House	0.0	@	245,000	4,741
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	112,000	12,862
2 bed Flat	0.0	@	133,000	-
	0.7			121,431
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.3	@	200,000	69,371
4 bed House	0.1	@	232,000	32,988
5 bed House	0.0	@	250,000	4,173
1 bed Flat	0.0	@	0	-
2 bed Flat	0.1	@	128,000	12,680
0.00%	0.0	@	152,000	-
	0.6			119,212
<b>Sub-total GDV Residential</b>				
	8.0			1,979,082
<i>AH on-site cost analysis:</i>				
			£MV less EGDV	268,552
		390 £ psm (total GIA sqm)	33,569 £ per unit (total units)	
<b>Grant</b>				
	8	@	0	-
<b>Total GDV</b>				
				1,979,082

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL	486 sqm		143.29 £ psm		(69,579)
	CIL analysis:	3.52% % of GDV	8,697 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	8 units @	1,500 per unit	(12,000)	(12,000)
	S106 analysis:	0.61% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum	688 sqm (total)		0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	2.20 acres @		0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change	2,557	per dwelling			(20,456)
Policy LP32 - Electric charging point	1,000	per dwelling			(8,000)
Policy SP09 - Cross-boundary mitiga	121.89	per dwelling			(975)
Policy LP18 - Biodiversity & Geodiv	42,545	per gross hectare			(42,020)
Policy LP25 - Sustainable Constructi	3,500	per dwelling			(28,000)
	total	2.20 acres @	0 per acre	(99,451)	-
	Infra. Costs analysis:	5.03% % of GDV	12,431 £ per unit (total units)		
1 bed House	9	sqm @	1,155 psm		(9,910)
2 bed House	198	sqm @	1,155 psm		(228,994)
3 bed House	246	sqm @	1,155 psm		(284,407)
4 bed House	208	sqm @	1,155 psm		(239,889)
5 bed House	-	sqm @	1,155 psm		-
1 bed Flat	27	sqm @	1,296 psm		(34,965)
2 bed Flat	688	sqm @	1,296 psm		-
External works	798,164	@	15.0%	14,966 £ per unit	(119,725)
M4(2) Category 2 Housing	50%	of All units	8 units @	521 £ per dwelling	(2,084)
M4(3) Category 3 Housing	0%	of All units	8 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			8 units @	9 £ per dwelling	(72)
Contingency	1,019,496	@	5.0%		(50,975)
<b>Professional Fees</b>	1,019,496	@	10.0%		(101,950)
<b>Disposal Costs -</b>					
Marketing and Promotion	1,554,852	OMS @	1.50%		(23,323)
Residential Sales Agent Costs	1,554,852	OMS @	1.50%		(23,323)
Residential Sales Legal Costs	1,554,852	OMS @	0.50%		(7,774)
<b>Interest (on Development Costs) -</b>	7.50%	APR	0.604%	pcm	(36,785)
<b>Developers Profit -</b>					
Margin on AH	305,018		6.00%	on AH values	(18,301)
Profit on GDV	1,554,852		20.00%		(310,970)
	1,358,284		22.89%	on costs	(310,970)
	1,859,870		17.70%	blended	(329,271)
<b>TOTAL COSTS</b>					<b>(1,687,555)</b>



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Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				291,527
SDLT	291,527 @	5.0% (slabbed)		(4,076)
Acquisition Agent fees	291,527 @	1.0%		(2,915)
Acquisition Legal fees	291,527 @	0.5%		(1,458)
Interest on Land	291,527 @	7.5%		(21,865)
Residual Land Value				<b>261,213</b>
<i>RLV analysis:</i>	32,652 £ per plot	293,865 £ per ha	118,925 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	9.0	dp net ha		
Site Area (Resi)	0.89	net ha	2.20	net acres
<i>Density analysis:</i>	774	sqm/ha	3,370	sqft/ac
Threshold Land Value	30,493 £ per plot	274,434 £ per net ha	111,062 £ per net acre	<b>243,942</b>
	90%	Gross to net	0.99	Gross hectares

BALANCE			
Surplus/(Deficit)	19,430 £ per ha	7,863 £ per acre	17,271

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Scheme Ref: **A**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Greenfield allocation**

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	17,271	0%	15%	20%	25%	30%	35%	40%	
	0	196,253	147,282	130,958	114,634	98,310	81,986	65,662	
	80	140,668	100,034	86,489	72,945	59,400	45,855	32,311	
	100	126,771	88,222	75,372	62,522	49,672	36,823	23,973	
	120	112,792	76,410	64,255	52,100	39,945	27,790	15,635	
	140	98,812	64,591	53,138	41,678	30,217	18,757	7,297	
CIL Epsm	160	84,831	52,707	41,999	31,255	20,490	9,725	(1,041)	
143.29	180	70,851	40,824	30,815	20,806	10,763	692	(9,378)	
	200	56,870	28,940	19,630	10,321	1,011	(8,341)	(17,716)	
	220	42,890	17,057	8,446	(165)	(8,776)	(17,387)	(26,054)	
	240	28,909	5,174	(2,738)	(10,650)	(18,562)	(26,474)	(34,392)	
	260	14,929	(6,710)	(13,923)	(21,135)	(28,348)	(35,561)	(42,774)	
	280	949	(18,593)	(25,107)	(31,621)	(38,135)	(44,648)	(51,162)	
	300	(13,032)	(30,476)	(36,291)	(42,106)	(47,921)	(53,736)	(59,551)	
	320	(27,012)	(42,360)	(47,476)	(52,591)	(57,707)	(62,823)	(67,939)	
	340	(40,993)	(54,243)	(58,660)	(63,077)	(67,493)	(71,910)	(76,327)	
	360	(54,973)	(66,126)	(69,844)	(73,562)	(77,280)	(80,998)	(84,715)	
	380	(68,954)	(78,010)	(81,029)	(84,047)	(87,066)	(90,085)	(93,104)	
	400	(82,934)	(89,893)	(92,213)	(94,533)	(96,852)	(99,172)	(101,492)	
	420	(96,914)	(101,776)	(103,397)	(105,018)	(106,639)	(108,259)	(109,880)	
	440	(110,895)	(113,660)	(114,582)	(115,503)	(116,425)	(117,347)	(118,268)	
	460	(124,875)	(125,543)	(125,766)	(125,989)	(126,211)	(126,434)	(126,657)	
	480	(138,906)	(137,427)	(136,950)	(136,474)	(135,997)	(135,521)	(135,045)	
	500	(152,971)	(149,310)	(148,135)	(146,959)	(145,784)	(144,608)	(143,433)	
	520	(167,035)	(161,244)	(159,319)	(157,444)	(155,570)	(153,696)	(151,821)	
	540	(181,100)	(173,199)	(170,566)	(167,932)	(165,356)	(162,783)	(160,210)	
		AH - % on site 35%							
Balance (RLV - TLV)	17,271	0%	25%	30%	35%	40%	45%	50%	
	-	107,740	51,124	39,778	28,433	17,087	5,741	(5,605)	
	1,500	96,512	39,963	28,617	17,271	5,926	(5,420)	(16,766)	
	3,000	85,283	28,802	17,456	6,110	(5,235)	(16,581)	(27,927)	
	4,500	74,055	17,595	6,295	(5,051)	(16,396)	(27,742)	(39,088)	
	6,000	62,826	6,366	(4,926)	(16,218)	(27,558)	(38,903)	(50,249)	
Site Specific S106	7,500	51,598	(4,862)	(16,154)	(27,446)	(38,739)	(50,064)	(61,410)	
1,500	9,000	40,369	(16,091)	(27,383)	(38,675)	(49,967)	(61,259)	(72,571)	
	10,500	29,141	(27,320)	(38,612)	(49,904)	(61,196)	(72,488)	(83,780)	
	12,000	17,912	(38,548)	(49,840)	(61,132)	(72,424)	(83,716)	(95,008)	
	13,500	6,683	(49,777)	(61,069)	(72,361)	(83,653)	(94,945)	(106,237)	
	15,000	(4,545)	(61,005)	(72,297)	(83,589)	(94,881)	(106,173)	(117,465)	
	16,500	(15,774)	(72,234)	(83,526)	(94,818)	(106,110)	(117,402)	(128,694)	
	18,000	(27,002)	(83,462)	(94,754)	(106,046)	(117,338)	(128,630)	(139,922)	
	19,500	(38,231)	(94,691)	(105,983)	(117,275)	(128,567)	(139,859)	(151,151)	
	21,000	(49,459)	(105,919)	(117,211)	(128,503)	(139,795)	(151,087)	(162,379)	
	22,500	(60,688)	(117,148)	(128,440)	(139,732)	(151,024)	(162,316)	(173,608)	
	24,000	(71,916)	(128,376)	(139,668)	(150,960)	(162,252)	(173,544)	(184,836)	
	25,500	(83,145)	(139,605)	(150,897)	(162,189)	(173,481)	(184,773)	(196,065)	
	27,000	(94,373)	(150,833)	(162,125)	(173,417)	(184,709)	(196,001)	(207,310)	
	28,500	(105,602)	(162,062)	(173,354)	(184,660)	(195,976)	(207,291)	(218,607)	
	30,000	(116,830)	(173,325)	(184,641)	(195,956)	(207,272)	(218,588)	(229,903)	

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Scheme Ref: **A**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Greenfield allocation**

	17,271	AH - % on site 35%						
		0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	17,271							
	50,000	230,631	174,082	162,737	151,391	140,045	128,699	117,353
	75,000	175,720	119,171	107,826	96,480	85,134	73,788	62,442
TLV (per net acre)	100,000	120,809	64,260	52,914	41,569	30,223	18,877	7,531
111,062	125,000	65,898	9,349	(1,997)	(13,343)	(24,688)	(36,034)	(47,380)
	150,000	10,987	(45,562)	(56,908)	(68,254)	(79,599)	(90,945)	(102,291)
	175,000	(43,925)	(100,473)	(111,819)	(123,165)	(134,511)	(145,856)	(157,202)
	200,000	(98,836)	(155,384)	(166,730)	(178,076)	(189,422)	(200,768)	(212,113)
	225,000	(153,747)	(210,295)	(221,641)	(232,987)	(244,333)	(255,679)	(267,024)
	250,000	(208,658)	(265,206)	(276,552)	(287,898)	(299,244)	(310,590)	(321,936)
	275,000	(263,569)	(320,118)	(331,463)	(342,809)	(354,155)	(365,501)	(376,847)

	17,271	AH - % on site 35%						
		0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	17,271							
	5	(133,643)	(190,103)	(201,395)	(212,687)	(224,018)	(235,364)	(246,710)
	10	125,281	68,706	57,360	46,014	34,669	23,323	11,977
Density (dph)	15	211,589	154,935	143,589	132,243	120,898	109,552	98,206
9	20	254,743	198,050	186,704	175,358	164,012	152,666	141,320
	22	266,512	209,808	198,462	187,116	175,771	164,425	153,079
	25	280,635	223,918	212,573	201,227	189,881	178,535	167,189
	30	297,893	241,164	229,818	218,472	207,127	195,781	184,435
	35	310,212	253,483	242,137	230,791	219,445	208,099	196,753
	40	319,451	262,721	251,376	240,030	228,684	217,338	205,992
	45	326,636	269,907	258,561	247,215	235,870	224,524	213,178
	50	332,385	275,656	264,310	252,964	241,618	230,272	218,927

	17,271	AH - % on site 35%						
		0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	17,271							
	95%	148,040	88,561	76,666	64,770	52,874	40,979	29,083
	100%	96,512	39,963	28,617	17,271	5,926	(5,420)	(16,766)
Build rate (Epsm)	105%	44,854	(8,840)	(19,579)	(30,318)	(41,057)	(51,819)	(62,615)
	110%	(6,804)	(57,732)	(67,918)	(78,104)	(88,289)	(98,475)	(108,661)
	115%	(58,462)	(106,624)	(116,257)	(125,889)	(135,522)	(145,155)	(154,787)
	120%	(110,120)	(155,516)	(164,596)	(173,675)	(182,755)	(191,834)	(200,913)
	125%	(161,966)	(204,631)	(213,164)	(221,697)	(230,231)	(239,303)	(249,552)
	130%	(213,936)	(257,136)	(266,411)	(275,686)	(284,961)	(294,236)	(303,512)

	17,271	AH - % on site 35%						
		0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	17,271							
	75%	(313,916)	(263,270)	(253,141)	(243,011)	(232,961)	(224,249)	(215,549)
	80%	(222,543)	(199,014)	(194,308)	(189,639)	(185,000)	(180,360)	(175,721)
Cahnges in sales values (£)	85%	(142,457)	(139,175)	(138,519)	(137,862)	(137,206)	(136,549)	(135,893)
	90%	(62,801)	(79,433)	(82,759)	(86,086)	(89,412)	(92,738)	(96,065)
	95%	16,855	(19,691)	(27,000)	(34,309)	(41,646)	(49,027)	(56,409)
	100%	96,512	39,963	28,617	17,271	5,926	(5,420)	(16,766)
	105%	175,978	99,428	84,117	68,807	53,497	38,187	22,877
	110%	255,264	158,892	139,618	120,343	101,069	81,794	62,520
	115%	334,550	218,356	195,118	171,879	148,640	125,401	102,143
	120%	413,836	277,821	250,618	223,415	196,192	168,916	141,641
	125%	493,122	337,265	306,039	274,814	243,589	212,364	181,138

	17,271	Site Specific S106						
		£1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	17,271							
	0	93,147	81,986	70,825	59,664	48,503	37,342	26,181
	40	75,082	63,921	52,760	41,599	30,438	19,276	8,115
	80	57,016	45,855	34,694	23,533	12,372	1,211	(9,950)
	143	28,564	17,402	6,241	(4,920)	(16,086)	(27,315)	(38,543)
	160	20,886	9,725	(1,436)	(12,597)	(23,810)	(35,039)	(46,267)
CIL Epsm	200	2,820	(8,341)	(19,528)	(30,756)	(41,985)	(53,213)	(64,442)
143.29	240	(15,245)	(26,474)	(37,702)	(48,931)	(60,159)	(71,388)	(82,617)
	280	(33,420)	(44,648)	(55,877)	(67,105)	(78,334)	(89,563)	(100,791)
	320	(51,594)	(62,823)	(74,051)	(85,280)	(96,509)	(107,737)	(118,966)
	360	(69,769)	(80,998)	(92,226)	(103,455)	(114,683)	(125,912)	(137,140)
	400	(87,944)	(99,172)	(110,401)	(121,629)	(132,858)	(144,086)	(155,315)
	440	(106,118)	(117,347)	(128,575)	(139,804)	(151,032)	(162,261)	(173,489)
	480	(124,293)	(135,521)	(146,750)	(157,978)	(169,207)	(180,435)	(191,664)
	520	(142,467)	(153,696)	(164,924)	(176,153)	(187,382)	(198,610)	(209,839)
	560	(160,642)	(171,870)	(183,103)	(194,336)	(205,569)	(216,802)	(228,031)
	600	(178,816)	(190,091)	(201,388)	(212,684)	(223,981)	(235,277)	(246,574)
	640	(197,079)	(208,376)	(219,672)	(230,969)	(242,265)	(253,562)	(264,859)
	680	(215,364)	(226,660)	(237,956)	(249,252)	(260,548)	(271,845)	(283,142)
	720	(233,682)	(246,817)	(259,953)	(273,088)	(286,223)	(299,359)	(312,494)
	760	(254,943)	(268,078)	(281,214)	(294,349)	(307,484)	(320,620)	(333,755)
	800	(276,204)	(289,339)	(302,475)	(315,610)	(328,745)	(341,881)	(355,016)

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Scheme Ref: **B**  
 Title: **15 No. Units**  
 Notes: **Greenfield allocation**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		15 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.0	0.0%	0.0	0%	0.0			
2 bed House	20.9%	2.0	57.4%	3.0	34%	5.0			
3 bed House	40.8%	4.0	23.5%	1.2	36%	5.2			
4 bed House	35.0%	3.4	2.8%	0.1	24%	3.6			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	0.9	6%	0.9			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	9.8	100.0%	5.3	100%	14.7			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	0	0	0	0	0	0			
2 bed House	161	1,733	211	2,269	372	4,001			
3 bed House	358	3,854	104	1,116	462	4,970			
4 bed House	375	4,041	14	151	389	4,192			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	51	544	51	544			
2 bed Flat	0	0	0	0	0	0			
	894	9,627	379	4,080	1,273	13,707			
AH % by floor area:		29.77% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)			
1 bed House	180,000	3,103	288			0			
2 bed House	250,000	3,165	294			1,262,156			
3 bed House	290,000	3,222	299			1,511,560			
4 bed House	350,000	3,182	296			1,245,090			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			137,592			
2 bed Flat	190,000	3,115	289			0			
						4,156,398			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.0	@	180,000	-
2 bed House	2.0	@	250,000	509,438
3 bed House	4.0	@	290,000	1,153,620
4 bed House	3.4	@	350,000	1,194,375
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	9.4			2,857,433
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	1.6	@	125,000	199,470
3 bed House	0.7	@	145,000	94,854
4 bed House	0.1	@	175,000	13,439
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	80,000	36,462
2 bed Flat	0.0	@	95,000	-
	2.8			344,226
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.8	@	175,000	131,937
3 bed House	0.3	@	203,000	62,740
4 bed House	0.0	@	245,000	8,889
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	112,000	24,117
2 bed Flat	0.0	@	133,000	-
	1.3			227,683
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.7	@	200,000	130,070
4 bed House	0.3	@	232,000	61,852
5 bed House	0.0	@	250,000	7,825
1 bed Flat	0.0	@	0	-
2 bed Flat	0.2	@	128,000	23,776
0.00%	0.0	@	152,000	-
	1.1			223,522
<b>Sub-total GDV Residential</b>				
	14.7			3,652,863
<i>AH on-site cost analysis:</i>				
			£MV less £GDV	503,535
	395	£ psm (total GIA sqm)	33,569	£ per unit (total units)
<b>Grant</b>				
	15	@	0	-
<b>Total GDV</b>				
				3,652,863

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(5,775)
CIL		894 sqm		143.29 £ psm	(128,155)
	CIL analysis:	3.51% % of GDV		8,544 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	15 units @		1,500 per unit	(22,500)
	S106 analysis:	0.62% % of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		1,273 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		2.18 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(38,355)
	Policy LP32 - Electric charging point	1,000 per dwelling			(15,000)
	Policy SP09 - Cross-boundary mitigate	121.89 per dwelling			(1,828)
	Policy LP18 - Biodiversity & Geodiversity	42,545 per gross hectare			(41,711)
	Policy LP25 - Sustainable Construction	3,500 per dwelling			(52,500)
	total	2.18 acres @		0 per acre	(149,394)
	Infra. Costs analysis:	4.09% % of GDV		9,960 £ per unit (total units)	
1 bed House		- sqm @		1,155 psm	-
2 bed House		372 sqm @		1,155 psm	(429,364)
3 bed House		462 sqm @		1,155 psm	(533,262)
4 bed House		389 sqm @		1,155 psm	(449,792)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		51 sqm @		1,296 psm	(65,559)
2 bed Flat	1,273	- sqm @		1,296 psm	-
External works		1,477,977 @		15.0% 14,780 £ per unit	(221,697)
M4(2) Category 2 Housing		50% of All units	15 units @	521 £ per dwelling	(3,908)
M4(3) Category 3 Housing		0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			15 units @	9 £ per dwelling	(135)
Contingency		1,853,110 @		5.0%	(92,655)
<b>Professional Fees</b>		1,853,110 @		10.0%	(185,311)
<b>Disposal Costs -</b>					
Marketing and Promotion		2,857,433 OMS @		1.50%	(42,861)
Residential Sales Agent Costs		2,857,433 OMS @		1.50%	(42,861)
Residential Sales Legal Costs		2,857,433 OMS @		0.50%	(14,287)
<b>Interest (on Development Costs) -</b>		7.50% APR		0.604% pcm	(50,114)
<b>Developers Profit -</b>					
Margin on AH		571,909		6.00% on AH values	(34,315)
Profit on GDV		2,857,433		20.00%	(571,487)
		2,457,630		23.25% on costs	(571,487)
		3,429,341		17.67% blended	(605,801)
<b>TOTAL COSTS</b>					<b>(3,063,431)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				589,432
SDLT	589,432 @	5.0% (slabbed)		(18,972)
Acquisition Agent fees	589,432 @	1.0%		(5,894)
Acquisition Legal fees	589,432 @	0.5%		(2,947)
Interest on Land	589,432 @	7.5%		(44,207)
Residual Land Value				<b>517,411</b>
<i>RLV analysis:</i>	34,494 £ per plot	586,400 £ per ha	237,313 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	17.0 dp net ha			
Site Area (Resi)	0.88 net ha	2.18 net acres		
<i>Density analysis:</i>	1,443 sqm/ha	6,287 sqft/ac		
Threshold Land Value	16,143 £ per plot	274,434 £ per net ha	111,062 £ per net acre	<b>242,148</b>
	90%	Gross to net	0.98 Gross hectares	

BALANCE			
Surplus/(Deficit)	311,965 £ per ha	126,251 £ per acre	<b>275,264</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	275,264	0%	25%	30%	35%	40%	45%	50%	
CIL Epsm 143.29	0	585,220	444,955	416,902	388,821	360,571	332,320	304,070	
	80	487,281	371,783	348,608	325,433	302,258	278,984	255,582	
	100	462,743	353,490	331,535	309,579	287,624	265,649	243,460	
	120	438,205	335,197	314,461	293,725	272,990	252,254	231,338	
	140	413,667	316,904	297,388	277,872	258,355	238,839	219,216	
	160	389,129	298,525	280,314	262,018	243,721	225,424	207,094	
	180	364,591	280,122	263,228	246,164	229,087	212,009	194,932	
	200	340,053	261,718	246,051	230,310	214,452	198,595	182,737	
	220	315,515	243,315	228,875	214,435	199,818	185,180	170,542	
	240	290,976	224,911	211,698	198,485	185,183	171,765	158,346	
	260	266,302	206,508	194,522	182,535	170,549	158,350	146,151	
	280	241,615	188,104	177,345	166,586	155,826	144,935	133,956	
	300	216,929	169,701	160,168	150,636	141,104	131,520	121,760	
	320	192,243	151,297	142,992	134,686	126,381	118,075	109,565	
	340	167,556	132,894	125,815	118,736	111,658	104,579	97,370	
	360	142,870	114,460	108,638	102,787	96,935	91,084	85,174	
	380	118,184	95,945	91,462	86,837	82,212	77,588	72,963	
	400	93,497	77,431	74,217	70,887	67,489	64,092	60,694	
	420	68,811	58,916	56,937	54,938	52,767	50,596	48,425	
	440	44,124	40,401	39,656	38,912	38,044	37,100	36,156	
460	19,385	21,886	22,376	22,866	23,321	23,604	23,887		
480	(5,450)	3,371	5,095	6,819	8,543	10,108	11,618		
500	(30,286)	(15,143)	(12,185)	(9,227)	(6,268)	(3,388)	(651)		
520	(55,122)	(33,658)	(29,466)	(25,273)	(21,080)	(16,888)	(12,920)		
540	(79,957)	(52,173)	(46,746)	(41,319)	(35,892)	(30,465)	(25,189)		
		AH - % on site 35%							
Balance (RLV - TLV)	275,264	0%	25%	30%	35%	40%	45%	50%	
Site Specific S106 1,500	-	429,693	333,837	314,521	295,206	275,890	256,574	237,044	
	1,500	409,630	313,895	294,579	275,264	255,948	236,632	217,222	
	3,000	389,568	293,839	274,637	255,322	236,006	216,690	197,375	
	4,500	369,505	273,777	254,631	235,380	216,064	196,748	177,433	
	6,000	349,443	253,714	234,568	215,423	196,122	176,806	157,491	
	7,500	329,380	233,652	214,506	195,360	176,180	156,864	137,549	
	9,000	309,318	213,589	194,443	175,298	156,152	136,922	117,607	
	10,500	289,255	193,527	174,381	155,235	136,089	116,944	97,665	
	12,000	269,073	173,464	154,318	135,173	116,027	96,881	77,723	
	13,500	248,889	153,401	134,256	115,110	95,964	76,819	57,673	
	15,000	228,705	133,339	114,193	95,048	75,902	56,756	37,610	
	16,500	208,521	113,239	94,131	74,985	55,839	36,694	17,548	
	18,000	188,338	93,056	73,999	54,923	35,777	16,631	(2,515)	
	19,500	168,154	72,872	53,815	34,759	15,702	(3,431)	(22,577)	
	21,000	147,970	52,688	33,632	14,575	(4,481)	(23,538)	(42,640)	
	22,500	127,786	32,504	13,448	(5,609)	(24,665)	(43,722)	(62,778)	
	24,000	107,602	12,320	(6,736)	(25,792)	(44,849)	(63,905)	(82,962)	
	25,500	87,419	(7,863)	(26,920)	(45,976)	(65,033)	(84,089)	(103,145)	
	27,000	67,235	(28,047)	(47,104)	(66,160)	(85,216)	(104,273)	(123,329)	
	28,500	47,051	(48,231)	(67,287)	(86,344)	(105,400)	(124,457)	(143,513)	
30,000	26,866	(68,415)	(87,471)	(106,528)	(125,584)	(144,640)	(163,697)		



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **B**  
 Title: **15 No. Units**  
 Notes: **Greenfield allocation**

		AH - % on site 35%								
		275,264	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)		275,264								
		50,000	542,763	447,028	427,712	408,397	389,081	369,765	350,355	
		75,000	488,256	392,521	373,205	353,889	334,574	315,258	295,847	
	TLV (per net acre) 111,062	100,000	433,749	338,013	318,698	299,382	280,066	260,751	241,340	
		125,000	379,241	283,506	264,190	244,875	225,559	206,243	186,833	
		150,000	324,734	228,999	209,683	190,367	171,052	151,736	132,325	
		175,000	270,227	174,491	155,176	135,860	116,544	97,229	77,818	
		200,000	215,719	119,984	100,668	81,353	62,037	42,721	23,311	
		225,000	161,212	65,476	46,161	26,845	7,530	(11,786)	(31,197)	
250,000		106,705	10,969	(8,347)	(27,662)	(46,978)	(66,293)	(85,704)		
275,000	52,197	(43,538)	(62,854)	(82,169)	(101,485)	(120,801)	(140,211)			
		AH - % on site 35%								
		275,264	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5		(271,939)	(367,668)	(386,813)	(406,035)	(425,351)	(444,666)	(463,982)	
	10		210,839	115,111	95,867	76,552	57,236	37,920	18,577	
	Density (dph) 17	15		371,765	276,037	256,729	237,414	218,098	198,782	179,385
		20		452,228	356,476	337,160	317,845	298,529	279,213	259,788
		21		463,723	367,966	348,651	329,335	310,019	290,704	271,275
		25		500,506	404,735	385,419	366,103	346,788	327,472	308,031
		30		532,691	436,907	417,591	398,276	378,960	359,645	340,192
		35		555,681	459,887	440,572	421,256	401,940	382,625	363,164
		40		572,923	477,123	457,807	438,491	419,176	399,860	380,394
		45		586,333	490,528	471,212	451,896	432,581	413,265	393,794
		50		597,062	501,252	481,936	462,621	443,305	423,989	404,515
		AH - % on site 35%								
		275,264	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	95%		505,939	404,837	384,564	364,291	343,894	323,377	302,859	
	100%		409,630	313,895	294,579	275,264	255,948	236,632	217,222	
	Build rate (Epsm)	105%		313,322	222,409	204,227	186,044	167,862	149,520	131,161
		110%		216,578	130,917	113,698	96,478	79,259	62,040	44,821
		115%		119,688	38,941	22,792	6,643	(9,507)	(25,656)	(41,856)
		120%		22,765	(53,104)	(68,284)	(83,465)	(98,645)	(113,825)	(129,005)
		125%		(74,712)	(145,580)	(159,754)	(173,927)	(188,101)	(202,275)	(216,448)
		130%		(172,188)	(239,245)	(254,593)	(269,940)	(285,288)	(300,635)	(315,999)
		AH - % on site 35%								
		275,264	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	75%		(347,156)	(241,279)	(221,821)	(203,712)	(185,603)	(167,690)	(149,788)	
	80%		(181,847)	(128,458)	(117,913)	(107,402)	(96,892)	(86,382)	(76,074)	
	Changes in sales values (£)	85%		(33,218)	(17,548)	(14,429)	(11,311)	(8,358)	(5,435)	(2,512)
		90%		114,693	93,216	88,783	84,349	79,916	75,483	70,818
		95%		262,507	203,559	191,769	179,980	168,048	156,058	144,067
		100%		409,630	313,895	294,579	275,264	255,948	236,632	217,222
		105%		556,754	423,769	397,129	370,488	343,847	317,065	290,202
		110%		703,471	533,644	499,678	465,666	431,505	397,343	363,181
		115%		849,970	643,459	602,000	560,540	519,080	477,621	436,140
		120%		996,470	752,929	704,171	655,414	606,656	557,899	508,892
		125%		1,142,676	862,399	806,343	750,287	694,188	637,916	581,645
		Site Specific S106 £1,500								
		275,264	1,500	3,000	4,500	6,000	7,500	9,000		
Balance (RLV - TLV)	0		408,644	388,821	368,907	348,965	329,023	309,081	289,139	
	40		377,083	357,141	337,199	317,257	297,315	277,373	257,431	
	80		345,375	325,433	305,491	285,549	265,607	245,665	225,723	
	CIL Epsm 143.29	143		295,435	275,493	255,551	235,610	215,654	195,591	175,529
		160		281,960	262,018	242,076	222,134	202,097	182,034	161,972
		200		250,252	230,310	210,322	190,260	170,197	150,135	130,072
		240		218,544	198,485	178,423	158,360	138,298	118,235	98,173
		280		186,648	166,586	146,523	126,461	106,398	86,336	66,273
		320		154,749	134,686	114,624	94,561	74,499	54,436	34,270
		360		122,849	102,787	82,724	62,662	42,545	22,361	2,177
		400		90,950	70,887	50,820	30,636	10,453	(9,731)	(29,915)
		440		59,050	38,912	18,728	(1,456)	(21,640)	(41,823)	(62,007)
		480		27,003	6,819	(13,364)	(33,548)	(53,732)	(73,916)	(94,100)
		520		(5,089)	(25,273)	(45,457)	(65,640)	(85,824)	(106,008)	(126,261)
		560		(37,181)	(57,365)	(77,549)	(97,733)	(117,936)	(138,241)	(158,547)
		600		(69,274)	(89,458)	(109,641)	(129,916)	(150,222)	(170,528)	(190,834)
		640		(101,366)	(121,591)	(141,897)	(162,202)	(182,508)	(202,814)	(223,120)
680			(133,571)	(153,877)	(174,183)	(194,489)	(214,795)	(235,662)	(256,274)	
720		(165,858)	(186,163)	(206,469)	(226,775)	(246,993)	(273,205)	(296,862)		
760		(198,144)	(218,450)	(239,913)	(263,524)	(287,135)	(310,877)	(334,631)		
800		(230,430)	(253,843)	(277,455)	(301,138)	(324,892)	(348,646)	(372,400)		

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Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		30 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.6	0.0%	0.0	2%	0.6			
2 bed House	20.9%	4.1	57.4%	6.0	34%	10.1			
3 bed House	40.8%	8.0	23.5%	2.5	35%	10.4			
4 bed House	35.0%	6.8	2.8%	0.3	24%	7.1			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	1.7	6%	1.7			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	19.5	100.0%	10.5	100%	30.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538		50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	37	402	0	0	37	402			
2 bed House	322	3,466	422	4,537	743	8,003			
3 bed House	716	7,707	207	2,232	923	9,939			
4 bed House	751	8,081	28	303	779	8,384			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	101	1,089	101	1,089			
2 bed Flat	0	0	0	0	0	0			
	1,826	19,656	758	8,161	2,584	27,817			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	115,830					
2 bed House	250,000	3,165	294	2,524,313					
3 bed House	290,000	3,222	299	3,023,120					
4 bed House	350,000	3,182	296	2,490,180					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	275,184					
2 bed Flat	190,000	3,115	289	0					
				8,428,626					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.6	@	180,000	115,830
2 bed House	4.1	@	250,000	1,018,875
3 bed House	8.0	@	290,000	2,307,240
4 bed House	6.8	@	350,000	2,388,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	19.5			5,830,695
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	3.2	@	125,000	398,941
3 bed House	1.3	@	145,000	189,708
4 bed House	0.2	@	175,000	26,879
5 bed House	0.0	@	0	-
1 bed Flat	0.9	@	80,000	72,924
2 bed Flat	0.0	@	95,000	-
	5.6			688,452
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	1.5	@	175,000	263,873
3 bed House	0.6	@	203,000	125,479
4 bed House	0.1	@	245,000	17,779
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	112,000	48,234
2 bed Flat	0.0	@	133,000	-
	2.6			455,365
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	1.3	@	200,000	260,140
4 bed House	0.5	@	232,000	123,704
5 bed House	0.1	@	250,000	15,649
1 bed Flat	0.0	@	0	-
2 bed Flat	0.4	@	128,000	47,552
0.00%	0.0	@	152,000	-
	2.3			447,045
<b>Sub-total GDV Residential</b>	<b>30.0</b>			<b>7,421,557</b>
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)		£MV less EGDV 1,007,069
				33,569 £ per unit (total units)
<b>Grant</b>	30	@	0	-
<b>Total GDV</b>				<b>7,421,557</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(30,000)
Statutory Planning Fees (Residential)					(11,550)
CIL		1,826 sqm		143.29 £ psm	(261,659)
	CIL analysis:	3.53% % of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	30 units @		1,500 per unit	(45,000)
	S106 analysis:	0.61% % of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		2,584 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		3.71 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(76,710)
	Policy LP32 - Electric charging point	1,000 per dwelling			(30,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(3,657)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(79,772)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(105,000)
	total	3.71 acres @		0 per acre	(295,139)
	Infra. Costs analysis:	3.98% % of GDV		9,838 £ per unit (total units)	
1 bed House		37 sqm @		1,155 psm	(43,108)
2 bed House		743 sqm @		1,155 psm	(858,727)
3 bed House		923 sqm @		1,155 psm	(1,066,525)
4 bed House		779 sqm @		1,155 psm	(899,584)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		101 sqm @		1,296 psm	(131,117)
2 bed Flat	2,584	- sqm @		1,296 psm	-
External works		2,999,062 @		15.0% 14,995 £ per unit	(449,859)
M4(2) Category 2 Housing		50% of All units	30 units @	521 £ per dwelling	(7,815)
M4(3) Category 3 Housing		0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			30 units @	9 £ per dwelling	(270)
Contingency		3,752,144 @		5.0%	(187,607)
<b>Professional Fees</b>		3,752,144 @		10.0%	(375,214)
<b>Disposal Costs -</b>					
Marketing and Promotion		5,830,695 OMS @		1.50%	(87,460)
Residential Sales Agent Costs		5,830,695 OMS @		1.50%	(87,460)
Residential Sales Legal Costs		5,830,695 OMS @		0.50%	(29,153)
<b>Interest (on Development Costs) -</b>		7.50% APR		0.604% pcm	(53,262)
<b>Developers Profit -</b>					
Margin on AH		1,143,817		6.00% on AH values	(68,629)
Profit on GDV		5,830,695		20.00%	(1,166,139)
		4,920,511		23.70% on costs	(1,166,139)
		6,974,512		17.70% blended	(1,234,768)
<b>TOTAL COSTS</b>					<b>(6,155,279)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,266,278
SDLT	1,266,278 @		5.0% (slabbed)	(52,814)
Acquisition Agent fees	1,266,278 @		1.0%	(12,663)
Acquisition Legal fees	1,266,278 @		0.5%	(6,331)
Interest on Land	1,266,278 @		7.5%	(94,971)
Residual Land Value				<b>1,099,499</b>
<i>RLV analysis:</i>	36,650 £ per plot	732,999 £ per ha	296,641 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		20.0 dp net ha		
Site Area (Resi)		1.50 net ha	3.71 net acres	
<i>Density analysis:</i>		1,723 sqm/ha	7,505 sqft/ac	
Threshold Land Value	15,437 £ per plot	308,737 £ per net ha	124,944 £ per net acre	<b>463,105</b>
		80% Gross to net	1.88 Gross hectares	

BALANCE			
Surplus/(Deficit)	424,263 £ per ha	171,697 £ per acre	<b>636,394</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	636,394	0%	25%	30%	35%	40%	45%	50%	
	0	1,280,786	1,000,413	942,493	883,189	821,824	759,293	695,813	
	80	1,060,029	838,870	793,148	746,263	697,521	646,202	593,716	
	100	1,004,524	798,178	755,448	711,675	666,166	617,804	568,054	
	120	948,756	757,295	717,639	676,962	634,634	589,406	542,393	
	140	892,915	716,305	679,711	642,153	602,985	561,008	516,732	
CIL Epsm	160	836,904	675,175	641,599	607,145	571,217	532,581	491,070	
143.29	180	780,725	633,883	603,409	572,026	539,289	504,012	465,409	
	200	724,464	592,504	565,021	536,805	507,207	475,273	439,600	
	220	667,946	550,905	526,519	501,373	475,000	446,390	413,784	
	240	611,428	509,246	487,899	465,835	442,668	417,363	387,967	
	260	554,570	467,366	449,081	430,188	410,158	388,189	362,151	
	280	497,710	425,412	410,176	394,328	377,501	358,865	336,334	
	300	440,589	383,278	371,088	358,357	344,712	329,391	310,441	
	320	383,386	341,024	331,878	322,274	311,791	299,764	284,379	
	340	326,182	298,636	292,553	285,978	278,688	269,963	258,147	
	360	268,979	256,077	253,033	249,579	245,431	240,001	231,741	
	380	211,776	213,432	213,436	213,064	212,036	209,880	205,160	
	400	154,246	170,564	173,635	176,345	178,517	179,600	178,396	
	420	96,697	127,662	133,720	139,523	144,810	149,157	151,441	
	440	39,148	84,759	93,678	102,564	110,960	118,550	124,305	
	460	(18,401)	41,857	53,635	65,414	76,981	87,792	96,984	
	480	(76,005)	(1,059)	13,593	28,232	42,866	56,880	69,477	
	500	(133,902)	(44,221)	(26,449)	(8,950)	8,549	25,795	41,782	
	520	(191,799)	(87,383)	(66,650)	(46,132)	(25,773)	(5,461)	13,896	
	540	(249,696)	(130,545)	(106,934)	(83,323)	(60,095)	(36,876)	(14,169)	
Balance (RLV - TLV)	636,394	0%	25%	30%	35%	40%	45%	50%	
	-	928,452	753,344	716,867	679,316	640,007	597,689	553,615	
	1,500	883,729	709,539	673,472	636,394	597,764	556,336	512,510	
	3,000	838,847	665,618	629,822	593,260	555,274	514,849	471,406	
	4,500	793,854	621,460	586,028	549,880	512,534	473,064	430,097	
	6,000	748,861	577,211	542,086	506,300	469,540	430,948	388,745	
Site Specific S106	7,500	703,660	532,757	497,899	462,516	426,289	388,504	347,392	
1,500	9,000	658,395	488,146	453,541	418,525	382,778	345,752	305,936	
	10,500	613,130	443,424	409,030	374,325	339,005	302,685	264,054	
	12,000	567,603	398,466	364,307	329,871	294,965	259,256	221,735	
	13,500	522,065	353,427	319,388	285,190	250,656	215,493	178,965	
	15,000	476,480	308,162	274,327	240,310	206,074	171,404	135,711	
	16,500	430,666	262,767	229,062	195,228	161,232	126,957	91,982	
	18,000	384,852	217,228	183,584	149,940	116,128	82,155	47,770	
	19,500	339,038	171,471	137,958	104,401	70,757	37,028	3,077	
	21,000	293,224	125,657	92,144	58,631	25,117	(8,425)	(42,071)	
	22,500	247,410	79,843	46,330	12,817	(20,697)	(54,210)	(87,723)	
	24,000	201,554	34,030	516	(32,997)	(66,511)	(100,024)	(133,537)	
	25,500	155,463	(11,863)	(45,328)	(78,811)	(112,324)	(145,838)	(179,351)	
	27,000	109,372	(57,954)	(91,419)	(124,884)	(158,349)	(191,814)	(225,279)	
	28,500	63,281	(104,044)	(137,510)	(170,975)	(204,440)	(237,905)	(271,370)	
	30,000	17,190	(150,135)	(183,600)	(217,065)	(250,531)	(283,996)	(317,461)	

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: C  
 Title: 30 No. Units  
 Notes: Greenfield allocation

		AH - % on site 35%							
		636,394	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		636,394							
		50,000	1,161,509	987,319	951,252	914,174	875,544	834,116	790,290
		75,000	1,068,847	894,656	858,589	821,512	782,882	741,454	697,628
	TLV (per net acre) 124,944	100,000	976,184	801,994	765,927	728,849	690,219	648,791	604,965
		125,000	883,522	709,331	673,264	636,187	597,557	556,129	512,303
		150,000	790,859	616,669	580,602	543,524	504,894	463,466	419,640
		175,000	698,197	524,006	487,939	450,862	412,232	370,804	326,978
		200,000	605,534	431,344	395,277	358,199	319,569	278,141	234,315
		225,000	512,872	338,681	302,614	265,537	226,907	185,479	141,653
250,000		420,209	246,019	209,952	172,874	134,244	92,816	48,990	
275,000	327,547	153,356	117,289	80,212	41,582	154	(43,672)		

		AH - % on site 35%								
		636,394	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5		(780,150)	(930,302)	(964,935)	(1,000,090)	(1,036,198)	(1,074,274)	(1,116,637)	
	10		336,028	163,337	127,763	91,315	53,505	13,094	(30,443)	
	Density (dph) 20	15		701,236	527,507	491,574	454,723	416,397	375,287	331,526
		20		883,729	709,539	673,472	636,394	597,764	556,336	512,510
		25		993,200	818,758	782,543	745,379	706,585	664,965	621,101
		26		1,010,042	835,561	799,323	762,139	723,327	681,678	637,807
		30		1,066,181	891,571	855,257	818,005	779,132	737,385	693,495
		35		1,118,310	943,665	907,196	869,880	830,951	789,113	745,205
		40		1,157,406	982,545	946,150	908,787	869,816	827,909	783,987
		45		1,187,815	1,012,862	976,447	939,047	900,031	858,084	814,151
		50		1,212,142	1,037,117	1,000,685	963,256	924,201	882,224	838,282

		AH - % on site 35%								
		636,394	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	95%		1,080,404	892,241	852,984	812,520	770,243	725,314	679,060	
	100%		883,729	709,539	673,472	636,394	597,764	556,336	512,510	
	Build rate (Epsm)	105%		685,483	525,155	492,266	458,687	423,949	386,863	345,850
		110%		485,571	338,613	308,815	278,696	247,918	215,649	178,897
		115%		283,966	149,118	122,148	95,179	68,052	40,594	11,435
		120%		81,590	(41,847)	(66,534)	(91,222)	(115,954)	(140,742)	(165,531)
		125%		(121,570)	(233,877)	(256,339)	(278,800)	(301,261)	(323,723)	(346,184)
		130%		(325,628)	(426,986)	(447,278)	(470,006)	(493,601)	(517,196)	(540,791)

		AH - % on site 0%								
		636,394	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	75%		(707,440)	(444,929)	(399,951)	(355,046)	(310,359)	(265,861)	(225,622)	
	80%		(355,762)	(209,963)	(181,058)	(152,247)	(123,725)	(95,469)	(77,467)	
	85%		(42,638)	23,341	36,355	49,028	60,591	68,865	70,028	
	Changes in sales values (£)	90%		268,452	254,866	251,223	246,824	240,907	231,580	217,522
		95%		577,618	483,200	463,186	442,233	419,688	394,018	365,016
		100%		883,729	709,539	673,472	636,394	597,764	556,336	512,510
		105%		1,187,547	934,624	882,684	829,863	775,503	718,653	660,005
		110%		1,489,824	1,158,809	1,091,282	1,022,901	953,052	880,969	807,499
		115%		1,790,762	1,382,426	1,299,440	1,215,603	1,130,429	1,043,286	954,993
		120%		2,090,776	1,605,650	1,507,330	1,408,117	1,307,757	1,205,602	1,102,487
		125%		2,389,955	1,828,418	1,714,856	1,600,520	1,484,957	1,367,919	1,249,982

		Site Specific S106							
		636,394	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	0		-						
	40		924,963	883,189	841,232	799,091	756,729	714,145	
	80		857,099	814,992	772,692	730,204	687,525	644,650	
	CIL Epsm 143.29	100		788,654	746,263	703,645	660,806	617,772	574,541
		143		679,821	636,902	593,767	550,391	506,814	463,033
		160		650,243	607,145	563,850	520,354	476,655	432,734
		200		580,202	536,805	493,148	449,284	405,214	360,933
		240		509,599	465,835	421,864	377,677	333,230	288,570
		280		436,464	394,328	349,981	305,422	260,664	215,671
		320		366,733	322,274	277,552	232,625	187,496	142,162
		360		294,404	249,579	204,553	159,288	113,783	68,069
		400		221,541	176,345	130,943	85,333	39,519	(6,295)
		440		148,103	102,564	56,782	10,968	(34,845)	(80,659)
		480		74,046	28,232	(17,582)	(63,396)	(109,375)	(155,466)
		520		(318)	(46,132)	(92,007)	(138,098)	(184,189)	(230,280)
		560		(74,683)	(120,730)	(166,821)	(212,912)	(259,003)	(305,361)
		600		(149,453)	(195,544)	(241,635)	(287,888)	(334,257)	(380,627)
640			(224,267)	(270,415)	(316,784)	(363,154)	(409,523)	(456,540)	
680		(299,311)	(345,681)	(392,050)	(438,420)	(480,343)	(524,587)		
720		(374,577)	(420,947)	(469,903)	(524,147)	(578,391)	(632,635)		
760		(449,903)	(503,707)	(557,951)	(612,195)	(666,561)	(721,133)		
800		(537,511)	(591,755)	(645,999)	(700,569)	(755,141)	(809,713)		

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** D  
**Title:** 50 No. Units  
**Notes:** Greenfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		50 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	1.1	0.0%	0.0	2%	1.1			
2 bed House	20.9%	6.8	57.4%	10.0	34%	16.8			
3 bed House	40.8%	13.3	23.5%	4.1	35%	17.4			
4 bed House	35.0%	11.4	2.8%	0.5	24%	11.9			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	2.9	6%	2.9			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	32.5	100.0%	17.5	100%	50.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	62	670	0	0	62	670			
2 bed House	537	5,776	703	7,562	1,239	13,338			
3 bed House	1,193	12,846	346	3,720	1,539	16,566			
4 bed House	1,251	13,468	47	504	1,298	13,973			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	169	1,815	169	1,815			
2 bed Flat	0	0	0	0	0	0			
	3,043	32,760	1,264	13,601	4,307	46,361			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)			
1 bed House	180,000	3,103	288			193,050			
2 bed House	250,000	3,165	294			4,207,188			
3 bed House	290,000	3,222	299			5,038,533			
4 bed House	350,000	3,182	296			4,150,300			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			458,640			
2 bed Flat	190,000	3,115	289			0			
						14,047,710			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	



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Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	1.1	@	180,000	193,050
2 bed House	6.8	@	250,000	1,698,125
3 bed House	13.3	@	290,000	3,845,400
4 bed House	11.4	@	350,000	3,981,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	32.5			9,717,825
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	5.3	@	125,000	664,902
3 bed House	2.2	@	145,000	316,180
4 bed House	0.3	@	175,000	44,798
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	80,000	121,540
2 bed Flat	0.0	@	95,000	-
	9.3			1,147,420
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	2.5	@	175,000	439,788
3 bed House	1.0	@	203,000	209,132
4 bed House	0.1	@	245,000	29,631
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	112,000	80,390
2 bed Flat	0.0	@	133,000	-
	4.4			758,942
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	2.2	@	200,000	433,566
4 bed House	0.9	@	232,000	206,173
5 bed House	0.1	@	250,000	26,082
1 bed Flat	0.0	@	0	-
2 bed Flat	0.6	@	128,000	79,253
0.00%	0.0	@	152,000	-
	3.8			745,074
<b>Sub-total GDV Residential</b>	<b>49.9</b>			<b>12,369,261</b>
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)		£MV less EGDV 1,678,449
				33,569 £ per unit (total units)
<b>Grant</b>	50	@	0	-
<b>Total GDV</b>				<b>12,369,261</b>

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Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	3,043 sqm		143.29 £ psm		(436,098)
	CIL analysis:	3.53% % of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	50 units @	1,500 per unit	(75,000)	(75,000)
	S106 analysis:	0.61% % of GDV		1,500 £ per unit (total units)	
AH Commuted Sum	4,307 sqm (total)		0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	5.62 acres @		0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change	2,557	per dwelling			(127,850)
Policy LP32 - Electric charging point	1,000	per dwelling			(50,000)
Policy SP09 - Cross-boundary mitigate	121.89	per dwelling			(6,095)
Policy LP18 - Biodiversity & Geodiversity	42,545	per gross hectare			(120,866)
Policy LP25 - Sustainable Construction	3,500	per dwelling			(175,000)
	total	5.62 acres @	0 per acre	(479,811)	-
	Infra. Costs analysis:	3.88% % of GDV		9,596 £ per unit (total units)	
1 bed House	62	sqm @	1,155 psm		(71,847)
2 bed House	1,239	sqm @	1,155 psm		(1,431,212)
3 bed House	1,539	sqm @	1,155 psm		(1,777,542)
4 bed House	1,298	sqm @	1,155 psm		(1,499,307)
5 bed House	-	sqm @	1,155 psm		-
1 bed Flat	169	sqm @	1,296 psm		(218,528)
2 bed Flat	4,307	sqm @	1,296 psm		-
External works	4,998,436 @		15.0% 14,995 £ per unit		(749,765)
M4(2) Category 2 Housing	50% of All units	50 units @	521 £ per dwelling		(13,025)
M4(3) Category 3 Housing	0% of All units	50 units @	10,307 £ per dwelling		-
Water efficiency - Policy LP25 - Sustainable Construction and Design		50 units @	9 £ per dwelling		(450)
Contingency	6,241,487 @		5.0%		(312,074)
<b>Professional Fees</b>	6,241,487 @		10.0%		(624,149)
<b>Disposal Costs -</b>					
Marketing and Promotion	9,717,825	OMS @	1.50%		(145,767)
Residential Sales Agent Costs	9,717,825	OMS @	1.50%		(145,767)
Residential Sales Legal Costs	9,717,825	OMS @	0.50%		(48,589)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm		(214,073)
<b>Developers Profit -</b>					
Margin on AH	1,906,362		6.00% on AH values		(114,382)
Profit on GDV	9,717,825		20.00%		(1,943,565)
	8,322,255		23.35% on costs	(1,943,565)	
	11,624,187		17.70% blended	(2,057,947)	
<b>TOTAL COSTS</b>					<b>(10,380,202)</b>

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 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,989,059
SDLT	1,989,059 @		5.0% (slabbed)	(88,953)
Acquisition Agent fees	1,989,059 @		1.0%	(19,891)
Acquisition Legal fees	1,989,059 @		0.5%	(9,945)
Interest on Land	1,989,059 @		7.5%	(149,179)
Residual Land Value				<b>1,721,091</b>
<i>RLV analysis:</i>	34,422 £ per plot	757,280 £ per ha	306,467 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		22.0 dp net ha		
Site Area (Resi)		2.27 net ha	5.62 net acres	
<i>Density analysis:</i>		1,895 sqm/ha	8,255 sqft/ac	
Threshold Land Value	14,033 £ per plot	308,737 £ per net ha	124,944 £ per net acre	<b>701,674</b>
		80% Gross to net	2.84 Gross hectares	

BALANCE				
Surplus/(Deficit)		448,543 £ per ha	181,523 £ per acre	<b>1,019,417</b>

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Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	1,019,417	0%	25%	30%	35%	40%	45%	50%	
CIL Epsm 143.29	0	2,132,399	1,637,998	1,539,095	1,440,193	1,341,089	1,241,639	1,142,029	
	80	1,768,994	1,367,063	1,286,241	1,205,399	1,124,557	1,043,716	962,663	
	100	1,678,143	1,298,925	1,223,027	1,146,701	1,070,374	994,048	917,722	
	120	1,587,292	1,230,787	1,159,485	1,088,002	1,016,191	944,380	872,569	
	140	1,496,441	1,162,648	1,095,890	1,029,131	962,008	894,712	827,417	
	160	1,405,175	1,094,510	1,032,294	970,078	907,825	845,044	782,264	
	180	1,313,774	1,026,371	968,698	911,025	853,351	795,376	737,111	
	200	1,222,374	958,233	905,102	851,971	798,840	745,709	691,959	
	220	1,130,973	890,095	841,506	792,918	744,330	695,741	646,806	
	240	1,039,573	821,710	777,911	733,865	689,819	645,773	601,653	
	260	948,173	753,160	714,157	674,812	635,308	595,805	556,302	
	280	856,772	684,610	650,177	615,745	580,798	545,837	510,876	
	300	765,172	616,059	586,197	556,334	526,287	495,869	465,451	
	320	673,225	547,509	522,217	496,924	471,632	445,901	420,025	
	340	581,272	478,959	458,236	437,514	416,792	395,933	374,600	
	360	489,319	410,409	394,256	378,104	361,951	345,799	329,174	
	380	397,366	341,778	330,276	318,694	307,111	295,529	283,748	
	400	305,413	272,814	266,294	259,283	252,271	245,258	238,246	
	420	213,460	203,849	201,927	199,873	197,431	194,988	192,546	
	440	121,507	134,884	137,560	140,235	142,590	144,718	146,846	
	460	29,002	65,920	73,193	80,466	87,739	94,448	101,146	
	480	(63,506)	(3,045)	8,826	20,696	32,567	44,178	55,445	
	500	(156,015)	(72,010)	(55,541)	(39,073)	(22,605)	(6,136)	9,745	
	520	(248,524)	(140,974)	(119,908)	(98,842)	(77,776)	(56,710)	(35,955)	
	540	(341,032)	(210,287)	(184,275)	(158,612)	(132,948)	(107,285)	(81,655)	
Balance (RLV - TLV)	1,019,417	0%	25%	30%	35%	40%	45%	50%	
Site Specific S106 1,500	-	1,554,258	1,224,202	1,158,191	1,091,973	1,025,420	958,867	892,314	
	1,500	1,481,496	1,151,439	1,085,428	1,019,417	953,095	886,542	819,989	
	3,000	1,408,337	1,078,677	1,012,666	946,654	880,643	814,217	747,664	
	4,500	1,335,135	1,005,915	939,903	873,892	807,881	741,869	675,338	
	6,000	1,261,933	933,152	867,141	801,130	735,118	669,107	603,013	
	7,500	1,188,730	860,376	794,378	728,367	662,356	596,345	530,333	
	9,000	1,115,528	787,174	721,503	655,605	589,593	523,582	457,571	
	10,500	1,042,326	713,971	648,301	582,630	516,831	450,820	384,808	
	12,000	969,124	640,769	575,098	509,427	443,757	378,057	312,046	
	13,500	895,921	567,567	501,896	436,225	370,554	304,883	239,213	
	15,000	822,719	494,365	428,694	363,023	297,352	231,681	166,010	
	16,500	749,226	421,162	355,492	289,821	224,150	158,479	92,808	
	18,000	675,582	347,917	282,289	216,618	150,947	85,277	19,606	
	19,500	601,937	274,272	208,739	143,206	77,673	12,074	(53,597)	
	21,000	528,292	200,627	135,094	69,561	4,028	(61,505)	(127,037)	
	22,500	454,647	126,983	61,450	(4,083)	(69,616)	(135,149)	(200,682)	
	24,000	381,002	53,338	(12,195)	(77,728)	(143,261)	(208,794)	(274,327)	
25,500	307,358	(20,307)	(85,840)	(151,373)	(216,906)	(282,439)	(347,972)		
27,000	233,713	(93,952)	(159,485)	(225,018)	(290,551)	(356,084)	(421,617)		
28,500	160,068	(167,688)	(233,287)	(298,886)	(364,485)	(430,083)	(495,682)		
30,000	86,215	(241,778)	(307,377)	(372,976)	(438,574)	(504,173)	(569,772)		

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Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation

		AH - % on site 35%								
		1,019,417	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)		50,000	1,902,375	1,572,318	1,506,307	1,440,296	1,373,974	1,307,421	1,240,868	
		75,000	1,761,977	1,431,920	1,365,909	1,299,898	1,233,576	1,167,023	1,100,470	
	TLV (per net acre) 124,944	100,000	1,621,579	1,291,523	1,225,511	1,159,500	1,093,178	1,026,625	960,072	
		125,000	1,481,181	1,151,125	1,085,114	1,019,102	952,780	886,227	819,674	
		150,000	1,340,784	1,010,727	944,716	878,705	812,383	745,830	679,277	
		175,000	1,200,386	870,329	804,318	738,307	671,985	605,432	538,879	
		200,000	1,059,988	729,932	663,920	597,909	531,587	465,034	398,481	
		225,000	919,591	589,534	523,523	457,511	391,189	324,636	258,084	
		250,000	779,193	449,136	383,125	317,114	250,792	184,239	117,686	
275,000	638,795	308,739	242,727	176,716	110,394	43,841	(22,712)			
		AH - % on site 35%								
		1,019,417	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5		(1,341,298)	(1,669,653)	(1,735,324)	(1,800,994)	(1,866,806)	(1,932,817)	(1,998,828)	
	10		485,244	156,071	90,060	24,048	(41,963)	(107,974)	(174,458)	
	Density (dph) 22	15		1,094,091	764,352	698,340	632,329	566,318	499,812	433,259
		20		1,398,515	1,068,492	1,002,481	936,469	870,224	803,671	737,118
		25		1,581,033	1,250,976	1,184,965	1,118,954	1,052,540	985,987	919,434
		28		1,659,240	1,329,184	1,263,173	1,197,161	1,130,675	1,064,122	997,569
		30		1,702,689	1,372,632	1,306,621	1,240,610	1,174,083	1,107,530	1,040,977
		35		1,789,586	1,459,530	1,393,518	1,327,453	1,260,900	1,194,347	1,127,794
		40		1,854,759	1,524,703	1,458,691	1,392,566	1,326,013	1,259,460	1,192,907
		45		1,905,449	1,575,393	1,509,381	1,443,209	1,376,656	1,310,103	1,243,550
		50		1,946,001	1,615,945	1,549,933	1,483,723	1,417,170	1,350,617	1,284,064
		AH - % on site 35%								
		1,019,417	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	95%		1,810,293	1,461,896	1,391,807	1,321,719	1,251,630	1,181,157	1,110,348	
	100%		1,481,496	1,151,439	1,085,428	1,019,417	953,095	886,542	819,989	
	Build rate (Epsm)	105%		1,150,755	840,294	777,974	715,520	653,066	590,612	528,158
		110%		819,970	527,403	468,889	410,376	351,863	293,349	234,836
		115%		487,320	213,661	158,930	104,198	49,466	(5,266)	(60,162)
		120%		154,536	(101,121)	(152,253)	(203,384)	(254,515)	(305,647)	(356,778)
		125%		(180,057)	(417,497)	(464,985)	(512,473)	(559,960)	(607,448)	(654,936)
		130%		(514,853)	(741,705)	(792,874)	(844,043)	(895,211)	(946,380)	(997,549)
		AH - % on site 0%								
		1,019,417	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	75%		(1,128,972)	(763,679)	(690,781)	(628,443)	(566,105)	(503,767)	(441,944)	
	80%		(553,062)	(369,309)	(332,558)	(296,237)	(259,987)	(223,737)	(187,779)	
	Changes in sales values (£)	85%		(41,315)	12,949	23,754	34,549	44,823	55,098	65,373
		90%		467,843	393,728	378,687	363,647	348,606	333,090	317,470
		95%		975,235	773,456	732,689	691,873	651,057	610,242	569,119
		100%		1,481,496	1,151,439	1,085,428	1,019,417	953,095	886,542	819,989
		105%		1,985,409	1,529,058	1,437,418	1,345,778	1,254,139	1,162,499	1,070,527
		110%		2,488,998	1,905,363	1,788,636	1,671,909	1,554,964	1,437,691	1,320,418
		115%		2,990,737	2,281,619	2,139,357	1,997,095	1,854,833	1,712,273	1,569,461
		120%		3,492,476	2,656,455	2,489,204	2,321,619	2,153,905	1,986,192	1,818,293
		125%		3,992,493	3,030,572	2,837,957	2,645,342	2,452,726	2,259,654	2,066,542
		Site Specific S106 £1,500								
		1,019,417	-	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	0		1,512,429	1,440,193	1,367,868	1,295,542	1,223,217	1,150,892	1,078,567	
	40		1,395,121	1,322,796	1,250,471	1,178,145	1,105,820	1,033,348	960,585	
	80		1,277,724	1,205,399	1,133,074	1,060,749	988,004	915,241	842,479	
	143		1,092,824	1,020,273	947,511	874,748	801,986	729,223	656,461	
	160		1,042,840	970,078	897,315	824,553	751,791	679,028	606,195	
	200		924,734	851,971	779,209	706,446	633,684	560,577	487,374	
	240		806,627	733,865	661,102	588,161	514,958	441,756	368,554	
	280		688,521	615,745	542,542	469,340	396,138	322,936	249,733	
	320		570,127	496,924	423,722	350,520	277,317	204,115	130,627	
	360		451,306	378,104	304,902	231,699	158,378	84,733	11,089	
	400		332,486	259,283	186,081	112,484	38,839	(34,805)	(108,450)	
	440		213,665	140,235	66,590	(7,054)	(80,699)	(154,344)	(227,989)	
	480		94,341	20,696	(52,948)	(126,593)	(200,238)	(273,956)	(348,046)	
	520		(25,198)	(98,842)	(172,487)	(246,132)	(320,128)	(394,218)	(468,308)	
	560		(144,736)	(218,381)	(292,209)	(366,299)	(440,389)	(514,479)	(588,569)	
	600		(264,291)	(338,380)	(412,470)	(486,560)	(560,650)	(634,740)	(711,755)	
	640		(384,552)	(458,642)	(532,732)	(606,822)	(680,912)	(765,768)	(852,440)	
680		(504,813)	(578,903)	(652,993)	(733,108)	(819,780)	(906,452)	(993,124)		
720		(625,074)	(700,465)	(787,120)	(873,792)	(960,464)	(1,047,136)	(1,133,808)		
760		(754,460)	(841,132)	(927,804)	(1,014,476)	(1,101,148)	(1,187,820)	(1,274,853)		
800		(895,144)	(981,816)	(1,068,488)	(1,155,160)	(1,241,996)	(1,329,192)	(1,416,387)		

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		85 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	1.8	0.0%	0.0	2%	1.8			
2 bed House	20.9%	11.5	57.4%	17.1	34%	28.6			
3 bed House	40.8%	22.5	23.5%	7.0	35%	29.5			
4 bed House	35.0%	19.3	2.8%	0.8	24%	20.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	4.9	6%	4.9			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	55.3	100.0%	29.8	100%	85.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	106	1,138	0	0	106	1,138			
2 bed House	912	9,819	1,194	12,855	2,107	22,675			
3 bed House	2,029	21,838	588	6,324	2,616	28,162			
4 bed House	2,127	22,896	80	857	2,207	23,753			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	287	3,085	287	3,085			
2 bed Flat	0	0	0	0	0	0			
	5,174	55,691	2,148	23,122	7,322	78,813			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)			
1 bed House	180,000	3,103	288			328,185			
2 bed House	250,000	3,165	294			7,152,219			
3 bed House	290,000	3,222	299			8,565,505			
4 bed House	350,000	3,182	296			7,055,510			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			779,688			
2 bed Flat	190,000	3,115	289			0			
						23,881,107			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	1.8	@	180,000	328,185
2 bed House	11.5	@	250,000	2,886,813
3 bed House	22.5	@	290,000	6,537,180
4 bed House	19.3	@	350,000	6,768,125
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	55.3			16,520,303
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	9.0	@	125,000	1,130,333
3 bed House	3.7	@	145,000	537,506
4 bed House	0.4	@	175,000	76,157
5 bed House	0.0	@	0	-
1 bed Flat	2.6	@	80,000	206,617
2 bed Flat	0.0	@	95,000	-
	15.8			1,950,613
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	4.3	@	175,000	747,640
3 bed House	1.8	@	203,000	355,525
4 bed House	0.2	@	245,000	50,373
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	112,000	136,664
2 bed Flat	0.0	@	133,000	-
	7.4			1,290,202
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	3.7	@	200,000	737,062
4 bed House	1.5	@	232,000	350,495
5 bed House	0.2	@	250,000	44,339
1 bed Flat	0.0	@	0	-
2 bed Flat	1.1	@	128,000	134,730
0.00%	0.0	@	152,000	-
	6.4			1,266,626
<b>Sub-total GDV Residential</b>	<b>84.9</b>			<b>21,027,744</b>
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)		£MV less EGDV 2,853,363
				33,569 £ per unit (total units)
<b>Grant</b>	85	@	0	-
<b>Total GDV</b>				<b>21,027,744</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,074)
CIL		5,174 sqm		143.29 £ psm	(741,366)
	CIL analysis:	3.53% % of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	85 units @		1,500 per unit	(127,500)
	S106 analysis:	0.61% % of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		7,322 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		9.13 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(217,345)
	Policy LP32 - Electric charging point	1,000 per dwelling			(85,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(10,361)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(196,539)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(297,500)
	total	9.13 acres @		0 per acre	(806,745)
	Infra. Costs analysis:	3.84% % of GDV		9,491 £ per unit (total units)	
1 bed House		106 sqm @		1,155 psm	(122,140)
2 bed House		2,107 sqm @		1,155 psm	(2,433,061)
3 bed House		2,616 sqm @		1,155 psm	(3,021,821)
4 bed House		2,207 sqm @		1,155 psm	(2,548,821)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		287 sqm @		1,296 psm	(371,498)
2 bed Flat	7,322	- sqm @		1,296 psm	-
External works		8,497,341 @		15.0% 14,995 £ per unit	(1,274,601)
M4(2) Category 2 Housing		50% of All units	85 units @	521 £ per dwelling	(22,143)
M4(3) Category 3 Housing		0% of All units	85 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			85 units @	9 £ per dwelling	(765)
Contingency		10,601,595 @		5.0%	(530,080)
Professional Fees		10,601,595 @		10.0%	(1,060,159)
<b>Disposal Costs -</b>					
Marketing and Promotion		16,520,303 OMS @		1.50%	(247,805)
Residential Sales Agent Costs		16,520,303 OMS @		1.50%	(247,805)
Residential Sales Legal Costs		16,520,303 OMS @		0.50%	(82,602)
Interest (on Development Costs) -		7.50% APR		0.604% pcm	(269,349)
<b>Developers Profit -</b>					
Margin on AH		3,240,815		6.00% on AH values	(194,449)
Profit on GDV		16,520,303		20.00%	(3,304,061)
		14,001,333		23.60% on costs	(3,304,061)
		19,761,118		17.70% blended	(3,498,509)
<b>TOTAL COSTS</b>					<b>(17,499,843)</b>



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				3,527,901
SDLT	3,527,901 @		5.0% (slabbed)	(165,895)
Acquisition Agent fees	3,527,901 @		1.0%	(35,279)
Acquisition Legal fees	3,527,901 @		0.5%	(17,640)
Interest on Land	3,527,901 @		7.5%	(264,593)
Residual Land Value				<b>3,044,495</b>
<i>RLV analysis:</i>	35,818 £ per plot	823,805 £ per ha	333,389 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		23.0 dp net ha		
Site Area (Resi)		3.70 net ha	9.13 net acres	
<i>Density analysis:</i>		1,981 sqm/ha	6,631 sqft/ac	
Threshold Land Value	13,423 £ per plot	308,737 £ per net ha	124,944 £ per net acre	<b>1,140,983</b>
		80% Gross to net	4.62 Gross hectares	

BALANCE				
Surplus/(Deficit)		515,068 £ per ha	208,445 £ per acre	<b>1,903,512</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	1,903,512	0%	25%	30%	35%	40%	45%	50%
CIL Epsm 143.29	0	3,869,921	2,981,971	2,804,115	2,625,824	2,447,533	2,268,910	2,090,060
	120	2,928,531	2,281,879	2,151,970	2,021,834	1,891,500	1,760,733	1,629,624
	140	2,769,984	2,163,931	2,042,221	1,920,226	1,797,907	1,675,274	1,552,276
	160	2,610,812	2,045,810	1,932,136	1,818,289	1,704,115	1,589,611	1,474,586
	180	2,451,227	1,927,148	1,821,801	1,716,067	1,610,084	1,503,635	1,396,895
	200	2,291,093	1,808,359	1,711,050	1,613,613	1,515,725	1,417,605	1,318,788
	220	2,130,451	1,688,980	1,600,117	1,510,773	1,421,247	1,331,109	1,240,628
	240	1,969,349	1,569,511	1,488,697	1,407,792	1,326,318	1,244,614	1,162,220
	260	1,807,634	1,449,410	1,377,154	1,304,330	1,231,384	1,157,684	1,083,588
	280	1,645,558	1,329,247	1,265,060	1,200,811	1,135,881	1,070,666	1,004,872
	300	1,482,816	1,208,421	1,152,896	1,096,724	1,040,378	983,349	925,765
	320	1,319,760	1,087,552	1,040,125	992,637	944,401	895,804	846,657
	340	1,155,974	965,995	927,328	887,939	848,320	808,091	767,148
	360	991,932	844,438	813,874	783,223	751,864	720,017	687,562
	380	827,083	722,164	700,421	677,962	655,203	631,898	607,728
	400	662,050	599,872	586,339	572,613	558,257	543,292	527,661
	420	496,120	476,911	472,200	466,820	461,011	454,686	447,492
	440	330,090	353,880	357,502	360,834	363,606	365,618	366,941
	460	164,059	230,218	242,674	254,498	265,773	276,476	286,390
	480	(1,971)	106,444	127,349	147,871	167,898	187,017	205,394
500	(168,790)	(17,932)	11,826	40,982	69,473	97,337	124,356	
520	(335,824)	(142,454)	(104,139)	(66,289)	(28,952)	7,479	43,040	
540	(502,858)	(266,977)	(220,360)	(173,743)	(127,901)	(82,743)	(38,488)	
560	(669,892)	(391,500)	(336,582)	(281,663)	(226,920)	(173,009)	(120,131)	
580	(837,629)	(516,541)	(452,803)	(389,583)	(326,363)	(263,777)	(202,152)	
Balance (RLV - TLV)	1,903,512	0%	25%	30%	35%	40%	45%	50%
Site Specific S106 1,500	-	2,871,004	2,270,481	2,149,742	2,028,708	1,907,380	1,785,660	1,663,393
	1,500	2,743,800	2,144,528	2,024,112	1,903,512	1,782,478	1,661,216	1,539,496
	3,000	2,616,320	2,018,237	1,898,159	1,777,743	1,657,282	1,536,248	1,415,052
	4,500	2,488,651	1,891,523	1,771,655	1,651,788	1,531,374	1,410,958	1,290,018
	6,000	2,360,400	1,764,417	1,644,941	1,525,073	1,405,206	1,285,005	1,164,588
	7,500	2,232,149	1,636,937	1,517,548	1,398,160	1,278,491	1,158,624	1,038,636
	9,000	2,103,227	1,509,002	1,390,023	1,270,680	1,151,291	1,031,903	912,042
	10,500	1,974,201	1,380,752	1,261,772	1,142,793	1,023,811	904,422	785,034
	12,000	1,844,785	1,251,974	1,133,334	1,014,542	895,563	776,584	657,554
	13,500	1,714,979	1,122,948	1,004,308	885,668	767,027	648,333	529,354
	15,000	1,585,121	993,313	874,941	756,569	638,001	519,361	400,721
	16,500	1,454,530	863,507	745,135	626,763	508,391	390,019	271,647
	18,000	1,323,940	733,049	614,871	496,693	378,515	260,213	141,841
	19,500	1,192,840	602,458	484,280	366,102	247,924	129,746	11,568
	21,000	1,061,459	471,164	353,104	235,045	116,986	(1,073)	(119,132)
	22,500	929,889	339,783	221,724	103,665	(14,394)	(132,453)	(250,513)
	24,000	797,715	207,637	89,621	(28,394)	(146,410)	(264,426)	(382,441)
25,500	665,541	75,423	(42,625)	(160,673)	(278,721)	(396,768)	(514,816)	
27,000	532,689	(57,550)	(175,598)	(293,646)	(411,694)	(529,742)	(647,790)	
28,500	399,715	(190,524)	(308,572)	(426,619)	(544,667)	(662,715)	(780,763)	
30,000	266,742	(323,497)	(441,545)	(559,593)	(677,712)	(795,998)	(914,285)	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **E**  
 Title: **85 No. Units**  
 Notes: **Greenfield allocation**

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	1,903,512								
	50,000	3,428,166	2,828,913	2,708,497	2,587,897	2,466,863	2,345,601	2,223,881	
TLV (per net acre) 124,944	75,000	3,199,887	2,600,615	2,480,198	2,359,598	2,238,564	2,117,302	1,995,582	
	100,000	2,971,588	2,372,316	2,251,899	2,131,299	2,010,265	1,889,003	1,767,283	
	125,000	2,743,289	2,144,017	2,023,601	1,903,000	1,781,967	1,660,705	1,538,985	
	150,000	2,514,990	1,915,718	1,795,302	1,674,701	1,553,668	1,432,406	1,310,686	
	175,000	2,286,691	1,687,419	1,567,003	1,446,403	1,325,369	1,204,107	1,082,387	
	200,000	2,058,392	1,459,120	1,338,704	1,218,104	1,097,070	975,808	854,088	
	225,000	1,830,093	1,230,821	1,110,405	989,805	868,771	747,509	625,789	
	250,000	1,601,794	1,002,522	882,106	761,506	640,472	519,210	397,490	
	275,000	1,373,495	774,223	653,807	533,207	412,173	290,911	169,191	

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	1,903,512								
	5	(2,111,626)	(2,705,864)	(2,824,941)	(2,944,330)	(3,063,718)	(3,183,374)	(3,303,242)	
Density (dph) 23	10	991,541	393,976	274,108	153,949	33,533	(87,128)	(208,162)	
	15	2,024,925	1,426,602	1,306,267	1,185,851	1,065,115	944,081	822,592	
	20	2,541,617	1,942,634	1,822,218	1,701,753	1,580,720	1,459,587	1,337,867	
	25	2,851,632	2,252,205	2,131,789	2,011,116	1,890,082	1,768,752	1,647,031	
	28	2,984,495	2,384,878	2,264,462	2,143,700	2,022,666	1,901,251	1,779,531	
	30	3,058,308	2,458,585	2,338,169	2,217,358	2,096,324	1,974,861	1,853,141	
	34	3,179,883	2,579,985	2,459,569	2,338,677	2,217,643	2,096,102	1,974,319	
	40	3,316,654	2,716,561	2,596,144	2,475,160	2,354,127	2,232,499	2,110,632	
	45	3,402,770	2,802,552	2,682,128	2,561,095	2,440,061	2,318,378	2,196,458	
	50	3,471,618	2,871,346	2,750,876	2,629,842	2,508,801	2,387,081	2,265,120	

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	1,903,512								
	95%	3,297,932	2,664,781	2,537,473	2,409,840	2,281,903	2,153,539	2,024,619	
Build rate (Epsm)	100%	2,743,800	2,144,528	2,024,112	1,903,512	1,782,478	1,661,216	1,539,496	
	105%	2,185,859	1,620,441	1,507,073	1,393,296	1,279,421	1,165,223	1,050,772	
	110%	1,623,059	1,091,617	985,142	878,425	771,547	664,638	557,291	
	115%	1,054,775	556,861	457,129	357,396	257,652	157,625	57,597	
	120%	479,741	14,650	(78,368)	(171,386)	(264,405)	(357,491)	(450,627)	
	125%	(99,002)	(533,054)	(619,865)	(706,675)	(793,486)	(880,296)	(967,107)	
	130%	(680,871)	(1,084,300)	(1,170,658)	(1,264,534)	(1,358,411)	(1,452,287)	(1,546,163)	

		AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	1,903,512								
	75%	(1,768,457)	(1,145,678)	(1,036,977)	(931,149)	(825,348)	(720,546)	(616,270)	
Changes in sales values (£)	80%	(775,486)	(471,204)	(410,972)	(350,881)	(291,836)	(233,931)	(177,259)	
	85%	119,035	194,640	208,366	221,531	234,007	245,636	256,300	
	90%	1,005,197	850,799	819,044	786,653	753,800	720,407	686,324	
	95%	1,878,786	1,500,050	1,423,673	1,346,763	1,269,606	1,191,996	1,113,759	
	100%	2,743,800	2,144,528	2,024,112	1,903,512	1,782,478	1,661,216	1,539,496	
	105%	3,602,732	2,785,557	2,621,858	2,457,610	2,293,355	2,128,740	1,963,851	
	110%	4,457,355	3,424,144	3,217,224	3,009,919	2,802,614	2,595,044	2,387,135	
	115%	5,308,792	4,060,760	3,811,039	3,560,845	3,310,629	3,060,414	2,809,657	
	120%	6,157,669	4,695,871	4,403,349	4,110,789	3,817,771	3,524,753	3,231,725	
	125%	7,004,608	5,329,943	4,994,717	4,659,491	4,324,266	3,988,666	3,652,923	

		Site Specific S106							
		1,500	3,000	4,500	6,000	7,500	9,000		
Balance (RLV - TLV)	1,903,512	-							
	0	2,748,777	2,625,824	2,502,673	2,378,976	2,254,920	2,130,476	2,005,501	
CIL Epsm 143.29	40	2,549,202	2,425,588	2,301,813	2,177,369	2,052,677	1,927,481	1,801,857	
	80	2,348,503	2,224,262	2,099,818	1,974,658	1,849,319	1,723,366	1,597,082	
	143	2,030,181	1,904,985	1,779,225	1,653,272	1,526,564	1,399,660	1,272,180	
	160	1,943,814	1,818,289	1,692,336	1,565,865	1,439,150	1,311,718	1,184,079	
	200	1,739,798	1,613,613	1,486,899	1,359,755	1,232,275	1,104,156	975,823	
	240	1,534,647	1,407,792	1,280,312	1,152,483	1,024,233	895,416	766,377	
	280	1,328,349	1,200,811	1,072,560	944,036	815,010	685,484	555,678	
	320	1,120,888	992,637	863,629	734,398	604,592	474,387	343,797	
	360	912,249	783,223	653,505	523,597	393,006	262,112	130,731	
	400	702,419	572,613	442,215	311,618	180,238	48,642	(83,533)	
	440	491,424	360,834	229,745	98,365	(33,727)	(166,037)	(299,011)	
	480	279,251	147,871	16,079	(116,095)	(248,904)	(381,877)	(514,850)	
	520	65,885	(66,289)	(198,797)	(331,770)	(464,743)	(597,779)	(731,557)	
	560	(148,690)	(281,663)	(414,636)	(547,610)	(681,147)	(814,924)	(948,701)	
	600	(364,529)	(497,503)	(630,737)	(764,514)	(898,291)	(1,032,073)	(1,172,548)	
	640	(580,369)	(714,104)	(847,881)	(981,658)	(1,115,944)	(1,270,072)	(1,426,567)	
	680	(797,471)	(931,248)	(1,065,229)	(1,211,102)	(1,367,597)	(1,524,092)	(1,681,489)	
	720	(1,014,616)	(1,152,131)	(1,308,626)	(1,465,121)	(1,622,162)	(1,779,603)	(1,937,044)	
760	(1,249,656)	(1,406,151)	(1,562,835)	(1,720,276)	(1,877,717)	(2,035,158)	(2,193,475)		
800	(1,503,676)	(1,660,949)	(1,818,390)	(1,975,831)	(2,133,790)	(2,292,182)	(2,450,575)		

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Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		150 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	3.2	0.0%	0.0	2%	3.2			
2 bed House	20.9%	20.4	57.4%	30.1	34%	50.5			
3 bed House	40.8%	39.8	23.5%	12.3	35%	52.1			
4 bed House	35.0%	34.1	2.8%	1.4	24%	35.6			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	8.6	6%	8.6			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	97.5	100.0%	52.5	100%	150.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	187	2,009	0	0	187	2,009			
2 bed House	1,610	17,328	2,108	22,686	3,717	40,014			
3 bed House	3,580	38,537	1,037	11,160	4,617	49,697			
4 bed House	3,754	40,405	141	1,513	3,894	41,918			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	506	5,445	506	5,445			
2 bed Flat	0	0	0	0	0	0			
	9,130	98,279	3,791	40,804	12,921	139,083			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)			
1 bed House	180,000	3,103	288			579,150			
2 bed House	250,000	3,165	294			12,621,563			
3 bed House	290,000	3,222	299			15,115,598			
4 bed House	350,000	3,182	296			12,450,900			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			1,375,920			
2 bed Flat	190,000	3,115	289			0			
						42,143,130			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

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Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	3.2	@	180,000	579,150
2 bed House	20.4	@	250,000	5,094,375
3 bed House	39.8	@	290,000	11,536,200
4 bed House	34.1	@	350,000	11,943,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	97.5			29,153,475
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	16.0	@	125,000	1,994,705
3 bed House	6.5	@	145,000	948,540
4 bed House	0.8	@	175,000	134,395
5 bed House	0.0	@	0	-
1 bed Flat	4.6	@	80,000	364,619
2 bed Flat	0.0	@	95,000	-
	27.8			3,442,259
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	7.5	@	175,000	1,319,365
3 bed House	3.1	@	203,000	627,397
4 bed House	0.4	@	245,000	88,893
5 bed House	0.0	@	0	-
1 bed Flat	2.2	@	112,000	241,171
2 bed Flat	0.0	@	133,000	-
	13.1			2,276,827
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	6.5	@	200,000	1,300,698
4 bed House	2.7	@	232,000	618,520
5 bed House	0.3	@	250,000	78,246
1 bed Flat	0.0	@	0	-
2 bed Flat	1.9	@	128,000	237,759
0.00%	0.0	@	152,000	-
	11.3			2,235,223
<b>Sub-total GDV Residential</b>				
	<b>149.8</b>			<b>37,107,783</b>
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)	£MV less EGDV	5,035,347
			33,569	£ per unit (total units)
<b>Grant</b>				
	150	@	0	-
<b>Total GDV</b>				
				<b>37,107,783</b>

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Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(90,000)
Statutory Planning Fees (Residential)					(30,549)
CIL	9,130 sqm		143.29 £ psm		(1,308,293)
	CIL analysis:	3.53% % of GDV	8,722 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	150 units @	1,500 per unit	(225,000)	(225,000)
	S106 analysis:	0.61% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum	12,921 sqm (total)		0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	14.26 acres @		0 £ per acre (if brownfield)		-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(383,550)
	Policy LP32 - Electric charging point	1,000 per dwelling			(150,000)
	Policy SP09 - Cross-boundary mitigate	121.89 per dwelling			(18,284)
	Policy LP18 - Biodiversity & Geodiversity	42,545 per gross hectare			(350,646)
	Policy LP25 - Sustainable Construction	3,500 per dwelling			(525,000)
	total	14.26 acres @	0 per acre	(1,427,479)	-
	Infra. Costs analysis:	3.85% % of GDV	9,517 £ per unit (total units)		
1 bed House	187 sqm @		1,155 psm		(215,540)
2 bed House	3,717 sqm @		1,155 psm		(4,293,637)
3 bed House	4,617 sqm @		1,155 psm		(5,332,625)
4 bed House	3,894 sqm @		1,155 psm		(4,497,920)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	506 sqm @		1,296 psm		(655,585)
2 bed Flat	12,921 sqm @		1,296 psm		-
External works	14,995,308 @		15.0% 14,995 £ per unit		(2,249,296)
M4(2) Category 2 Housing	50% of All units	150 units @	521 £ per dwelling		(39,075)
M4(3) Category 3 Housing	0% of All units	150 units @	10,307 £ per dwelling		-
Water efficiency - Policy LP25 - Sustainable Construction and Design		150 units @	9 £ per dwelling		(1,350)
Contingency	18,712,508 @		5.0%		(935,625)
Professional Fees	18,712,508 @		10.0%		(1,871,251)
<b>Disposal Costs -</b>					
Marketing and Promotion	29,153,475 OMS @		1.50%		(437,302)
Residential Sales Agent Costs	29,153,475 OMS @		1.50%		(437,302)
Residential Sales Legal Costs	29,153,475 OMS @		0.50%		(145,767)
Interest (on Development Costs) -	7.50% APR		0.604% pcm		(572,584)
<b>Developers Profit -</b>					
Margin on AH	5,719,085		6.00% on AH values		(343,145)
Profit on GDV	29,153,475		20.00%		(5,830,695)
	24,766,182		23.54% on costs	(5,830,695)	
	34,872,560		17.70% blended	(6,173,840)	
<b>TOTAL COSTS</b>					<b>(30,940,022)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				6,167,761
SDLT	6,167,761 @		5.0% (slabbed)	(297,888)
Acquisition Agent fees	6,167,761 @		1.0%	(61,678)
Acquisition Legal fees	6,167,761 @		0.5%	(30,839)
Interest on Land	6,167,761 @		7.5%	(462,582)
Residual Land Value				<b>5,314,775</b>
<i>RLV analysis:</i>	35,432 £ per plot	921,228 £ per ha	372,816 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		26.0 dp net ha		
Site Area (Resi)		5.77 net ha	14.26 net acres	
<i>Density analysis:</i>		2,240 sqm/ha	9,756 sqft/ac	
Threshold Land Value	13,571 £ per plot	352,844 £ per net ha	142,794 £ per net acre	<b>2,035,638</b>
		70% Gross to net	8.24 Gross hectares	

BALANCE				
Surplus/(Deficit)		568,384 £ per ha	230,022 £ per acre	<b>3,279,136</b>

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Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	3,279,136	0%	25%	30%	35%	40%	45%	50%	
	0	6,802,918	5,244,452	4,932,191	4,619,361	4,306,414	3,992,753	3,678,731	
	80	5,640,918	4,382,734	4,130,002	3,877,068	3,623,515	3,369,348	3,114,551	
	100	5,346,238	4,164,384	3,926,964	3,689,105	3,450,847	3,211,703	2,971,897	
	120	5,049,893	3,944,916	3,722,914	3,500,241	3,277,156	3,053,372	2,828,665	
	140	4,751,861	3,724,317	3,517,817	3,310,465	3,102,642	2,894,155	2,684,792	
CIL Epsm	160	4,452,122	3,502,571	3,311,503	3,119,763	2,927,315	2,734,166	2,540,104	
143.29	180	4,150,654	3,279,663	3,104,142	2,928,124	2,751,164	2,573,465	2,394,814	
	200	3,847,437	3,055,578	2,895,721	2,735,368	2,574,178	2,412,042	2,248,914	
	220	3,542,448	2,830,301	2,686,226	2,541,613	2,396,249	2,249,886	2,102,396	
	240	3,235,666	2,603,817	2,475,643	2,346,889	2,217,340	2,086,785	1,955,013	
	260	2,927,068	2,375,979	2,263,958	2,151,181	2,037,566	1,922,900	1,806,975	
	280	2,616,633	2,146,894	2,051,156	1,954,477	1,856,915	1,758,257	1,658,295	
	300	2,304,338	1,916,562	1,837,222	1,756,764	1,675,375	1,592,844	1,508,963	
	320	1,990,161	1,684,967	1,621,995	1,558,028	1,492,934	1,426,651	1,358,891	
	340	1,674,078	1,452,093	1,405,614	1,358,174	1,309,562	1,259,570	1,207,990	
	360	1,356,067	1,217,923	1,188,065	1,157,194	1,125,100	1,091,575	1,056,413	
	380	1,036,104	982,441	969,332	955,157	939,706	922,773	904,151	
	400	714,167	745,632	749,400	752,049	753,368	753,151	751,192	
	420	390,230	507,477	528,255	547,857	566,074	582,699	597,459	
	440	64,271	267,960	305,880	342,566	377,810	411,406	442,866	
	460	(263,735)	27,065	82,260	136,162	188,564	239,213	287,552	
	480	(593,746)	(215,226)	(142,620)	(71,369)	(1,677)	66,026	131,507	
	500	(925,785)	(458,930)	(368,777)	(280,041)	(192,951)	(108,031)	(25,278)	
	520	(1,259,879)	(704,064)	(596,226)	(489,868)	(385,355)	(282,971)	(182,815)	
	540	(1,596,050)	(950,597)	(824,984)	(700,867)	(578,788)	(458,805)	(341,252)	

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	3,279,136	0%	25%	30%	35%	40%	45%	50%	
	-	4,941,724	3,923,681	3,718,738	3,513,047	3,306,740	3,099,604	2,891,425	
	1,500	4,702,784	3,687,950	3,483,897	3,279,136	3,073,897	2,867,964	2,661,036	
	3,000	4,462,507	3,450,891	3,247,657	3,043,766	2,839,535	2,634,592	2,428,845	
	4,500	4,221,224	3,212,486	3,010,002	2,806,919	2,603,635	2,399,582	2,194,990	
	6,000	3,978,917	2,972,719	2,770,915	2,568,579	2,366,095	2,162,948	1,959,451	
Site Specific S106	7,500	3,735,573	2,731,572	2,530,377	2,328,726	2,126,922	1,924,672	1,722,188	
1,500	9,000	3,490,803	2,489,029	2,288,371	2,087,344	1,886,149	1,684,734	1,482,930	
	10,500	3,244,926	2,245,073	2,044,881	1,844,414	1,643,756	1,443,099	1,241,921	
	12,000	2,997,972	1,999,685	1,799,886	1,599,918	1,399,726	1,199,534	999,141	
	13,500	2,749,926	1,752,848	1,553,371	1,353,838	1,154,040	954,242	754,444	
	15,000	2,500,690	1,504,545	1,305,316	1,106,087	906,679	707,201	507,724	
	16,500	2,250,029	1,254,758	1,055,704	856,650	657,595	458,394	259,165	
	18,000	1,998,235	1,003,468	804,515	605,561	406,608	207,655	8,702	
	19,500	1,745,291	750,657	551,731	352,804	153,877	(45,049)	(243,976)	
	21,000	1,491,182	496,308	297,333	98,358	(100,617)	(299,592)	(498,567)	
	22,500	1,235,865	240,400	41,302	(157,796)	(356,895)	(555,993)	(755,157)	
	24,000	979,031	(17,084)	(216,381)	(415,678)	(614,976)	(814,476)	(1,014,050)	
	25,500	720,990	(276,163)	(475,735)	(675,308)	(875,083)	(1,075,007)	(1,274,931)	
	27,000	461,725	(536,856)	(736,781)	(936,762)	(1,137,115)	(1,337,469)	(1,537,992)	
	28,500	201,218	(799,184)	(999,537)	(1,200,122)	(1,400,985)	(1,601,848)	(1,803,300)	
	30,000	(60,546)	(1,063,115)	(1,263,978)	(1,465,258)	(1,666,712)	(1,868,514)	(2,078,048)	



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation

		AH - % on site 35%								
		0%	25%	30%	35%	40%	45%	50%		
Balance (RLV - TLV)		3,279,136								
	50,000	6,025,633	5,010,800	4,806,747	4,601,986	4,396,747	4,190,814	3,983,886		
	75,000	5,669,239	4,654,406	4,450,352	4,245,592	4,040,353	3,834,420	3,627,491		
	TLV (per net acre) 142,794	100,000	5,312,845	4,298,012	4,093,958	3,889,198	3,683,958	3,478,026	3,271,097	
		125,000	4,956,451	3,941,617	3,737,564	3,532,803	3,327,564	3,121,632	2,914,703	
		150,000	4,600,057	3,585,223	3,381,170	3,176,409	2,971,170	2,765,237	2,558,309	
		175,000	4,243,662	3,228,829	3,024,775	2,820,015	2,614,776	2,408,843	2,201,914	
		200,000	3,887,268	2,872,435	2,668,381	2,463,621	2,258,382	2,052,449	1,845,520	
		225,000	3,530,874	2,516,040	2,311,987	2,107,226	1,901,987	1,696,055	1,489,126	
		250,000	3,174,480	2,159,646	1,955,593	1,750,832	1,545,593	1,339,660	1,132,732	
275,000	2,818,085	1,803,252	1,599,199	1,394,438	1,189,199	983,266	776,337			
		AH - % on site 35%								
		0%	25%	30%	35%	40%	45%	50%		
Density (dph) 26	5	(5,426,522)	(6,428,633)	(6,629,617)	(6,830,812)	(7,032,268)	(7,234,072)	(7,436,363)		
	10	846,863	(162,705)	(365,540)	(568,774)	(772,618)	(976,937)	(1,181,948)		
	15	2,935,781	1,923,490	1,720,043	1,515,990	1,311,357	1,106,143	900,133		
	20	3,979,983	2,966,374	2,762,320	2,557,976	2,353,033	2,147,238	1,940,666		
	25	4,606,457	3,591,740	3,387,687	3,182,982	2,977,796	2,771,895	2,564,986		
	28	4,874,796	3,859,754	3,655,701	3,450,841	3,245,506	3,039,481	2,832,552		
	30	5,023,873	4,008,651	3,804,595	3,599,652	3,394,234	3,188,129	2,981,123		
	34	5,269,412	4,253,892	4,049,695	3,844,752	3,639,197	3,432,960	3,225,827		
	40	5,545,643	4,529,789	4,325,433	4,120,490	3,914,781	3,708,395	3,501,119		
	45	5,719,566	4,703,502	4,499,045	4,294,103	4,088,297	3,881,818	3,674,451		
50	5,858,705	4,842,472	4,637,935	4,432,993	4,227,110	4,020,555	3,813,116			
		AH - % on site 35%								
		0%	25%	30%	35%	40%	45%	50%		
Build rate (Epsm)	95%	5,691,568	4,614,892	4,398,258	4,180,807	3,962,599	3,743,590	3,523,565		
	100%	4,702,784	3,687,950	3,483,897	3,279,136	3,073,897	2,867,964	2,661,036		
	105%	3,705,138	2,752,536	2,561,113	2,369,353	2,176,970	1,984,135	1,790,637		
	110%	2,697,034	1,806,517	1,627,818	1,448,878	1,269,608	1,090,037	909,846		
	115%	1,675,879	846,873	680,822	514,760	348,304	181,849	15,046		
	120%	638,486	(130,395)	(284,239)	(438,083)	(591,926)	(745,770)	(899,633)		
	125%	(419,561)	(1,131,462)	(1,273,842)	(1,416,357)	(1,558,912)	(1,701,468)	(1,844,024)		
	130%	(1,503,582)	(2,184,124)	(2,337,322)	(2,491,040)	(2,644,758)	(2,798,476)	(2,952,371)		
			AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%		
Cahnges in sales values (E)	75%	(3,552,704)	(2,272,656)	(2,020,651)	(1,804,671)	(1,592,698)	(1,385,316)	(1,182,870)		
	80%	(1,643,806)	(993,069)	(868,283)	(745,864)	(625,899)	(508,727)	(394,685)		
	85%	4,065	208,713	246,208	282,284	316,824	349,355	379,966		
	90%	1,598,814	1,383,500	1,338,228	1,291,962	1,244,551	1,195,849	1,145,706		
	95%	3,161,191	2,541,429	2,415,875	2,289,689	2,162,687	2,034,689	1,905,514		
	100%	4,702,784	3,687,950	3,483,897	3,279,136	3,073,897	2,867,964	2,661,036		
	105%	6,230,055	4,826,472	4,544,912	4,262,779	3,980,392	3,697,118	3,413,283		
	110%	7,747,430	5,959,343	5,600,779	5,242,215	4,882,957	4,523,530	4,163,258		
	115%	9,257,560	7,087,469	6,653,003	6,218,124	5,782,925	5,347,409	4,911,376		
	120%	10,761,654	8,212,425	7,702,299	7,191,512	6,680,707	6,169,558	5,657,963		
	125%	12,261,593	9,334,704	8,749,127	8,162,918	7,576,695	6,990,333	6,403,342		
			Site Specific S106 £1,500							
			0	1,500	3,000	4,500	6,000	7,500	9,000	
CIL Epsm 143.29	0	4,845,126	4,619,361	4,392,236	4,163,736	3,933,843	3,702,540	3,469,811		
	40	4,478,036	4,250,054	4,020,683	3,789,905	3,557,704	3,324,063	3,088,965		
	80	4,107,302	3,877,068	3,645,422	3,412,348	3,177,829	2,941,846	2,704,363		
	143	3,515,792	3,281,898	3,046,544	2,809,714	2,571,391	2,331,555	2,090,190		
	200	3,354,677	3,119,763	2,883,376	2,645,497	2,406,110	2,165,196	1,922,736		
	160	2,972,645	2,735,368	2,496,595	2,256,307	2,014,416	1,770,948	1,525,902		
	240	2,586,632	2,346,889	2,105,616	1,862,797	1,618,412	1,372,444	1,124,874		
	280	2,196,746	1,954,477	1,710,647	1,465,236	1,218,227	969,600	719,337		
	320	1,802,858	1,558,028	1,311,579	1,063,517	813,822	562,475	309,457		
	360	1,404,570	1,157,194	908,198	657,531	405,088	150,958	(104,879)		
	400	1,002,115	752,049	500,329	246,935	(8,151)	(265,066)	(523,785)		
	440	595,385	342,566	88,058	(168,159)	(426,104)	(685,796)	(947,378)		
	480	184,266	(71,369)	(328,728)	(587,832)	(848,701)	(1,111,354)	(1,375,769)		
	520	(231,439)	(489,868)	(750,145)	(1,012,202)	(1,276,018)	(1,541,612)	(1,809,006)		
	560	(651,880)	(913,135)	(1,176,267)	(1,441,258)	(1,708,045)	(1,976,648)	(2,282,183)		
	600	(1,077,026)	(1,341,234)	(1,607,223)	(1,875,077)	(2,164,077)	(2,478,165)	(2,793,488)		
	640	(1,506,868)	(1,774,052)	(2,045,971)	(2,359,399)	(2,674,668)	(2,990,545)	(3,307,774)		
680	(1,941,483)	(2,241,293)	(2,555,848)	(2,871,171)	(3,188,235)	(3,505,930)	(3,825,077)			
720	(2,437,028)	(2,752,351)	(3,068,697)	(3,385,926)	(3,704,816)	(4,024,358)	(4,345,434)			
760	(2,949,159)	(3,266,388)	(3,584,555)	(3,903,701)	(4,224,446)	(4,545,868)	(4,868,883)			
800	(3,464,294)	(3,783,441)	(4,103,458)	(4,424,534)	(4,747,164)	(5,070,492)	(5,395,461)			

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		250 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	5.4	0.0%	0.0	2%	5.4			
2 bed House	20.9%	34.0	57.4%	50.2	34%	84.1			
3 bed House	40.8%	66.3	23.5%	20.6	35%	86.9			
4 bed House	35.0%	56.9	2.8%	2.4	24%	59.3			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	14.3	6%	14.3			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	162.5	100.0%	87.5	100%	250.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	311	3,348	0	0	311	3,348			
2 bed House	2,683	28,880	3,513	37,810	6,196	66,690			
3 bed House	5,967	64,228	1,728	18,600	7,695	82,828			
4 bed House	6,256	67,342	234	2,521	6,491	69,863			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	843	9,075	843	9,075			
2 bed Flat	0	0	0	0	0	0			
	15,217	163,798	6,318	68,007	21,535	231,804			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)			
1 bed House	180,000	3,103	288			965,250			
2 bed House	250,000	3,165	294			21,035,938			
3 bed House	290,000	3,222	299			25,192,663			
4 bed House	350,000	3,182	296			20,751,500			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			2,293,200			
2 bed Flat	190,000	3,115	289			0			
						70,238,550			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	5.4	@	180,000	965,250
2 bed House	34.0	@	250,000	8,490,625
3 bed House	66.3	@	290,000	19,227,000
4 bed House	56.9	@	350,000	19,906,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	162.5			48,589,125
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	26.6	@	125,000	3,324,508
3 bed House	10.9	@	145,000	1,580,901
4 bed House	1.3	@	175,000	223,991
5 bed House	0.0	@	0	-
1 bed Flat	7.6	@	80,000	607,698
2 bed Flat	0.0	@	95,000	-
	46.4			5,737,098
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	12.6	@	175,000	2,198,942
3 bed House	5.2	@	203,000	1,045,661
4 bed House	0.6	@	245,000	148,155
5 bed House	0.0	@	0	-
1 bed Flat	3.6	@	112,000	401,952
2 bed Flat	0.0	@	133,000	-
	21.9			3,794,711
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	10.8	@	200,000	2,167,830
4 bed House	4.4	@	232,000	1,030,866
5 bed House	0.5	@	250,000	130,410
1 bed Flat	0.0	@	0	-
2 bed Flat	3.1	@	128,000	396,265
0.00%	0.0	@	152,000	-
	18.9			3,725,371
<b>Sub-total GDV Residential</b>				
	249.7			61,846,305
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)		£MV less EGDV 8,392,245
				33,569 £ per unit (total units)
<b>Grant</b>				
	250	@	0	-
<b>Total GDV</b>				
				61,846,305

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(130,000)
Statutory Planning Fees (Residential)					(42,049)
CIL					(2,180,489)
CIL analysis:		15,217 sqm	143.29 £ psm		
		3.53% % of GDV	8,722 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	250 units @	1,500 per unit	(375,000)	(375,000)
S106 analysis:		0.61% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum		21,535 sqm (total)	0 £ psm		-
Comm. Sum analysis:		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition					-
		23.76 acres @	0 £ per acre (if brownfield)		
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change					(639,250)
Policy LP32 - Electric charging point					(250,000)
Policy SP09 - Cross-boundary mitigate					(30,473)
Policy LP18 - Biodiversity & Geodiversity					(584,409)
Policy LP25 - Sustainable Construction					(875,000)
total					-
		23.76 acres @	0 per acre	(2,379,132)	-
Infra. Costs analysis:		3.85% % of GDV	9,517 £ per unit (total units)		
1 bed House		311 sqm @	1,155 psm		(359,234)
2 bed House		6,196 sqm @	1,155 psm		(7,156,062)
3 bed House		7,695 sqm @	1,155 psm		(8,887,708)
4 bed House		6,491 sqm @	1,155 psm		(7,496,533)
5 bed House		- sqm @	1,155 psm		-
1 bed Flat		843 sqm @	1,296 psm		(1,092,642)
2 bed Flat	21,535	- sqm @	1,296 psm		-
External works					(3,748,827)
		24,992,180 @	15.0% 14,995 £ per unit		
M4(2) Category 2 Housing					(65,125)
		50% of All units	250 units @	521 £ per dwelling	
M4(3) Category 3 Housing					-
		0% of All units	250 units @	10,307 £ per dwelling	
Water efficiency - Policy LP25 - Sustainable Construction and Design					(2,250)
		250 units @	9 £ per dwelling		
Contingency					(1,559,376)
		31,187,513 @	5.0%		
<b>Professional Fees</b>					(3,118,751)
		31,187,513 @	10.0%		
<b>Disposal Costs -</b>					
Marketing and Promotion					(728,837)
		48,589,125 OMS @	1.50%		
Residential Sales Agent Costs					(728,837)
		48,589,125 OMS @	1.50%		
Residential Sales Legal Costs					(242,946)
		48,589,125 OMS @	0.50%		
<b>Interest (on Development Costs) -</b>					
		7.50% APR	0.604% pcm		(827,448)
<b>Developers Profit -</b>					
Margin on AH					(571,909)
		9,531,809	6.00% on AH values		
Profit on GDV					(9,717,825)
		48,589,125	20.00%		
		41,121,246	23.63% on costs	(9,717,825)	
		58,120,934	17.70% blended	(10,289,734)	
<b>TOTAL COSTS</b>					<b>(51,410,979)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				10,435,326
SDLT	10,435,326 @		5.0% (slabbed)	(511,266)
Acquisition Agent fees	10,435,326 @		1.0%	(104,353)
Acquisition Legal fees	10,435,326 @		0.5%	(52,177)
Interest on Land	10,435,326 @		7.5%	(782,649)
Residual Land Value				<b>8,984,881</b>
<i>RLV analysis:</i>	35,940 £ per plot	934,428 £ per ha	378,158 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		26.0 dp net ha		
Site Area (Resi)		9.62 net ha	23.76 net acres	
<i>Density analysis:</i>		2,240 sqm/ha	9,756 sqft/ac	
Threshold Land Value	13,571 £ per plot	352,844 £ per net ha	142,794 £ per net acre	<b>3,392,731</b>
		70% Gross to net	13.74 Gross hectares	

BALANCE				
Surplus/(Deficit)		581,584 £ per ha	235,364 £ per acre	<b>5,592,150</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	5,592,150	0%	25%	30%	35%	40%	45%	50%
CIL Epsm 143.29	0	11,633,987	8,942,687	8,403,958	7,864,747	7,325,478	6,785,580	6,245,407
	80	9,675,294	7,489,587	7,051,294	6,612,842	6,173,656	5,733,911	5,293,500
	100	9,173,822	7,118,146	6,706,043	6,293,185	5,879,842	5,465,891	5,051,116
	120	8,667,721	6,743,742	6,357,527	5,970,929	5,583,779	5,195,633	4,806,644
	140	8,156,718	6,365,645	6,006,152	5,645,962	5,284,954	4,923,159	4,560,364
	160	7,640,510	5,984,456	5,651,549	5,318,051	4,983,813	4,648,619	4,312,259
	180	7,119,431	5,599,468	5,293,860	4,987,533	4,680,116	4,371,718	4,062,126
	200	6,592,961	5,211,285	4,932,904	4,653,793	4,373,737	4,092,526	3,809,948
	220	6,061,120	4,819,112	4,568,708	4,317,394	4,064,946	3,811,187	3,555,873
	240	5,524,028	4,423,571	4,201,124	3,977,726	3,753,167	3,527,235	3,299,722
	260	4,981,328	4,024,060	3,830,222	3,635,245	3,438,920	3,241,038	3,041,390
	280	4,432,789	3,620,852	3,455,727	3,289,415	3,121,706	2,952,393	2,781,088
	300	3,878,597	3,213,782	3,077,914	2,940,664	2,801,823	2,661,185	2,518,545
	320	3,318,603	2,802,590	2,696,218	2,588,406	2,478,947	2,367,634	2,253,796
	340	2,752,516	2,387,565	2,311,105	2,233,143	2,153,255	2,071,261	1,986,999
	360	2,180,090	1,968,232	1,922,090	1,874,239	1,824,471	1,772,532	1,717,677
	380	1,601,433	1,544,703	1,529,301	1,512,116	1,492,793	1,470,888	1,446,237
	400	1,016,385	1,117,038	1,132,818	1,146,436	1,157,849	1,166,769	1,172,392
	420	424,784	684,836	732,043	777,170	820,003	859,675	896,166
	440	(173,536)	248,125	327,387	404,481	478,640	550,002	617,594
460	(778,745)	(193,040)	(81,254)	27,808	134,234	237,225	336,433	
480	(1,391,015)	(638,778)	(494,370)	(352,489)	(213,612)	(78,204)	52,927	
500	(2,010,576)	(1,089,524)	(911,704)	(736,481)	(564,861)	(396,874)	(233,321)	
520	(2,637,535)	(1,545,091)	(1,333,326)	(1,124,692)	(919,398)	(718,369)	(521,977)	
540	(3,272,045)	(2,005,569)	(1,759,391)	(1,516,779)	(1,277,742)	(1,043,043)	(813,468)	
Balance (RLV - TLV)	5,592,150	0%	25%	30%	35%	40%	45%	50%
Site Specific S106 1,500	-	8,482,514	6,707,315	6,350,397	5,992,794	5,634,289	5,274,672	4,913,729
	1,500	8,072,179	6,303,180	5,948,097	5,592,150	5,235,580	4,878,172	4,519,712
	3,000	7,658,457	5,895,217	5,541,502	5,187,317	4,832,431	4,476,985	4,120,763
	4,500	7,241,636	5,483,384	5,130,784	4,778,086	4,424,729	4,070,996	3,716,765
	6,000	6,821,538	5,067,236	4,715,937	4,364,273	4,012,359	3,660,086	3,307,485
	7,500	6,397,775	4,647,138	4,296,716	3,945,960	3,595,204	3,244,136	2,892,836
	9,000	5,970,793	4,222,808	3,872,921	3,523,033	3,173,145	2,823,024	2,472,738
	10,500	5,540,322	3,793,997	3,444,685	3,095,373	2,746,062	2,396,626	2,047,063
	12,000	5,106,088	3,360,926	3,011,894	2,662,861	2,313,829	1,964,797	1,615,681
	13,500	4,668,508	2,923,480	2,574,428	2,225,375	1,876,322	1,527,270	1,178,217
	15,000	4,227,030	2,481,148	2,131,971	1,782,789	1,433,413	1,084,036	734,660
	16,500	3,781,877	2,034,228	1,684,575	1,334,921	984,971	634,963	284,966
	18,000	3,333,068	1,582,604	1,232,165	881,725	530,863	179,913	(171,330)
	19,500	2,880,106	1,126,152	774,614	423,076	70,954	(281,277)	(634,231)
	21,000	2,423,572	664,582	311,794	(41,160)	(394,893)	(749,058)	(1,103,889)
	22,500	1,962,622	197,846	(156,427)	(511,140)	(866,819)	(1,223,278)	(1,580,731)
24,000	1,497,937	(274,070)	(630,184)	(987,063)	(1,344,965)	(1,704,084)	(2,064,690)	
25,500	1,028,834	(751,297)	(1,109,612)	(1,469,022)	(1,829,770)	(2,192,098)	(2,556,253)	
27,000	555,748	(1,233,969)	(1,594,850)	(1,957,161)	(2,321,147)	(2,687,053)	(3,055,485)	
28,500	78,137	(1,722,224)	(2,086,041)	(2,451,626)	(2,819,228)	(3,189,427)	(3,591,941)	
30,000	(403,607)	(2,216,199)	(2,583,327)	(2,952,567)	(3,324,330)	(3,750,948)	(4,191,390)	



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		350 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	7.5	0.0%	0.0	2%	7.5			
2 bed House	20.9%	47.5	57.4%	70.3	34%	117.8			
3 bed House	40.8%	92.8	23.5%	28.8	35%	121.6			
4 bed House	35.0%	79.6	2.8%	3.4	24%	83.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	20.1	6%	20.1			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	227.5	100.0%	122.5	100%	350.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	435	4,687	0	0	435	4,687			
2 bed House	3,756	40,432	4,918	52,934	8,674	93,366			
3 bed House	8,354	89,920	2,419	26,040	10,773	115,959			
4 bed House	8,759	94,278	328	3,530	9,087	97,808			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	1,180	12,705	1,180	12,705			
2 bed Flat	0	0	0	0	0	0			
	21,304	229,317	8,845	95,209	30,149	324,526			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	1,351,350					
2 bed House	250,000	3,165	294	29,450,313					
3 bed House	290,000	3,222	299	35,269,728					
4 bed House	350,000	3,182	296	29,052,100					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	3,210,480					
2 bed Flat	190,000	3,115	289	0					
				98,333,970					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	7.5	@	180,000	1,351,350
2 bed House	47.5	@	250,000	11,886,875
3 bed House	92.8	@	290,000	26,917,800
4 bed House	79.6	@	350,000	27,868,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	227.5			68,024,775
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	37.2	@	125,000	4,654,311
3 bed House	15.3	@	145,000	2,213,261
4 bed House	1.8	@	175,000	313,588
5 bed House	0.0	@	0	-
1 bed Flat	10.6	@	80,000	850,777
2 bed Flat	0.0	@	95,000	-
	64.9			8,031,937
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	17.6	@	175,000	3,078,519
3 bed House	7.2	@	203,000	1,463,926
4 bed House	0.8	@	245,000	207,418
5 bed House	0.0	@	0	-
1 bed Flat	5.0	@	112,000	562,733
2 bed Flat	0.0	@	133,000	-
	30.7			5,312,596
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	15.2	@	200,000	3,034,962
4 bed House	6.2	@	232,000	1,443,213
5 bed House	0.7	@	250,000	182,574
1 bed Flat	0.0	@	0	-
2 bed Flat	4.3	@	128,000	554,771
0.00%	0.0	@	152,000	-
	26.5			5,215,520
<b>Sub-total GDV Residential</b>	<b>349.6</b>			<b>86,584,827</b>
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)		£MV less EGDV 11,749,143
				33,569 £ per unit (total units)
<b>Grant</b>	350	@	0	-
<b>Total GDV</b>				<b>86,584,827</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(160,000)
Statutory Planning Fees (Residential)					(53,549)
CIL					(3,052,684)
CIL analysis:		21,304 sqm	143.29 £ psm		
		3.53% % of GDV	8,722 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	350 units @	1,500 per unit	(525,000)	(525,000)
S106 analysis:		0.61% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum		30,149 sqm (total)	0 £ psm		-
Comm. Sum analysis:		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition					-
		30.89 acres @	0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change		2,557 per dwelling			(894,950)
Policy LP32 - Electric charging point		1,000 per dwelling			(350,000)
Policy SP09 - Cross-boundary mitigate		121.89 per dwelling			(42,662)
Policy LP18 - Biodiversity & Geodiv		42,545 per gross hectare			(759,732)
Policy LP25 - Sustainable Constructi		3,500 per dwelling			(1,225,000)
					-
	total	30.89 acres @	0 per acre	(3,272,344)	-
Infra. Costs analysis:		3.78% % of GDV	9,350 £ per unit (total units)		
1 bed House		435 sqm @	1,155 psm		(502,927)
2 bed House		8,674 sqm @	1,155 psm		(10,018,487)
3 bed House		10,773 sqm @	1,155 psm		(12,442,791)
4 bed House		9,087 sqm @	1,155 psm		(10,495,147)
5 bed House		- sqm @	1,155 psm		-
1 bed Flat		1,180 sqm @	1,296 psm		(1,529,699)
2 bed Flat	30,149	- sqm @	1,296 psm		-
<b>External works</b>					
		34,989,051 @	15.0%		(5,248,358)
			14,995 £ per unit		
M4(2) Category 2 Housing		50% of All units	350 units @	521 £ per dwelling	(91,175)
M4(3) Category 3 Housing		0% of All units	350 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			350 units @	9 £ per dwelling	(3,150)
Contingency		43,604,078 @	5.0%		(2,180,204)
<b>Professional Fees</b>		43,604,078 @	10.0%		(4,360,408)
<b>Disposal Costs -</b>					
Marketing and Promotion		68,024,775 OMS @	1.50%		(1,020,372)
Residential Sales Agent Costs		68,024,775 OMS @	1.50%		(1,020,372)
Residential Sales Legal Costs		68,024,775 OMS @	0.50%		(340,124)
<b>Interest (on Development Costs) -</b>					
		7.50% APR	0.604% pcm		(1,114,986)
<b>Developers Profit -</b>					
Margin on AH		13,344,532	6.00% on AH values		(800,672)
Profit on GDV		68,024,775	20.00%		(13,604,955)
		57,431,775	23.69% on costs	(13,604,955)	
		81,369,307	17.70% blended	(14,405,627)	
<b>TOTAL COSTS</b>					<b>(71,837,402)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				14,747,425
SDLT	14,747,425 @		5.0% (slabbed)	(726,871)
Acquisition Agent fees	14,747,425 @		1.0%	(147,474)
Acquisition Legal fees	14,747,425 @		0.5%	(73,737)
Interest on Land	14,747,425 @		7.5%	(1,106,057)
Residual Land Value				<b>12,693,286</b>
<i>RLV analysis:</i>	36,267 £ per plot	1,015,463 £ per ha	410,952 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		28.0 dp net ha		
Site Area (Resi)		12.50 net ha	30.89 net acres	
<i>Density analysis:</i>		2,412 sqm/ha	10,507 sqft/ac	
Threshold Land Value	12,602 £ per plot	352,844 £ per net ha	142,794 £ per net acre	<b>4,410,550</b>
		70% Gross to net	17.86 Gross hectares	

BALANCE				
Surplus/(Deficit)		662,619 £ per ha	268,158 £ per acre	<b>8,282,736</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	8,282,736	0%	25%	30%	35%	40%	45%	50%	
CIL Epsm 143.29	0	16,874,837	13,050,234	12,284,631	11,518,996	10,753,078	9,986,826	9,220,223	
	80	14,102,489	10,992,651	10,369,498	9,746,142	9,122,006	8,497,288	7,871,858	
	100	13,385,911	10,462,227	9,876,158	9,289,743	8,702,503	8,114,513	7,525,671	
	120	12,659,610	9,925,081	9,376,711	8,827,844	8,278,070	7,727,403	7,175,738	
	140	11,923,355	9,381,054	8,871,009	8,360,309	7,848,584	7,335,851	6,821,965	
	160	11,176,266	8,829,982	8,358,903	7,886,995	7,413,921	6,939,744	6,464,251	
	180	10,418,706	8,271,700	7,840,240	7,407,668	6,973,955	6,538,969	6,102,355	
	200	9,650,158	7,706,037	7,314,706	6,922,253	6,528,558	6,133,411	5,736,343	
	220	8,870,076	7,132,541	6,782,182	6,430,604	6,077,597	5,722,953	5,366,110	
	240	8,078,569	6,551,177	6,242,584	5,932,575	5,620,941	5,307,475	4,991,552	
	260	7,274,701	5,961,860	5,695,748	5,428,014	5,158,452	4,886,854	4,612,562	
	280	6,458,655	5,364,246	5,141,426	4,916,770	4,689,992	4,460,969	4,229,029	
	300	5,629,679	4,757,899	4,579,150	4,398,481	4,215,421	4,029,691	3,840,844	
	320	4,787,441	4,142,990	4,009,077	3,873,011	3,734,588	3,592,892	3,447,892	
	340	3,931,759	3,518,822	3,430,889	3,340,338	3,247,050	3,150,442	3,050,060	
	360	3,061,814	2,885,470	2,844,080	2,800,178	2,752,922	2,702,208	2,647,229	
	380	2,177,224	2,242,412	2,248,881	2,252,077	2,252,053	2,248,053	2,239,280	
	400	1,277,652	1,589,585	1,644,446	1,696,223	1,744,101	1,787,573	1,826,015	
	420	362,529	926,348	1,031,131	1,131,987	1,228,803	1,320,824	1,407,264	
	440	(568,730)	252,798	408,009	559,425	706,248	847,694	982,990	
460	(1,516,729)	(431,796)	(224,637)	(21,941)	175,822	367,874	553,065		
480	(2,482,085)	(1,127,641)	(867,497)	(612,144)	(362,361)	(118,915)	117,357		
500	(3,465,434)	(1,834,996)	(1,520,805)	(1,211,806)	(908,771)	(612,574)	(324,528)		
520	(4,478,398)	(2,554,304)	(2,184,752)	(1,820,823)	(1,463,456)	(1,113,688)	(772,581)		
540	(5,665,971)	(3,286,076)	(2,859,765)	(2,439,804)	(2,026,944)	(1,622,141)	(1,226,863)		
Balance (RLV - TLV)	8,282,736	0%	25%	30%	35%	40%	45%	50%	
Site Specific S106 1,500	-	12,392,985	9,872,770	9,366,486	8,859,201	8,350,702	7,840,778	7,329,221	
	1,500	11,800,994	9,290,927	8,787,327	8,282,736	7,777,346	7,270,942	6,763,311	
	3,000	11,202,317	8,701,063	8,199,442	7,697,514	7,194,905	6,691,461	6,187,205	
	4,500	10,596,788	8,102,604	7,603,139	7,103,080	6,602,808	6,101,970	5,600,527	
	6,000	9,984,233	7,495,772	6,997,624	6,499,476	6,000,803	5,502,090	5,002,890	
	7,500	9,364,478	6,880,113	6,383,141	5,885,905	5,388,669	4,891,433	4,393,897	
	9,000	8,737,345	6,255,278	5,758,859	5,262,440	4,766,021	4,269,602	3,773,140	
	10,500	8,102,652	5,621,282	5,125,008	4,628,734	4,132,460	3,636,186	3,139,912	
	12,000	7,460,215	4,977,431	4,480,874	3,984,318	3,487,579	2,990,766	2,493,952	
	13,500	6,809,846	4,323,836	3,826,277	3,328,717	2,830,957	2,332,908	1,834,835	
	15,000	6,151,353	3,659,913	3,160,991	2,661,724	2,162,164	1,662,169	1,161,579	
	16,500	5,484,540	2,985,395	2,484,591	1,982,910	1,480,756	977,894	474,084	
	18,000	4,809,211	2,300,144	1,796,428	1,291,835	786,278	279,516	(228,695)	
	19,500	4,125,162	1,603,468	1,096,370	588,049	78,262	(433,279)	(947,219)	
	21,000	3,432,187	895,122	383,969	(128,913)	(643,910)	(1,161,576)	(1,682,200)	
	22,500	2,730,078	174,813	(341,235)	(859,527)	(1,380,957)	(1,905,603)	(2,434,471)	
	24,000	2,018,378	(557,916)	(1,079,714)	(1,604,567)	(2,133,112)	(2,666,244)	(3,204,898)	
25,500	1,296,844	(1,303,531)	(1,831,953)	(2,364,380)	(2,901,515)	(3,444,395)	(3,994,379)		
27,000	565,466	(2,062,516)	(2,598,453)	(3,139,445)	(3,686,357)	(4,240,678)	(4,869,575)		
28,500	(176,027)	(2,835,364)	(3,379,918)	(3,930,716)	(4,503,273)	(5,162,785)	(5,835,168)		
30,000	(928,476)	(3,622,584)	(4,176,899)	(4,793,717)	(5,457,516)	(6,134,077)	(6,826,549)		

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Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation

	8,282,736	AH - % on site 35%						
		0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	50,000	14,667,168	12,157,102	11,653,502	11,148,911	10,643,520	10,137,116	9,629,486
	75,000	13,894,981	11,384,914	10,881,314	10,376,723	9,871,333	9,364,929	8,857,298
TLV (per net acre)	100,000	13,122,793	10,612,727	10,109,127	9,604,536	9,099,145	8,592,741	8,085,111
142,794	125,000	12,350,606	9,840,539	9,336,939	8,832,348	8,326,958	7,820,554	7,312,923
	150,000	11,578,418	9,068,352	8,564,752	8,060,161	7,554,770	7,048,366	6,540,736
	175,000	10,806,231	8,296,164	7,792,564	7,287,973	6,782,583	6,276,179	5,768,548
	200,000	10,034,043	7,523,977	7,020,377	6,515,786	6,010,395	5,503,991	4,996,361
	225,000	9,261,856	6,751,789	6,248,189	5,743,598	5,238,208	4,731,804	4,224,173
	250,000	8,489,668	5,979,602	5,476,002	4,971,411	4,466,020	3,959,616	3,451,986
	275,000	7,717,481	5,207,414	4,703,814	4,199,223	3,693,833	3,187,429	2,679,798

	8,282,736	AH - % on site 35%						
		0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	5	(12,160,391)	(14,650,571)	(15,149,284)	(15,648,158)	(16,147,508)	(16,647,214)	(17,147,337)
	10	2,430,416	(71,113)	(572,801)	(1,074,969)	(1,577,725)	(2,081,325)	(2,585,946)
Density (dph)	15	7,290,068	4,784,146	4,281,537	3,778,095	3,273,960	2,768,918	2,262,753
28	20	9,719,259	7,211,094	6,707,804	6,203,913	5,699,205	5,193,415	4,686,477
	25	11,176,473	8,667,070	8,163,470	7,659,089	7,153,903	6,647,698	6,140,261
	27	11,608,240	9,098,379	8,594,779	8,090,252	7,584,925	7,078,583	6,571,012
	30	12,147,949	9,637,514	9,133,867	8,629,206	8,123,703	7,617,188	7,109,450
	35	12,841,861	10,330,689	9,826,807	9,322,147	8,816,416	8,309,681	7,801,727
	40	13,362,295	10,850,569	10,346,513	9,841,741	9,335,951	8,829,050	8,320,936
	45	13,767,076	11,254,921	10,750,729	10,245,824	9,739,991	9,233,004	8,724,690
	50	14,090,811	11,578,402	11,074,101	10,569,090	10,063,154	9,556,080	9,047,655

	8,282,736	AH - % on site 35%						
		0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	95%	14,067,374	11,421,310	10,890,048	10,357,669	9,824,273	9,289,646	8,753,573
	100%	11,800,994	9,290,927	8,787,327	8,282,736	7,777,346	7,270,942	6,763,311
Build rate (Epsm)	105%	9,518,983	7,145,366	6,669,307	6,192,867	5,715,725	5,237,712	4,758,821
	110%	7,217,962	4,980,417	4,532,082	4,083,644	3,634,569	3,185,164	2,735,216
	115%	4,893,035	2,790,367	2,369,547	1,948,727	1,527,621	1,106,387	684,929
	120%	2,537,975	567,206	173,052	(221,102)	(615,256)	(1,009,410)	(1,403,564)
	125%	144,481	(1,701,180)	(2,070,581)	(2,440,135)	(2,809,953)	(3,179,984)	(3,550,290)
	130%	(2,300,393)	(4,033,719)	(4,382,446)	(4,786,400)	(5,194,801)	(5,605,450)	(6,019,058)

	8,282,736	AH - % on site 35%						
		0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	75%	(7,512,587)	(4,581,871)	(4,074,340)	(3,600,559)	(3,135,705)	(2,680,185)	(2,234,611)
	80%	(2,972,841)	(1,628,278)	(1,369,888)	(1,115,722)	(866,276)	(621,951)	(383,336)
Cahnges in sales values (E)	85%	869,166	1,178,901	1,234,980	1,288,587	1,339,333	1,386,993	1,431,114
	90%	4,579,588	3,919,132	3,783,437	3,646,191	3,507,206	3,365,959	3,222,520
	95%	8,214,176	6,618,457	6,296,974	5,974,401	5,650,555	5,325,257	4,998,328
	100%	11,800,994	9,290,927	8,787,327	8,282,736	7,777,346	7,270,942	6,763,311
	105%	15,356,212	11,944,723	11,261,347	10,577,113	9,892,408	9,206,982	8,520,495
	110%	18,889,050	14,585,275	13,723,433	12,861,447	11,998,678	11,135,533	10,271,609
	115%	22,405,337	17,215,719	16,176,829	15,137,940	14,098,393	13,058,649	12,018,019
	120%	25,909,490	19,838,387	18,623,545	17,408,365	16,193,179	14,977,167	13,761,067
	125%	29,404,237	22,455,040	21,064,773	19,674,468	18,283,472	16,892,477	15,500,940

	8,282,736	Site Specific S106 £1,500						
		1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	0	12,049,053	11,518,996	10,981,533	10,436,579	9,883,495	9,322,444	8,752,992
	40	11,184,953	10,642,902	10,092,790	9,534,874	8,968,547	8,393,808	7,810,206
	80	10,300,957	9,746,142	9,182,899	8,611,438	8,031,141	7,442,104	6,843,590
CIL Epsm	143.29	8,865,922	8,289,580	7,704,441	7,110,133	6,506,654	5,893,174	5,269,841
	160	8,469,221	7,886,995	7,295,425	6,694,793	6,084,509	5,464,243	4,833,864
	200	7,519,357	6,922,253	6,315,622	5,699,126	5,072,654	4,435,799	3,787,937
	240	6,545,349	5,932,575	5,309,961	4,677,038	4,033,292	3,378,586	2,712,502
	280	5,545,802	4,916,770	4,277,090	3,626,594	2,964,870	2,291,495	1,606,034
	320	4,519,348	3,873,011	3,215,593	2,546,677	1,865,830	1,172,610	466,563
	360	3,464,691	2,800,178	2,123,890	1,435,388	734,220	19,925	(707,973)
	400	2,380,108	1,696,223	999,909	290,711	(432,001)	(1,168,658)	(1,919,731)
	440	1,263,724	559,425	(158,059)	(889,345)	(1,634,969)	(2,395,337)	(3,170,974)
	480	113,825	(612,144)	(1,352,241)	(2,107,043)	(2,876,921)	(3,662,599)	(4,475,458)
	520	(1,071,673)	(1,820,823)	(2,585,017)	(3,364,628)	(4,160,610)	(5,066,754)	(6,032,551)
	560	(2,295,230)	(3,069,034)	(3,858,601)	(4,708,315)	(5,666,034)	(6,645,170)	(7,646,170)
	600	(3,559,237)	(4,359,214)	(5,302,778)	(6,273,702)	(7,266,145)	(8,281,495)	(9,320,546)
	640	(4,942,372)	(5,905,202)	(6,889,667)	(7,896,272)	(8,926,152)	(9,980,478)	(11,060,471)
	680	(6,516,154)	(7,514,119)	(8,535,243)	(9,580,295)	(10,650,474)	(11,746,973)	(12,869,180)
	720	(8,147,785)	(9,183,573)	(10,244,107)	(11,330,615)	(12,443,876)	(13,577,293)	(14,725,317)
	760	(9,841,569)	(10,918,127)	(12,021,222)	(13,148,650)	(14,291,023)	(15,448,196)	(16,620,515)
	800	(11,602,365)	(12,721,935)	(13,858,723)	(15,010,160)	(16,176,885)	(17,359,327)	(18,557,566)

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **G**  
 Title: **600 No. Units**  
 Notes: **Greenfield allocation**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		600 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	12.9	0.0%	0.0	2%	12.9			
2 bed House	20.9%	81.5	57.4%	120.4	34%	201.9			
3 bed House	40.8%	159.1	23.5%	49.4	35%	208.5			
4 bed House	35.0%	136.5	2.8%	5.8	24%	142.3			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	34.4	6%	34.4			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	390.0	100.0%	210.0	100%	600.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538		50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	746	8,035	0	0	746	8,035			
2 bed House	6,439	69,312	8,430	90,745	14,870	160,057			
3 bed House	14,321	154,148	4,147	44,640	18,468	198,788			
4 bed House	15,015	161,620	562	6,052	15,577	167,672			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	2,023	21,780	2,023	21,780			
2 bed Flat	0	0	0	0	0	0			
	36,522	393,115	15,163	163,216	51,685	556,330			
AH % by floor area:			29.34% AH % by floor area due to mix						
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	2,316,600					
2 bed House	250,000	3,165	294	50,486,250					
3 bed House	290,000	3,222	299	60,462,390					
4 bed House	350,000	3,182	296	49,803,600					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	5,503,680					
2 bed Flat	190,000	3,115	289	0					
				168,572,520					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	12.9	@	180,000	2,316,600
2 bed House	81.5	@	250,000	20,377,500
3 bed House	159.1	@	290,000	46,144,800
4 bed House	136.5	@	350,000	47,775,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	390.0			116,613,900
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	63.8	@	125,000	7,978,819
3 bed House	26.2	@	145,000	3,794,161
4 bed House	3.1	@	175,000	537,579
5 bed House	0.0	@	0	-
1 bed Flat	18.2	@	80,000	1,458,475
2 bed Flat	0.0	@	95,000	-
	111.3			13,769,034
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	30.2	@	175,000	5,277,462
3 bed House	12.4	@	203,000	2,509,587
4 bed House	1.5	@	245,000	355,573
5 bed House	0.0	@	0	-
1 bed Flat	8.6	@	112,000	964,685
2 bed Flat	0.0	@	133,000	-
	52.6			9,107,307
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	26.0	@	200,000	5,202,792
4 bed House	10.7	@	232,000	2,474,080
5 bed House	1.3	@	250,000	312,984
1 bed Flat	0.0	@	0	-
2 bed Flat	7.4	@	128,000	951,036
0.00%	0.0	@	152,000	-
	45.4			8,940,891
<b>Sub-total GDV Residential</b>				
	599.2			148,431,133
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)		£MV less EGDV 20,141,387
				33,569 £ per unit (total units)
<b>Grant</b>				
	600	@	0	-
<b>Total GDV</b>				<b>148,431,133</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(250,000)
Statutory Planning Fees (Residential)					(82,299)
CIL	36,522 sqm		143.29 £ psm		(5,233,173)
	CIL analysis:	3.53% % of GDV	8,722 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	600 units @	1,500 per unit	(900,000)	(900,000)
	S106 analysis:	0.61% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum	51,685 sqm (total)		0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	43.61 acres @		0 £ per acre (if brownfield)		-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(1,534,200)
	Policy LP32 - Electric charging point	1,000 per dwelling			(600,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(73,134)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(1,072,563)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(2,100,000)
	total	43.61 acres @	0 per acre	(5,379,897)	-
	Infra. Costs analysis:	3.62% % of GDV	8,966 £ per unit (total units)		
1 bed House	746 sqm @		1,155 psm		(862,161)
2 bed House	14,870 sqm @		1,155 psm		(17,174,550)
3 bed House	18,468 sqm @		1,155 psm		(21,330,498)
4 bed House	15,577 sqm @		1,155 psm		(17,991,680)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	2,023 sqm @		1,296 psm		(2,622,342)
2 bed Flat	51,685 - sqm @		1,296 psm		-
External works	59,981,231 @		15.0% 14,995 £ per unit		(8,997,185)
M4(2) Category 2 Housing	50% of All units	600 units @	521 £ per dwelling		(156,300)
M4(3) Category 3 Housing	0% of All units	600 units @	10,307 £ per dwelling		-
Water efficiency - Policy LP25 - Sustainable Construction and Design		600 units @	9 £ per dwelling		(5,400)
Contingency	74,520,013 @		5.0%		(3,726,001)
Professional Fees	74,520,013 @		10.0%		(7,452,001)
<b>Disposal Costs -</b>					
Marketing and Promotion	116,613,900 OMS @		1.50%		(1,749,209)
Residential Sales Agent Costs	116,613,900 OMS @		1.50%		(1,749,209)
Residential Sales Legal Costs	116,613,900 OMS @		0.50%		(583,070)
Interest (on Development Costs) -	7.50% APR		0.604% pcm		(2,083,213)
<b>Developers Profit -</b>					
Margin on AH	22,876,341		6.00% on AH values		(1,372,580)
Profit on GDV	116,613,900		20.00%		(23,322,780)
	98,328,186		23.72% on costs	(23,322,780)	
	139,490,241		17.70% blended	(24,695,360)	
<b>TOTAL COSTS</b>					<b>(123,023,546)</b>



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				25,407,586
SDLT	25,407,586 @		5.0% (slabbed)	(1,259,879)
Acquisition Agent fees	25,407,586 @		1.0%	(254,076)
Acquisition Legal fees	25,407,586 @		0.5%	(127,038)
Interest on Land	25,407,586 @		7.5%	(1,905,569)
Residual Land Value				<b>21,861,024</b>
<i>RLV analysis:</i>	36,435 £ per plot	1,238,791 £ per ha	501,332 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		34.0 dp net ha		
Site Area (Resi)		17.65 net ha	43.61 net acres	
<i>Density analysis:</i>		2,929 sqm/ha	12,758 sqft/ac	
Threshold Land Value	10,377 £ per plot	352,822 £ per net ha	142,785 £ per net acre	<b>6,226,266</b>
		70% Gross to net	25.21 Gross hectares	

BALANCE				
Surplus/(Deficit)		<b>885,970</b> £ per ha	<b>358,547</b> £ per acre	<b>15,634,758</b>

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Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	15,634,758	0%	25%	30%	35%	40%	45%	50%
CIL Epsm 143.29	0	29,881,157	23,549,230	22,281,075	21,010,747	19,740,107	18,467,262	17,192,940
	120	22,849,786	18,338,504	17,432,863	16,524,293	15,614,153	14,701,727	13,786,303
	140	21,650,219	17,450,941	16,607,347	15,760,830	14,912,494	14,061,626	13,207,518
	160	20,441,678	16,557,745	15,776,682	14,992,729	14,206,703	13,417,894	12,625,594
	180	19,224,728	15,658,849	14,940,806	14,219,933	13,496,729	12,770,483	12,040,491
	200	17,999,391	14,754,186	14,099,656	13,442,388	12,782,521	12,119,349	11,452,169
	220	16,765,571	13,843,687	13,253,170	12,660,034	12,064,027	11,464,445	10,860,588
	240	15,523,173	12,927,286	12,401,285	11,872,815	11,341,195	10,805,724	10,265,705
	260	14,272,098	12,004,474	11,543,938	11,080,673	10,613,973	10,143,140	9,667,479
	280	13,011,025	11,075,555	10,681,063	10,283,548	9,882,308	9,476,645	9,065,869
	300	11,740,994	10,140,487	9,812,596	9,481,383	9,146,146	8,806,192	8,460,831
	320	10,461,937	9,199,199	8,938,473	8,674,116	8,405,433	8,131,730	7,852,323
	340	9,173,753	8,251,619	8,058,625	7,861,689	7,660,114	7,453,213	7,240,302
	360	7,875,862	7,297,673	7,172,988	7,044,039	6,910,136	6,770,591	6,624,724
	380	6,567,576	6,337,290	6,281,493	6,221,107	6,155,441	6,083,813	6,005,546
	400	5,249,796	5,370,394	5,384,074	5,392,829	5,395,975	5,392,831	5,382,722
	420	3,922,417	4,396,471	4,480,080	4,558,891	4,631,681	4,697,593	4,756,208
	440	2,584,668	3,415,512	3,569,966	3,719,273	3,862,501	3,998,048	4,125,960
	460	1,235,989	2,427,775	2,653,683	2,874,087	3,088,309	3,294,145	3,491,930
	480	(122,671)	1,433,182	1,731,160	2,023,270	2,308,836	2,585,831	2,854,074
500	(1,491,421)	431,657	802,325	1,166,755	1,524,274	1,873,055	2,212,345	
520	(2,872,221)	(576,880)	(132,892)	304,478	734,562	1,155,763	1,566,696	
540	(4,263,524)	(1,593,386)	(1,074,710)	(563,628)	(60,358)	433,903	917,080	
560	(5,665,316)	(2,617,257)	(2,023,785)	(1,437,629)	(860,549)	(292,581)	263,448	
580	(7,219,410)	(3,648,421)	(2,979,503)	(2,317,928)	(1,666,070)	(1,023,741)	(394,246)	
Balance (RLV - TLV)	15,634,758	0%	25%	30%	35%	40%	45%	50%
Site Specific S106 1,500	-	22,414,262	18,253,048	17,416,058	16,575,827	15,733,206	14,887,486	14,037,962
	1,500	21,451,647	17,304,595	16,470,757	15,634,758	14,796,820	13,956,229	13,112,246
	3,000	20,483,726	16,349,776	15,518,860	14,686,902	13,853,065	13,016,469	12,177,440
	4,500	19,510,429	15,388,094	14,560,290	13,732,064	12,901,268	12,069,210	11,235,170
	6,000	18,531,348	14,419,581	13,594,973	12,769,203	11,942,300	11,114,073	10,283,676
	7,500	17,546,690	13,444,440	12,622,833	11,799,283	10,975,734	10,150,311	9,324,309
	9,000	16,556,485	12,462,595	11,642,776	10,822,228	10,000,662	9,178,986	8,355,436
	10,500	15,560,663	11,473,971	10,655,659	9,837,346	9,018,138	8,198,319	7,378,451
	12,000	14,559,154	10,478,490	9,661,444	8,844,398	8,027,352	7,209,769	6,391,456
	13,500	13,551,887	9,475,678	8,660,052	7,844,030	7,028,008	6,211,986	5,395,964
	15,000	12,538,790	8,465,257	7,650,551	6,835,844	6,020,920	5,205,678	4,390,437
	16,500	11,519,793	7,447,702	6,633,283	5,818,865	5,004,447	4,190,029	3,375,611
	18,000	10,494,821	6,422,931	5,608,553	4,794,175	3,979,797	3,165,419	2,351,041
	19,500	9,463,802	5,390,865	4,576,274	3,761,226	2,946,178	2,131,130	1,316,083
	21,000	8,426,660	4,350,704	3,534,943	2,719,182	1,903,421	1,087,660	271,450
	22,500	7,383,323	3,302,582	2,485,853	1,669,124	851,889	33,937	(784,015)
	24,000	6,333,713	2,246,870	1,428,919	609,896	(209,536)	(1,028,969)	(1,850,086)
	25,500	5,277,756	1,183,486	362,887	(458,285)	(1,279,771)	(2,102,943)	(2,926,594)
	27,000	4,215,373	111,551	(711,621)	(1,535,004)	(2,360,438)	(3,186,525)	(4,014,484)
	28,500	3,146,489	(968,848)	(1,794,281)	(2,621,875)	(3,450,188)	(4,280,938)	(5,113,798)
30,000	2,071,023	(2,057,225)	(2,886,554)	(3,717,303)	(4,550,685)	(5,386,107)	(6,225,747)	

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Scheme Ref: G  
 Title: 600 No. Units  
 Notes: Greenfield allocation

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	15,634,758								
	50,000	25,497,619	21,350,567	20,516,729	19,680,730	18,842,792	18,002,200	17,158,218	
	75,000	24,407,472	20,260,420	19,426,582	18,590,583	17,752,645	16,912,053	16,068,071	
	TLV (per net acre) 142,785	100,000	23,317,325	19,170,273	18,336,435	17,500,436	16,662,498	15,821,906	14,977,924
		125,000	22,227,178	18,080,126	17,246,288	16,410,289	15,572,350	14,731,759	13,887,777
		150,000	21,137,031	16,989,978	16,156,141	15,320,142	14,482,203	13,641,612	12,797,630
		175,000	20,046,884	15,899,831	15,065,994	14,229,995	13,392,056	12,551,465	11,707,483
		200,000	18,956,737	14,809,684	13,975,847	13,139,848	12,301,909	11,461,318	10,617,336
		225,000	17,866,590	13,719,537	12,885,700	12,049,701	11,211,762	10,371,171	9,527,189
		250,000	16,776,443	12,629,390	11,795,553	10,959,554	10,121,615	9,281,024	8,437,042
275,000	15,686,296	11,539,243	10,705,406	9,869,407	9,031,468	8,190,877	7,346,895		

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	15,634,758								
	5	(21,280,219)	(25,379,167)	(26,200,732)	(27,023,155)	(27,846,705)	(28,671,527)	(29,497,492)	
	10	3,781,656	(344,112)	(1,172,339)	(2,002,654)	(2,834,218)	(3,668,055)	(4,504,740)	
	Density (dph) 34	15	12,128,273	7,992,180	7,161,264	6,328,345	5,493,823	4,656,833	3,816,610
		20	16,299,257	12,158,681	11,326,545	10,492,707	9,656,114	8,817,269	7,975,461
		25	18,801,846	14,658,582	13,825,162	12,990,479	12,153,489	11,313,442	10,470,471
		30	20,470,240	16,324,745	15,490,907	14,655,396	13,817,929	12,977,557	12,133,811
		32	20,991,613	16,845,290	16,011,453	15,175,682	14,337,965	13,497,587	12,653,605
		35	21,661,949	17,514,563	16,680,725	15,844,622	15,006,582	14,165,893	13,321,848
		40	22,555,731	18,406,926	17,573,089	16,736,541	15,898,072	15,056,968	14,212,522
45		23,250,895	19,100,987	18,267,149	17,430,257	16,591,454	15,750,027	14,905,268	
50	23,806,818	19,656,235	18,822,219	17,985,229	17,146,159	16,304,473	15,459,465		

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	15,634,758								
	95%	25,378,879	20,988,628	20,105,761	19,219,923	18,331,297	17,439,674	16,544,340	
	100%	21,451,647	17,304,595	16,470,757	15,634,758	14,796,820	13,956,229	13,112,246	
	Build rate (Epsm)	105%	17,493,104	13,589,988	12,806,315	12,020,632	11,233,201	10,443,906	9,652,045
		110%	13,497,306	9,837,887	9,104,352	8,368,808	7,632,789	6,894,940	6,155,275
		115%	9,454,631	6,038,081	5,353,230	4,668,303	3,982,895	3,296,407	2,609,275
		120%	5,354,112	2,174,472	1,538,544	902,480	265,949	(370,581)	(1,007,112)
		125%	1,179,962	(1,773,273)	(2,363,938)	(2,954,604)	(3,545,269)	(4,136,356)	(4,727,597)
		130%	(3,090,447)	(5,837,709)	(6,417,905)	(7,060,545)	(7,704,937)	(8,351,874)	(9,001,652)

		AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	15,634,758								
	75%	(11,426,384)	(6,305,257)	(5,444,956)	(4,612,336)	(3,795,603)	(2,996,498)	(2,215,795)	
	80%	(3,805,863)	(1,342,926)	(870,941)	(407,902)	45,765	489,130	921,094	
	Cahnges in sales values (£)	85%	2,737,662	3,435,085	3,562,030	3,683,501	3,798,585	3,907,309	4,007,843
		90%	9,080,655	8,114,173	7,912,490	7,706,970	7,497,119	7,282,444	7,062,458
		95%	15,304,408	12,730,067	12,209,393	11,686,180	11,159,689	10,629,589	10,095,261
		100%	21,451,647	17,304,595	16,470,757	15,634,758	14,796,820	13,956,229	13,112,246
		105%	27,545,884	21,849,159	20,706,705	19,562,098	18,416,449	17,267,919	16,116,974
		110%	33,603,057	26,372,708	24,923,466	23,473,944	22,021,897	20,568,823	19,113,671
		115%	39,633,138	30,879,281	29,127,151	27,372,526	25,617,882	23,860,961	22,103,225
120%		45,641,589	35,374,198	33,318,586	31,262,154	29,205,650	27,146,552	25,087,274	
125%		51,634,724	39,859,103	37,501,767	35,144,246	32,786,725	30,426,787	28,066,712	

		Site Specific S106							£1,500		
			1,500	3,000	4,500	6,000	7,500	9,000			
Balance (RLV - TLV)	15,634,758	-									
	0	21,912,814	21,010,747	20,102,365	19,187,596	18,265,998	17,337,240	16,401,839			
	40	20,445,562	19,532,868	18,613,727	17,688,068	16,755,535	15,815,553	14,868,789			
	CIL Epsm 143.29	80	18,961,086	18,037,526	17,107,388	16,170,596	15,226,775	14,275,320	13,316,945		
		143	16,586,873	15,645,871	14,698,082	13,743,379	12,780,587	11,810,736	10,833,750		
		160	15,938,747	14,992,729	14,039,859	13,080,061	12,112,572	11,137,410	10,155,045		
		200	14,400,008	13,442,388	12,477,775	11,506,095	10,526,213	9,538,808	8,544,055		
		240	12,842,292	11,872,815	10,896,204	9,912,219	8,919,723	7,919,811	6,912,401		
		280	11,265,141	10,283,548	9,294,677	8,297,750	7,292,625	6,279,934	5,258,966		
		320	9,668,088	8,674,116	7,672,719	6,662,456	5,644,429	4,618,685	3,583,608		
360		8,050,658	7,044,039	6,029,264	5,005,845	3,974,640	2,934,714	1,885,959			
400		6,412,368	5,392,829	4,364,141	3,327,417	2,282,567	1,228,117	165,503			
440		4,752,725	3,719,273	2,676,975	1,626,662	566,919	(501,522)	(1,578,765)			
480	3,071,200	2,023,270	967,253	(97,678)	(1,172,006)	(2,254,735)	(3,347,898)				
520	1,366,258	304,478	(765,721)	(1,845,995)	(2,934,745)	(4,033,543)	(5,141,598)				
560	(361,706)	(1,437,629)	(2,523,534)	(3,618,367)	(4,722,884)	(5,837,213)	(7,082,346)				
600	(2,113,224)	(3,204,670)	(4,305,648)	(5,415,968)	(6,588,869)	(7,902,358)	(9,228,558)				
640	(3,889,450)	(4,996,634)	(6,112,843)	(7,406,467)	(8,727,194)	(10,060,495)	(11,400,138)				
680	(5,691,373)	(6,911,043)	(8,228,438)	(9,556,610)	(10,895,334)	(12,239,568)	(13,589,394)				
720	(7,730,588)	(9,054,839)	(10,390,530)	(11,731,712)	(13,079,453)	(14,434,356)	(15,794,966)				
760	(9,885,725)	(11,225,368)	(12,571,597)	(13,923,431)	(15,280,951)	(16,645,036)	(18,016,573)				
800	(12,063,742)	(13,412,505)	(14,768,393)	(16,131,021)	(17,499,452)	(18,873,769)	(20,254,395)				

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **G**  
 Title: **1000 No. Units**  
 Notes: **Greenfield allocation**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		1,000 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	21.5	0.0%	0.0	2%	21.5			
2 bed House	20.9%	135.9	57.4%	200.7	34%	336.6			
3 bed House	40.8%	265.2	23.5%	82.3	35%	347.5			
4 bed House	35.0%	227.5	2.8%	9.7	24%	237.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	57.3	6%	57.3			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	650.0	100.0%	350.0	100%	1,000.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	1,244	13,391	0	0	1,244	13,391			
2 bed House	10,732	115,520	14,051	151,241	24,783	266,761			
3 bed House	23,868	256,913	6,912	74,400	30,780	331,313			
4 bed House	25,025	269,367	937	10,086	25,962	279,453			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	3,372	36,300	3,372	36,300			
2 bed Flat	0	0	0	0	0	0			
	60,869	655,191	25,272	272,026	86,141	927,217			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	3,861,000					
2 bed House	250,000	3,165	294	84,143,750					
3 bed House	290,000	3,222	299	100,770,650					
4 bed House	350,000	3,182	296	83,006,000					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	9,172,800					
2 bed Flat	190,000	3,115	289	0					
				280,954,200					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	21.5	@	180,000	3,861,000
2 bed House	135.9	@	250,000	33,962,500
3 bed House	265.2	@	290,000	76,908,000
4 bed House	227.5	@	350,000	79,625,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	650.0			194,356,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	106.4	@	125,000	13,298,031
3 bed House	43.6	@	145,000	6,323,602
4 bed House	5.1	@	175,000	895,965
5 bed House	0.0	@	0	-
1 bed Flat	30.4	@	80,000	2,430,792
2 bed Flat	0.0	@	95,000	-
	185.5			22,948,391
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	50.3	@	175,000	8,795,770
3 bed House	20.6	@	203,000	4,182,645
4 bed House	2.4	@	245,000	592,622
5 bed House	0.0	@	0	-
1 bed Flat	14.4	@	112,000	1,607,808
2 bed Flat	0.0	@	133,000	-
	87.6			15,178,845
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	43.4	@	200,000	8,671,320
4 bed House	17.8	@	232,000	4,123,466
5 bed House	2.1	@	250,000	521,640
1 bed Flat	0.0	@	0	-
2 bed Flat	12.4	@	128,000	1,585,060
0.00%	0.0	@	152,000	-
	75.6			14,901,486
<b>Sub-total GDV Residential</b>	<b>998.7</b>			<b>247,385,221</b>
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>
	390	£ psm (total GIA sqm)		33,568,979
				33,569 £ per unit (total units)
<b>Grant</b>	1,000	@	0	-
<b>Total GDV</b>				<b>247,385,221</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(380,000)
Statutory Planning Fees (Residential)					(128,299)
CIL					(8,721,955)
CIL analysis:					
60,869 sqm					143.29 £ psm
3.53% % of GDV					8,722 £ per unit (total units)
<b>Site Specific S106 Contributions</b>					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		1,000 units @	1,500 per unit	(1,500,000)	(1,500,000)
S106 analysis:					
0.61% % of GDV					1,500 £ per unit (total units)
AH Commuted Sum					86,141 sqm (total)
Comm. Sum analysis:					0 £ psm
0.00% % of GDV					
<b>Construction Costs -</b>					
Site Clearance and Demolition					72.68 acres @
					0 £ per acre (if brownfield)
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change					2,557 per dwelling
					(2,557,000)
Policy LP32 - Electric charging point					1,000 per dwelling
					(1,000,000)
Policy SP09 - Cross-boundary mitigate					121.89 per dwelling
					(121,890)
Policy LP18 - Biodiversity & Geodiversity					42,545 per gross hectare
					(1,925,113)
Policy LP25 - Sustainable Construction					3,500 per dwelling
					(3,500,000)
<b>total</b>					
72.68 acres @					0 per acre
					(9,104,003)
Infra. Costs analysis:					9,104 £ per unit (total units)
3.68% % of GDV					
<b>1 bed House</b>					
1,244 sqm @					1,155 psm
					(1,436,936)
<b>2 bed House</b>					
24,783 sqm @					1,155 psm
					(28,624,250)
<b>3 bed House</b>					
30,780 sqm @					1,155 psm
					(35,550,831)
<b>4 bed House</b>					
25,962 sqm @					1,155 psm
					(29,986,133)
<b>5 bed House</b>					
- sqm @					1,155 psm
					-
<b>1 bed Flat</b>					
3,372 sqm @					1,296 psm
					(4,370,569)
<b>2 bed Flat</b>					
86,141 - sqm @					1,296 psm
					-
<b>External works</b>					
99,968,718 @					15.0%
					14,995 £ per unit
<b>M4(2) Category 2 Housing</b>					
50% of All units					1,000 units @
					521 £ per dwelling
					(260,500)
<b>M4(3) Category 3 Housing</b>					
0% of All units					1,000 units @
					10,307 £ per dwelling
					-
Water efficiency - Policy LP25 - Sustainable Construction and Design					1,000 units @
					9 £ per dwelling
					(9,000)
<b>Contingency</b>					
124,337,529 @					5.0%
					(6,216,876)
<b>Professional Fees</b>					
124,337,529 @					10.0%
					(12,433,753)
<b>Disposal Costs -</b>					
Marketing and Promotion					194,356,500 OMS @
					1.50%
					(2,915,348)
Residential Sales Agent Costs					194,356,500 OMS @
					1.50%
					(2,915,348)
Residential Sales Legal Costs					194,356,500 OMS @
					0.50%
					(971,783)
<b>Interest (on Development Costs) -</b>					
7.50% APR					0.604% pcm
					(3,194,741)
<b>Developers Profit -</b>					
Margin on AH					38,127,235
					6.00% on AH values
					(2,287,634)
Profit on GDV					194,356,500
					20.00%
					(38,871,300)
					23.74% on costs
					(38,871,300)
					17.70% blended
					(41,158,934)
<b>TOTAL COSTS</b>					<b>(204,874,565)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				42,510,657
SDLT	42,510,657 @		5.0% (slabbed)	(2,115,033)
Acquisition Agent fees	42,510,657 @		1.0%	(425,107)
Acquisition Legal fees	42,510,657 @		0.5%	(212,553)
Interest on Land	42,510,657 @		7.5%	(3,188,299)
Residual Land Value				<b>36,569,665</b>
<i>RLV analysis:</i>	36,570 £ per plot	1,243,369 £ per ha	503,184 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		34.0 dp net ha		
Site Area (Resi)		29.41 net ha	72.68 net acres	
<i>Density analysis:</i>		2,929 sqm/ha	12,758 sqft/ac	
Threshold Land Value	11,176 £ per plot	379,985 £ per net ha	153,778 £ per net acre	<b>11,176,042</b>
		65.00% Gross to net	45.25 Gross hectares	

BALANCE			
Surplus/(Deficit)	863,383 £ per ha	349,406 £ per acre	<b>25,393,622</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	25,393,622	0%	25%	30%	35%	40%	45%	50%
	0	50,357,620	39,304,333	37,092,594	34,880,856	32,668,852	30,456,030	28,243,107
	80	42,305,634	33,326,833	31,528,986	29,729,676	27,929,473	26,127,942	24,324,380
	100	40,192,753	31,764,312	30,075,904	28,385,800	26,694,393	25,001,252	23,305,949
	120	38,036,607	30,172,513	28,596,086	27,017,876	25,437,920	23,855,794	22,271,073
	140	35,836,069	28,550,307	27,088,555	25,625,012	24,159,250	22,690,848	21,219,386
CIL Epsm	160	33,587,858	26,896,017	25,552,308	24,206,294	22,857,555	21,505,674	20,150,095
143.29	180	31,291,309	25,208,991	23,986,312	22,760,782	21,531,987	20,299,512	19,062,388
	200	28,943,560	23,488,073	22,389,508	21,287,511	20,181,671	19,071,579	17,955,966
	220	26,542,087	21,730,939	20,760,024	19,785,337	18,805,711	17,821,074	16,830,124
	240	24,084,890	19,937,082	19,097,079	18,252,641	17,403,186	16,547,171	15,684,136
	260	21,569,164	18,104,009	17,399,221	16,688,942	15,972,588	15,249,021	14,517,256
	280	18,992,000	16,230,854	15,664,691	15,092,497	14,513,152	13,925,756	13,328,719
	300	16,350,385	14,315,188	13,891,986	13,462,029	13,024,056	12,576,479	12,117,737
	320	13,641,191	12,355,045	12,079,688	11,795,931	11,503,034	11,199,432	10,883,502
	340	10,860,011	10,348,620	10,225,624	10,093,031	9,949,926	9,794,313	9,624,652
	360	8,003,951	8,293,605	8,327,691	8,351,063	8,362,185	8,359,548	8,340,635
	380	5,068,194	6,187,608	6,384,113	6,568,419	6,739,020	6,893,991	7,030,648
	400	2,048,801	4,028,075	4,392,633	4,743,312	5,078,705	5,396,040	5,692,805
	420	(1,059,574)	1,811,539	2,350,444	2,873,633	3,379,356	3,864,669	4,326,885
	440	(4,262,525)	(464,053)	255,152	957,195	1,639,018	2,298,160	2,930,677
	460	(7,565,906)	(2,802,690)	(1,895,647)	(1,008,765)	(144,333)	694,524	1,503,627
	480	(10,975,842)	(5,207,309)	(4,105,884)	(3,026,648)	(1,972,800)	(947,674)	44,144
	500	(15,042,128)	(7,682,318)	(6,377,987)	(5,098,820)	(3,848,560)	(2,630,338)	(1,449,561)
	520	(19,280,900)	(10,231,845)	(8,716,125)	(7,229,230)	(5,774,180)	(4,355,880)	(2,979,010)
	540	(23,671,581)	(13,136,361)	(11,124,246)	(9,420,503)	(7,752,794)	(6,126,148)	(4,545,807)
		AH - % on site 35%						
Balance (RLV - TLV)	25,393,622	0%	25%	30%	35%	40%	45%	50%
	-	37,241,835	30,017,081	28,565,612	27,111,328	25,653,804	24,191,923	22,725,708
	1,500	35,469,195	28,280,082	26,837,860	25,393,622	23,946,943	22,497,403	21,044,583
	3,000	33,666,439	26,507,281	25,072,219	23,636,246	22,198,931	20,759,683	19,318,328
	4,500	31,832,423	24,695,906	23,267,330	21,837,644	20,407,642	18,976,166	17,543,889
	6,000	29,965,972	22,845,478	21,420,906	19,995,752	18,570,598	17,145,108	15,718,958
Site Specific S106	7,500	28,065,878	20,953,695	19,531,064	18,108,432	16,685,801	15,263,170	13,840,539
1,500	9,000	26,130,898	19,018,447	17,595,956	16,173,466	14,750,930	13,328,096	11,905,262
	10,500	24,159,757	17,038,134	15,613,345	14,187,997	12,762,244	11,336,475	9,909,603
	12,000	22,151,145	15,010,493	13,580,771	12,149,585	10,717,685	9,284,736	7,849,872
	13,500	20,103,716	12,933,176	11,495,241	10,055,576	8,613,705	7,169,143	5,721,404
	15,000	18,015,875	10,803,750	9,354,647	7,902,473	6,446,542	4,985,786	3,520,012
	16,500	15,885,287	8,619,582	7,155,598	5,686,836	4,212,261	2,730,579	1,240,001
	18,000	13,711,359	6,377,082	4,895,071	3,405,195	1,906,744	397,667	(1,124,345)
	19,500	11,491,387	4,074,263	2,568,930	1,053,431	(474,316)	(2,017,710)	(3,579,515)
	21,000	9,224,056	1,706,556	173,841	(1,372,769)	(2,937,013)	(4,521,806)	(6,132,243)
	22,500	6,906,458	(728,855)	(2,294,511)	(3,879,047)	(5,486,291)	(7,121,219)	(8,791,196)
	24,000	4,537,229	(3,236,289)	(4,840,640)	(6,469,661)	(8,128,731)	(9,824,215)	(11,630,763)
	25,500	2,113,715	(5,820,262)	(7,470,364)	(9,151,586)	(10,871,283)	(12,878,371)	(15,002,998)
	27,000	(367,005)	(8,485,504)	(10,188,163)	(12,055,419)	(14,138,422)	(16,291,909)	(18,535,267)
	28,500	(2,907,475)	(11,248,582)	(13,300,192)	(15,409,089)	(17,589,287)	(19,858,757)	(22,243,402)
	30,000	(5,510,586)	(14,555,887)	(16,689,342)	(18,894,380)	(21,188,113)	(23,594,338)	(26,146,355)





# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **H**  
 Title: **8 No. Units**  
 Notes: **Brownfield allocation**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				8 Units					
AH Policy requirement (% Target)				0%					
AH tenure split %				Affordable Rent:		53.0%			
				Shared ownership		25.0%			
				Intermediate		21.6%			
Open Market Sale (OMS) housing				100%					
CIL Rate (£ psm)				143.29		£ psm			
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.3	0.0%	0.0	3%	0.3			
2 bed House	20.9%	1.7	0.0%	0.0	21%	1.7			
3 bed House	40.8%	3.3	23.5%	0.0	41%	3.3			
4 bed House	35.0%	2.8	2.8%	0.0	35%	2.8			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	0.0	0%	0.0			
2 bed Flat	0.0%	0.0	57.4%	0.0	0%	0.0			
Total number of units		100.0%	8.0	100.0%	0.0	100%	8.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624	%	58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538	%	50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	15	165	0	0	15	165			
2 bed House	132	1,422	0	0	132	1,422			
3 bed House	294	3,162	0	0	294	3,162			
4 bed House	308	3,315	0	0	308	3,315			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	0	0	0	0			
2 bed Flat	0	0	0	0	0	0			
		749	8,064	0	0	749	8,064		
AH % by floor area:		0.00% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£psm	£pft	total MV £ (no AH)					
1 bed House	180,000	3,103	288	47,520					
2 bed House	250,000	3,165	294	418,000					
3 bed House	290,000	3,222	299	946,560					
4 bed House	350,000	3,182	296	980,000					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	0					
2 bed Flat	190,000	3,115	289	0					
				2,392,080					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	£psm	% of MV Shared ownership	£psm	% of MV	Intermediate	£psm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.3	@	180,000	47,520
2 bed House	1.7	@	250,000	418,000
3 bed House	3.3	@	290,000	946,560
4 bed House	2.8	@	350,000	980,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	8.0			2,392,080
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	0.0	@	145,000	-
4 bed House	0.0	@	175,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	95,000	-
	0.0			-
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.0	@	203,000	-
4 bed House	0.0	@	245,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	112,000	-
2 bed Flat	0.0	@	133,000	-
	0.0			-
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.0	@	232,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	128,000	-
0.00%	0.0	@	152,000	-
	0.0			-
<b>Sub-total GDV Residential</b>	<b>8.0</b>			<b>2,392,080</b>
<i>AH on-site cost analysis:</i>				
			<i>EMV less £GDV</i>	<i>0</i>
			<i>0 £ psm (total GIA sqm)</i>	<i>0 £ per unit (total units)</i>
<b>Grant</b>	<b>8</b>	@	<b>0</b>	<b>-</b>
<b>Total GDV</b>				<b>2,392,080</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL	749 sqm		143.29 £ psm	(107,347)
	CIL analysis:	4.49% % of GDV	13,418 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8 units @	1,500 per unit	(12,000)
	S106 analysis:	0.50% % of GDV	1,500 £ per unit (total units)	
AH Commuted Sum	749 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	0.90 acres @		110,000 £ per acre (if brownfield)	(98,840)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling		(20,456)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(8,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(975)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(17,190)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(28,000)
	total	0.90 acres @	0 per acre	(74,621)
	Infra. Costs analysis:	3.12% % of GDV	9,328 £ per unit (total units)	
1 bed House	15 sqm @		1,155 psm	(17,685)
2 bed House	132 sqm @		1,155 psm	(152,562)
3 bed House	294 sqm @		1,155 psm	(339,293)
4 bed House	308 sqm @		1,155 psm	(355,740)
5 bed House	- sqm @		1,155 psm	-
1 bed Flat	- sqm @		1,296 psm	-
2 bed Flat	749 - sqm @		1,296 psm	-
External works	865,280 @		15.0% 16,224 £ per unit	(129,792)
M4(2) Category 2 Housing	50% of All units		8 units @ 521 £ per dwelling	(2,084)
M4(3) Category 3 Housing	0% of All units		8 units @ 10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			8 units @ 9 £ per dwelling	(72)
Contingency	1,170,689 @		5.0%	(58,534)
<b>Professional Fees</b>	1,170,689 @		10.0%	(117,069)
<b>Disposal Costs -</b>				
Marketing and Promotion	2,392,080 OMS @		1.50%	(35,881)
Residential Sales Agent Costs	2,392,080 OMS @		1.50%	(35,881)
Residential Sales Legal Costs	2,392,080 OMS @		0.50%	(11,960)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(63,725)
<b>Developers Profit -</b>				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	2,392,080		20.00%	(478,416)
	1,626,167		29.42% on costs	(478,416)
	2,392,080		20.00% blended	(478,416)
<b>TOTAL COSTS</b>				<b>(2,104,583)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				287,497
SDLT	287,497 @		5.0% (slabbed)	(3,875)
Acquisition Agent fees	287,497 @		1.0%	(2,875)
Acquisition Legal fees	287,497 @		0.5%	(1,437)
Interest on Land	287,497 @		7.5%	(21,562)
Residual Land Value				<b>257,748</b>
<i>RLV analysis:</i>	32,218 £ per plot	708,806 £ per ha	286,850 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		22.0 dp net ha		
Site Area (Resi)		0.36 net ha	0.90 net acres	
<i>Density analysis:</i>		2,060 sqm/ha	8,974 sqft/ac	
Threshold Land Value	20,592 £ per plot	453,017 £ per net ha	183,333 £ per net acre	<b>164,733</b>
		90% Gross to net	0.40 Gross hectares	

BALANCE				
Surplus/(Deficit)		255,790 £ per ha	103,517 £ per acre	<b>93,014</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: H  
 Title: 8 No. Units  
 Notes: Brownfield allocation

SENSITIVITY ANALYSIS		AH - % on site 0%							
	93,014	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	93,014	0	193,460	140,470	113,975	87,480	60,985	34,490	7,995
		20	179,440	127,852	102,058	76,264	50,470	24,676	(1,118)
		45	161,915	112,080	87,162	62,244	37,326	12,408	(12,509)
		60	151,400	102,616	78,224	53,832	29,440	5,048	(19,344)
		80	137,381	89,998	66,307	42,616	18,925	(4,766)	(28,457)
CIL Epsm	100	123,361	77,380	54,390	31,400	8,410	(14,580)	(37,570)	(143,29)
	120	109,341	64,762	42,473	20,184	(2,105)	(24,394)	(46,683)	
	140	95,321	52,145	30,556	8,968	(12,620)	(34,208)	(55,796)	
	160	81,301	39,527	18,639	(2,248)	(23,135)	(44,022)	(64,909)	
	180	67,281	26,909	6,723	(13,464)	(33,650)	(53,836)	(74,022)	
	200	53,261	14,291	(5,194)	(24,680)	(44,165)	(63,650)	(83,135)	
	220	39,241	1,673	(17,111)	(35,895)	(54,680)	(73,464)	(92,248)	
	240	25,221	(10,945)	(29,028)	(47,111)	(65,195)	(83,278)	(101,363)	
	260	11,201	(23,563)	(40,945)	(58,327)	(75,710)	(93,092)	(110,531)	
	280	(2,819)	(36,181)	(52,862)	(69,543)	(86,224)	(102,960)	(119,699)	
	300	(16,839)	(48,799)	(64,779)	(80,766)	(96,800)	(112,834)	(128,868)	
	320	(30,859)	(61,417)	(76,721)	(92,050)	(107,378)	(122,707)	(138,036)	
	340	(44,879)	(74,036)	(88,710)	(103,333)	(117,957)	(132,580)	(147,204)	
	360	(58,894)	(86,781)	(100,699)	(114,617)	(128,535)	(142,453)	(156,720)	
	380	(73,049)	(99,475)	(112,688)	(125,901)	(139,114)	(152,327)	(167,380)	
	400	(87,154)	(112,169)	(124,677)	(137,185)	(149,692)	(163,497)	(178,041)	
	420	(101,258)	(124,863)	(136,666)	(148,468)	(161,254)	(174,978)	(188,701)	
	440	(115,363)	(137,557)	(148,655)	(160,650)	(173,554)	(186,458)	(199,362)	
	460	(129,468)	(150,252)	(161,687)	(173,771)	(185,855)	(197,939)	(210,022)	
	480	(143,572)	(163,364)	(175,628)	(186,892)	(198,155)	(209,419)	(220,683)	
		AH - % on site 0%							
Balance (RLV - TLV)	93,014	0%	10%	15%	20%	25%	30%	35%	
	-	104,243	61,297	39,825	18,352	(3,121)	(24,594)	(46,067)	
	1,500	93,014	50,069	28,596	7,123	(14,349)	(35,822)	(57,295)	
	3,000	81,786	38,840	17,368	(4,105)	(25,578)	(47,051)	(68,524)	
	4,500	70,557	27,612	6,139	(15,334)	(36,807)	(58,279)	(79,752)	
	6,000	59,329	16,383	(5,090)	(26,562)	(48,035)	(69,508)	(90,981)	
Site Specific S106	7,500	48,100	5,155	(16,318)	(37,791)	(59,264)	(80,736)	(102,217)	
	9,000	36,872	(6,074)	(27,547)	(49,019)	(70,492)	(91,965)	(113,513)	
	10,500	25,643	(17,302)	(38,775)	(60,248)	(81,721)	(103,250)	(124,810)	
	12,000	14,415	(28,531)	(50,004)	(71,476)	(92,987)	(114,546)	(136,106)	
	13,500	3,186	(39,759)	(61,232)	(82,723)	(104,283)	(125,843)	(147,403)	
	15,000	(8,042)	(50,988)	(72,461)	(94,020)	(115,579)	(137,139)	(158,700)	
	16,500	(19,271)	(62,216)	(83,756)	(105,316)	(126,876)	(148,436)	(170,003)	
	18,000	(30,499)	(73,493)	(95,053)	(116,612)	(138,172)	(160,272)	(181,306)	
	19,500	(41,728)	(84,789)	(106,349)	(127,909)	(149,469)	(171,762)	(192,609)	
	21,000	(52,956)	(96,086)	(117,645)	(139,205)	(161,282)	(183,252)	(204,112)	
	22,500	(64,262)	(107,382)	(128,942)	(150,502)	(172,964)	(194,742)	(215,615)	
	24,000	(75,559)	(118,678)	(140,238)	(161,829)	(184,699)	(206,232)	(227,118)	
	25,500	(86,855)	(129,975)	(151,535)	(173,165)	(196,496)	(217,722)	(238,621)	
	27,000	(98,152)	(141,271)	(162,831)	(184,500)	(208,341)	(229,216)	(250,124)	
	28,500	(109,448)	(152,568)	(174,128)	(195,806)	(220,136)	(240,710)	(261,627)	
	30,000	(120,744)	(163,864)	(185,424)	(207,111)	(231,581)	(252,164)	(273,130)	

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Scheme Ref: **H**  
 Title: **8 No. Units**  
 Notes: **Brownfield allocation**

		AH - % on site 0%								
		93,014	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)		93,014								
		50,000	212,820	169,875	148,402	126,929	105,457	83,984	62,511	
		75,000	190,357	147,411	125,939	104,466	82,993	61,520	40,047	
	TLV (per net acre)	183,333	100,000	167,893	124,948	103,475	82,002	60,529	39,057	17,584
			125,000	145,430	102,484	81,011	59,538	38,066	16,593	(4,880)
			150,000	122,966	80,200	58,548	37,075	15,602	(5,871)	(27,344)
			175,000	100,502	57,557	36,084	14,611	(6,862)	(28,334)	(49,807)
			200,000	78,039	35,093	13,620	(7,852)	(29,325)	(50,798)	(72,271)
			225,000	55,575	12,629	(8,843)	(30,316)	(51,789)	(73,262)	(94,734)
			250,000	33,111	(9,834)	(31,307)	(52,780)	(74,253)	(95,725)	(117,198)
	275,000	10,648	(32,298)	(53,771)	(75,243)	(96,716)	(118,189)	(139,662)		

		AH - % on site 0%								
		93,014	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)		93,014								
	Density (dph)	22	5	(916,173)	(966,697)	(991,958)	(1,017,220)	(1,042,482)	(1,104,078)	(1,469,257)
			10	(252,590)	(295,710)	(317,270)	(338,829)	(361,769)	(386,838)	(411,908)
			15	(41,379)	(84,325)	(105,797)	(127,270)	(148,743)	(170,216)	(191,772)
			20	64,216	21,270	(203)	(21,675)	(43,148)	(64,621)	(86,094)
			25	127,573	84,627	63,154	41,682	20,209	(2,237)	(22,737)
			30	169,811	126,865	105,392	83,920	62,447	40,974	19,501
			35	199,981	157,035	135,562	114,090	92,617	71,144	49,671
			40	222,608	179,663	158,190	136,717	115,244	93,771	72,299
			45	240,207	197,262	175,789	154,316	132,843	111,371	89,898
		50	254,287	211,341	189,868	168,396	146,923	125,450	103,977	
	55	265,806	222,861	201,388	179,915	158,442	136,969	115,497		

		AH - % on site 0%								
		93,014	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)		93,014								
	Build rate (£psm)	95%	144,818	101,087	79,222	57,357	35,491	13,626	(8,240)	
			100%	93,014	50,069	28,596	7,123	(14,349)	(35,822)	(57,295)
			105%	41,211	(950)	(22,030)	(43,110)	(64,190)	(85,270)	(106,383)
			110%	(10,593)	(51,968)	(72,656)	(93,426)	(114,196)	(134,965)	(155,979)
			115%	(62,464)	(103,213)	(123,588)	(143,963)	(165,982)	(189,674)	(213,365)
			120%	(114,581)	(154,590)	(177,822)	(201,055)	(224,287)	(247,519)	(270,751)
			125%	(168,727)	(214,273)	(237,046)	(259,818)	(282,591)	(305,437)	(328,388)
		130%	(229,328)	(273,955)	(296,269)	(318,654)	(341,143)	(363,632)	(386,121)	

		AH - % on site 0%								
		93,014	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)		93,014								
	Changes in sales values (£)	75%	(331,716)	(335,357)	(337,177)	(338,998)	(340,818)	(342,639)	(344,459)	
			80%	(238,311)	(251,191)	(257,631)	(264,071)	(270,511)	(277,004)	(283,512)
			85%	(146,433)	(167,358)	(178,455)	(189,553)	(200,650)	(211,748)	(222,845)
			90%	(66,326)	(93,424)	(106,974)	(120,523)	(134,072)	(147,621)	(161,299)
			95%	13,358	(21,622)	(39,112)	(56,602)	(74,092)	(91,582)	(109,101)
			100%	93,014	50,069	28,596	7,123	(14,349)	(35,822)	(57,295)
			105%	172,671	121,760	96,304	70,848	45,393	19,937	(5,518)
			110%	252,264	193,450	164,012	134,573	105,135	75,697	46,258
			115%	331,550	264,837	231,480	198,124	164,767	131,411	98,035
		120%	410,835	336,194	298,873	261,553	224,232	186,911	149,590	
	125%	490,121	407,551	366,266	324,981	283,696	242,411	201,126		

		Site Specific S106								
		93,014	-	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)		0	204,689	193,460	182,232	171,003	159,775	148,546	137,318	
	CIL £psm	20	190,669	179,440	168,212	156,983	145,755	134,526	123,298	
			40	176,649	165,420	154,192	142,963	131,735	120,506	109,278
			60	162,629	151,400	140,172	128,943	117,715	106,486	95,258
			80	148,609	137,381	126,152	114,923	103,695	92,466	81,238
			100	134,589	123,361	112,132	100,904	89,675	78,446	67,218
			120	120,569	109,341	98,112	86,884	75,655	64,427	53,198
			143	104,243	93,014	81,786	70,557	59,329	48,100	36,872
			160	92,529	81,301	70,072	58,844	47,615	36,387	25,158
			180	78,509	67,281	56,052	44,824	33,595	22,367	11,138
			200	64,489	53,261	42,032	30,804	19,575	8,347	(2,882)
			220	50,469	39,241	28,012	16,784	5,555	(5,673)	(16,902)
			240	36,450	25,221	13,992	2,764	(8,465)	(19,693)	(30,922)
			260	22,430	11,201	(27)	(11,256)	(22,485)	(33,713)	(44,942)
			280	8,410	(2,819)	(14,047)	(25,276)	(36,504)	(47,733)	(59,007)
			300	(5,610)	(16,839)	(28,067)	(39,296)	(50,524)	(61,752)	(73,012)
			320	(19,630)	(30,859)	(42,087)	(53,328)	(64,564)	(75,800)	(87,217)
			340	(33,650)	(44,879)	(56,136)	(67,432)	(78,729)	(90,025)	(101,321)
		360	(47,670)	(58,944)	(70,241)	(81,537)	(92,833)	(104,130)	(115,426)	
	380	(61,752)	(73,049)	(84,345)	(95,642)	(106,938)	(118,234)	(129,531)		
	400	(75,857)	(87,154)	(98,450)	(109,746)	(121,043)	(132,339)	(143,636)		

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Scheme Ref: **H**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Brownfield allocation**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				8 Units													
AH Policy requirement (% Target)				35%													
AH tenure split %		Affordable Rent:		53.0%													
		Shared ownership		25.0%													
		Intermediate		21.6%													
Open Market Sale (OMS) housing				65%													
				100%													
CIL Rate (£ psm)				143.29		£ psm											
<b>Unit mix -</b>		<b>Mkt Units mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		<b>AH # units</b>		<b>Overall mix%</b>		<b>Total # units</b>					
1 bed House		3.3%		0.2		0.0%		0.0		2%		0.2					
2 bed House		20.9%		1.1		0.0%		0.0		14%		1.1					
3 bed House		40.8%		2.1		23.5%		0.7		35%		2.8					
4 bed House		35.0%		1.8		2.8%		0.1		24%		1.9					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		0.0%		0.0		16.4%		0.5		6%		0.5					
2 bed Flat		0.0%		0.0		57.4%		1.6		20%		1.6					
Total number of units		100.0%		5.2		100.0%		2.8		100%		8.0					
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>							
1 bed House		58.0		624				58.0		624							
2 bed House		79.0		850				79.0		850							
3 bed House		90.0		969				90.0		969							
4 bed House		110.0		1,184				110.0		1,184							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		61.0		657		85.0%		71.8		772							
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>		<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>							
1 bed House		50.0		538				50.0		538							
2 bed House		70.0		753				70.0		753							
3 bed House		84.0		904				84.0		904							
4 bed House		97.0		1,044				97.0		1,044							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		61.0		657		85.0%		71.8		772							
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>		<b>(sqft)</b>		<b>AH units GIA (sqm)</b>		<b>(sqft)</b>		<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>					
1 bed House		10		107		0		0		10		107					
2 bed House		86		924		0		0		86		924					
3 bed House		191		2,055		55		595		246		2,651					
4 bed House		200		2,155		7		80		208		2,235					
5 bed House		0		0		0		0		0		0					
1 bed Flat		0		0		27		290		27		290					
2 bed Flat		0		0		115		1,242		115		1,242					
		487		5,242		205		2,208		692		7,449					
<i>AH % by floor area:</i>						<i>29.63% AH % by floor area due to mix</i>											
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£psm</b>		<b>£pft</b>				<b>total MV £ (no AH)</b>							
1 bed House		180,000		3,103		288				30,888							
2 bed House		250,000		3,165		294				271,700							
3 bed House		290,000		3,222		299				806,165							
4 bed House		350,000		3,182		296				663,950							
5 bed House		0		#DIV/0!		#DIV/0!				0							
1 bed Flat		160,000		3,200		297				73,382							
2 bed Flat		190,000		3,115		289				305,368							
										2,151,454							
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>		<b>£psm</b>		<b>% of MV Shared ownership</b>		<b>£psm</b>		<b>% of MV</b>		<b>Intermediate</b>		<b>£psm</b>		<b>% of MV</b>	
1 bed House		90,000		1,800		50%		126,000		70%		144,000		2,880		80%	
2 bed House		125,000		1,786		50%		175,000		70%		200,000		2,857		80%	
3 bed House		145,000		1,726		50%		203,000		70%		232,000		2,762		80%	
4 bed House		175,000		1,804		50%		245,000		70%		250,000		2,577		71%	
5 bed House		0		#DIV/0!		50%		0		#DIV/0!		0		#DIV/0!		71%	
1 bed Flat		80,000		1,600		50%		112,000		70%		128,000		2,560		80%	
2 bed Flat		95,000		1,557		50%		133,000		70%		152,000		2,492		80%	



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 Title: 8 No. Units (with AFH)  
 Notes: Brownfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.2	@	180,000	30,888
2 bed House	1.1	@	250,000	271,700
3 bed House	2.1	@	290,000	615,264
4 bed House	1.8	@	350,000	637,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	5.2			1,554,852
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	0.3	@	145,000	50,589
4 bed House	0.0	@	175,000	7,142
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	80,000	19,446
2 bed Flat	0.9	@	95,000	80,923
	1.5			158,099
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.2	@	203,000	33,461
4 bed House	0.0	@	245,000	4,724
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	112,000	12,862
2 bed Flat	0.4	@	133,000	53,525
	0.7			104,572
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.1	@	232,000	32,988
5 bed House	0.0	@	250,000	4,158
1 bed Flat	0.0	@	0	-
2 bed Flat	0.1	@	128,000	12,680
0.00%	0.3	@	152,000	52,768
	0.6			102,594
<b>Sub-total GDV Residential</b>	<b>8.0</b>			<b>1,920,118</b>
<i>AH on-site cost analysis:</i>			<i>EMV less £GDV</i>	231,336
	334 £ psm (total GIA sqm)		28,917 £ per unit (total units)	
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>1,920,118</b>

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DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL	487 sqm		143.29 £ psm	(69,776)
	CIL analysis:	3.63% % of GDV	8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8 units @	1,500 per unit	(12,000)
	S106 analysis:	0.62% % of GDV	1,500 £ per unit (total units)	
AH Commuted Sum	692 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	1.65 acres @		110,000 £ per acre (if brownfield)	(181,207)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling		(20,456)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(8,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(975)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(31,515)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(28,000)
	total	1.65 acres @	0 per acre	(88,946)
	Infra. Costs analysis:	4.63% % of GDV	11,118 £ per unit (total units)	
1 bed House	10 sqm @		1,155 psm	(11,495)
2 bed House	86 sqm @		1,155 psm	(99,165)
3 bed House	246 sqm @		1,155 psm	(284,407)
4 bed House	208 sqm @		1,155 psm	(239,858)
5 bed House	- sqm @		1,155 psm	-
1 bed Flat	27 sqm @		1,296 psm	(34,965)
2 bed Flat	692 115 sqm @		1,296 psm	(149,481)
External works	819,370 @		15.0% 15,363 £per unit	(122,906)
M4(2) Category 2 Housing	50% of All units	8 units @	521 £ per dwelling	(2,084)
M4(3) Category 3 Housing	0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		8 units @	9 £ per dwelling	(72)
Contingency	1,214,585 @		5.0%	(60,729)
<b>Professional Fees</b>	1,214,585 @		10.0%	(121,458)
<b>Disposal Costs -</b>				
Marketing and Promotion	1,554,852 OMS @		1.50%	(23,323)
Residential Sales Agent Costs	1,554,852 OMS @		1.50%	(23,323)
Residential Sales Legal Costs	1,554,852 OMS @		0.50%	(7,774)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(54,466)
<b>Developers Profit -</b>				
Margin on AH	262,672		6.00% on AH values	(15,760)
Profit on GDV	1,554,852		20.00%	(310,970)
	1,600,514		19.43% on costs	(310,970)
	1,817,524		17.98% blended	(326,731)
<b>TOTAL COSTS</b>				<b>(1,927,245)</b>

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				(7,127)
SDLT	- @		5.0% (slabbed)	10,500
Acquisition Agent fees	- @		1.0%	-
Acquisition Legal fees	- @		0.5%	-
Interest on Land	- @		7.5%	-
Residual Land Value				<b>3,373</b>
<i>RLV analysis:</i>				
	422 £ per plot	5,059 £ per ha	2,047 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		12.0 dp net ha		
Site Area (Resi)		0.67 net ha	1.65 net acres	
<i>Density analysis:</i>				
		1,038 sqm/ha	4,522 sqft/ac	
Threshold Land Value	37,751 £ per plot	453,017 £ per net ha	183,333 £ per net acre	<b>302,011</b>
		90% Gross to net	0.74 Gross hectares	

BALANCE			
Surplus/(Deficit)	(447,958) £ per ha	(181,286) £ per acre	(298,638)

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SENSITIVITY ANALYSIS		AH - % on site 35%								
		0%	10%	15%	20%	25%	30%	35%		
Balance (RLV - TLV)	(298,638)									
	0	(46,528)	(99,518)	(126,013)	(152,508)	(179,004)	(205,499)	(231,994)		
	20	(60,548)	(112,136)	(137,930)	(163,724)	(189,518)	(215,313)	(241,124)		
	40	(74,568)	(124,754)	(149,847)	(174,940)	(200,033)	(225,127)	(250,292)		
	60	(88,588)	(137,372)	(161,764)	(186,156)	(210,548)	(234,964)	(259,460)		
	80	(102,608)	(149,990)	(173,681)	(197,372)	(221,063)	(244,837)	(268,628)		
	100	(116,628)	(162,608)	(185,598)	(208,588)	(231,624)	(254,710)	(277,796)		
	CIL Epsm 143.29	120	(130,648)	(175,226)	(197,515)	(219,821)	(242,202)	(264,593)	(286,984)	
		140	(144,668)	(187,844)	(209,432)	(231,105)	(252,781)	(274,457)	(296,885)	
		160	(158,688)	(200,462)	(221,418)	(242,389)	(263,359)	(284,330)	(307,545)	
		180	(172,708)	(213,142)	(233,407)	(253,673)	(273,938)	(294,641)	(318,206)	
		200	(186,728)	(225,836)	(245,396)	(264,956)	(284,516)	(306,122)	(328,866)	
		220	(200,821)	(238,530)	(257,385)	(276,240)	(295,678)	(317,603)	(339,527)	
		240	(214,925)	(251,225)	(269,374)	(287,524)	(307,979)	(329,083)	(350,187)	
		260	(229,030)	(263,919)	(281,363)	(299,995)	(320,280)	(340,564)	(360,848)	
		280	(243,135)	(276,613)	(293,652)	(313,116)	(332,580)	(352,044)	(371,508)	
		300	(257,239)	(289,307)	(307,593)	(326,237)	(344,881)	(363,525)	(382,169)	
	320	(271,344)	(303,709)	(321,533)	(339,357)	(357,181)	(375,005)	(392,829)		
	340	(285,449)	(318,470)	(335,474)	(352,478)	(369,482)	(386,486)	(403,490)		
	360	(300,863)	(333,231)	(349,415)	(365,599)	(381,783)	(397,967)	(414,151)		
380	(317,263)	(347,991)	(363,355)	(378,719)	(394,083)	(409,447)	(424,817)			
400	(333,664)	(362,752)	(377,296)	(391,840)	(406,384)	(420,928)	(435,542)			
420	(350,065)	(377,513)	(391,237)	(404,961)	(418,684)	(432,419)	(446,267)			
440	(366,466)	(392,274)	(405,177)	(418,081)	(430,985)	(443,969)	(456,992)			
460	(382,867)	(407,034)	(419,118)	(431,202)	(443,322)	(455,519)	(467,716)			
480	(399,268)	(421,795)	(433,059)	(444,324)	(455,697)	(467,069)	(478,441)			
		AH - % on site 35%								
Balance (RLV - TLV)	(298,638)									
	-	(135,745)	(178,691)	(200,164)	(221,665)	(243,225)	(264,784)	(286,344)		
	1,500	(146,974)	(189,920)	(211,401)	(232,961)	(254,521)	(276,081)	(298,638)		
	3,000	(158,203)	(201,148)	(222,698)	(244,258)	(265,817)	(287,377)	(311,774)		
	4,500	(169,431)	(212,434)	(233,994)	(255,554)	(277,114)	(299,840)	(324,909)		
	6,000	(180,660)	(223,731)	(245,291)	(266,850)	(288,410)	(312,975)	(338,044)		
	7,500	(191,908)	(235,027)	(256,587)	(278,147)	(301,041)	(326,110)	(351,180)		
	9,000	(203,204)	(246,324)	(267,883)	(289,443)	(314,176)	(339,246)	(364,315)		
	10,500	(214,500)	(257,620)	(279,180)	(302,242)	(327,312)	(352,381)	(377,451)		
	12,000	(225,797)	(268,916)	(290,476)	(315,377)	(340,447)	(365,516)	(390,586)		
	13,500	(237,093)	(280,213)	(303,443)	(328,513)	(353,582)	(378,652)	(403,721)		
	15,000	(248,390)	(291,509)	(316,579)	(341,648)	(366,718)	(391,787)	(416,857)		
	16,500	(259,686)	(304,644)	(329,714)	(354,783)	(379,853)	(404,922)	(430,029)		
	18,000	(270,983)	(317,780)	(342,849)	(367,919)	(392,988)	(418,058)	(443,244)		
	19,500	(282,279)	(330,915)	(355,985)	(381,054)	(406,124)	(431,197)	(456,458)		
	21,000	(293,911)	(344,050)	(369,120)	(394,189)	(419,259)	(444,411)	(469,673)		
	22,500	(307,047)	(357,186)	(382,255)	(407,325)	(432,394)	(457,626)	(482,888)		
	24,000	(320,182)	(370,321)	(395,391)	(420,460)	(445,579)	(470,841)	(496,103)		
	25,500	(333,317)	(383,456)	(408,526)	(433,596)	(458,794)	(484,056)	(509,317)		
	27,000	(346,453)	(396,592)	(421,661)	(446,747)	(472,009)	(497,271)	(522,532)		
28,500	(359,588)	(409,727)	(434,797)	(459,962)	(485,224)	(510,485)	(535,747)			
30,000	(372,724)	(422,863)	(447,932)	(473,177)	(498,438)	(523,700)	(548,962)			
Site Specific S106 1,500	(298,638)									
	-	(135,745)	(178,691)	(200,164)	(221,665)	(243,225)	(264,784)	(286,344)		
	1,500	(146,974)	(189,920)	(211,401)	(232,961)	(254,521)	(276,081)	(298,638)		
	3,000	(158,203)	(201,148)	(222,698)	(244,258)	(265,817)	(287,377)	(311,774)		
	4,500	(169,431)	(212,434)	(233,994)	(255,554)	(277,114)	(299,840)	(324,909)		
	6,000	(180,660)	(223,731)	(245,291)	(266,850)	(288,410)	(312,975)	(338,044)		
	7,500	(191,908)	(235,027)	(256,587)	(278,147)	(301,041)	(326,110)	(351,180)		
	9,000	(203,204)	(246,324)	(267,883)	(289,443)	(314,176)	(339,246)	(364,315)		
	10,500	(214,500)	(257,620)	(279,180)	(302,242)	(327,312)	(352,381)	(377,451)		
	12,000	(225,797)	(268,916)	(290,476)	(315,377)	(340,447)	(365,516)	(390,586)		
	13,500	(237,093)	(280,213)	(303,443)	(328,513)	(353,582)	(378,652)	(403,721)		
	15,000	(248,390)	(291,509)	(316,579)	(341,648)	(366,718)	(391,787)	(416,857)		
	16,500	(259,686)	(304,644)	(329,714)	(354,783)	(379,853)	(404,922)	(430,029)		
	18,000	(270,983)	(317,780)	(342,849)	(367,919)	(392,988)	(418,058)	(443,244)		
	19,500	(282,279)	(330,915)	(355,985)	(381,054)	(406,124)	(431,197)	(456,458)		
	21,000	(293,911)	(344,050)	(369,120)	(394,189)	(419,259)	(444,411)	(469,673)		
	22,500	(307,047)	(357,186)	(382,255)	(407,325)	(432,394)	(457,626)	(482,888)		
	24,000	(320,182)	(370,321)	(395,391)	(420,460)	(445,579)	(470,841)	(496,103)		
	25,500	(333,317)	(383,456)	(408,526)	(433,596)	(458,794)	(484,056)	(509,317)		
	27,000	(346,453)	(396,592)	(421,661)	(446,747)	(472,009)	(497,271)	(522,532)		
28,500	(359,588)	(409,727)	(434,797)	(459,962)	(485,224)	(510,485)	(535,747)			
30,000	(372,724)	(422,863)	(447,932)	(473,177)	(498,438)	(523,700)	(548,962)			

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Scheme Ref: **H**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Brownfield allocation**

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)		(298,638)						
	50,000	72,670	29,725	8,243	(13,317)	(34,877)	(56,436)	(78,994)
	75,000	31,487	(11,458)	(32,940)	(54,500)	(76,060)	(97,620)	(120,177)
	100,000	(9,896)	(52,642)	(74,124)	(95,683)	(117,243)	(138,803)	(161,361)
	125,000	(50,880)	(93,825)	(115,307)	(136,867)	(158,427)	(179,986)	(202,544)
	150,000	(92,063)	(135,008)	(156,490)	(178,050)	(199,610)	(221,170)	(243,727)
	175,000	(133,246)	(176,192)	(197,674)	(219,233)	(240,793)	(262,353)	(284,911)
	200,000	(174,430)	(217,375)	(238,857)	(260,417)	(281,977)	(303,536)	(326,094)
	225,000	(215,613)	(258,558)	(280,040)	(301,600)	(323,160)	(344,720)	(367,277)
250,000	(256,796)	(299,742)	(321,224)	(342,783)	(364,343)	(385,903)	(408,461)	
275,000	(297,980)	(340,925)	(362,407)	(383,967)	(405,527)	(427,086)	(449,644)	

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)		(298,638)						
	5	(916,173)	(966,697)	(991,958)	(1,017,220)	(1,042,482)	(1,104,078)	(1,169,257)
	10	(252,590)	(295,710)	(317,270)	(338,829)	(361,769)	(386,838)	(411,908)
	15	(41,379)	(84,325)	(105,797)	(127,270)	(148,743)	(170,216)	(191,772)
	20	64,216	21,270	(203)	(21,675)	(43,148)	(64,621)	(86,094)
	25	127,573	84,627	63,154	41,682	20,209	(1,284)	(22,737)
	30	169,811	126,865	105,392	83,920	62,447	40,974	19,501
	35	199,981	157,035	135,562	114,090	92,617	71,144	49,671
	40	222,608	179,663	158,190	136,717	115,244	93,771	72,299
	45	240,207	197,262	175,789	154,316	132,843	111,371	89,898
	50	254,287	211,341	189,868	168,396	146,923	125,450	103,977
	55	265,806	222,861	201,388	179,915	158,442	136,969	115,497

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)		(298,638)						
	95%	(95,170)	(138,901)	(160,766)	(182,632)	(204,497)	(226,363)	(248,289)
	100%	(146,974)	(189,920)	(211,401)	(232,961)	(254,521)	(276,081)	(298,638)
	105%	(198,839)	(241,169)	(262,333)	(283,498)	(306,804)	(331,414)	(356,024)
	110%	(250,956)	(292,656)	(316,807)	(340,958)	(365,108)	(389,259)	(413,410)
	115%	(304,955)	(352,338)	(376,030)	(399,721)	(423,413)	(447,204)	(471,080)
	120%	(365,557)	(412,021)	(435,253)	(458,573)	(481,986)	(505,399)	(528,812)
	130%	(486,855)	(531,833)	(554,322)	(576,811)	(599,300)	(621,789)	(643,855)

		AH - % on site 0%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)		(298,638)						
	75%	(589,873)	(593,514)	(595,334)	(666,603)	(795,244)	(923,885)	(1,052,526)
	80%	(496,108)	(509,126)	(515,635)	(522,143)	(528,652)	(535,161)	(541,669)
	85%	(402,594)	(424,789)	(435,935)	(447,132)	(458,328)	(469,525)	(480,722)
	90%	(309,447)	(340,956)	(356,711)	(372,466)	(388,220)	(403,975)	(419,775)
	95%	(226,829)	(261,938)	(279,492)	(297,948)	(318,360)	(338,772)	(359,184)
	100%	(146,974)	(189,920)	(211,401)	(232,961)	(254,521)	(276,081)	(298,638)
	105%	(67,318)	(118,229)	(143,684)	(169,140)	(194,596)	(220,051)	(245,571)
	110%	12,339	(46,538)	(75,977)	(105,415)	(134,853)	(164,292)	(193,730)
	115%	91,995	25,153	(8,269)	(41,690)	(75,111)	(108,532)	(141,954)
	120%	171,464	96,823	59,439	22,035	(15,369)	(52,773)	(90,177)
	125%	250,750	168,180	126,895	85,610	44,325	2,986	(38,400)

		Site Specific S106						
		£1,500						
		0	1,500	3,000	4,500	6,000	7,500	9,000
Balance (RLV - TLV)		(298,638)						
	0	(220,765)	(231,994)	(243,253)	(254,549)	(265,845)	(277,142)	(288,438)
	20	(229,878)	(241,124)	(252,421)	(263,717)	(275,013)	(286,310)	(298,598)
	40	(238,996)	(250,292)	(261,589)	(272,885)	(284,181)	(296,124)	(309,259)
	60	(248,164)	(259,460)	(270,757)	(282,053)	(293,649)	(306,784)	(319,919)
	80	(257,332)	(268,628)	(279,925)	(291,221)	(304,309)	(317,445)	(330,580)
	100	(266,500)	(277,796)	(289,093)	(301,834)	(314,970)	(328,105)	(341,240)
	120	(275,668)	(286,964)	(299,360)	(312,495)	(325,630)	(338,766)	(351,901)
	143	(286,344)	(298,638)	(311,774)	(324,909)	(338,044)	(351,180)	(364,315)
	160	(294,410)	(307,545)	(320,681)	(333,816)	(346,951)	(360,087)	(373,222)
	180	(305,070)	(318,206)	(331,341)	(344,477)	(357,612)	(370,747)	(383,883)
	200	(315,731)	(328,866)	(342,002)	(355,137)	(368,272)	(381,408)	(394,543)
	220	(326,392)	(339,527)	(352,662)	(365,798)	(378,933)	(392,068)	(405,204)
	240	(337,052)	(350,187)	(363,323)	(376,458)	(389,593)	(402,729)	(415,864)
	260	(347,713)	(360,848)	(373,983)	(387,119)	(400,254)	(413,389)	(426,541)
	280	(358,373)	(371,508)	(384,644)	(397,779)	(410,914)	(424,051)	(437,266)
	300	(369,034)	(382,169)	(395,304)	(408,440)	(421,575)	(434,776)	(447,991)
	320	(379,694)	(392,829)	(405,965)	(419,100)	(432,286)	(445,501)	(458,716)
	340	(390,355)	(403,490)	(416,625)	(429,796)	(443,011)	(456,226)	(469,440)
	360	(401,015)	(414,151)	(427,306)	(440,521)	(453,736)	(466,951)	(480,165)
380	(411,676)	(424,817)	(438,031)	(451,246)	(464,461)	(477,676)	(490,890)	
400	(422,336)	(435,542)	(448,756)	(461,971)	(475,186)	(488,401)	(501,615)	

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 Notes: Brownfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		15 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.3	0.0%	0.0	2%	0.3			
2 bed House	20.9%	2.0	0.0%	0.0	14%	2.0			
3 bed House	40.8%	4.0	23.5%	1.2	35%	5.2			
4 bed House	35.0%	3.4	2.8%	0.1	24%	3.6			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	0.9	6%	0.9			
2 bed Flat	0.0%	0.0	57.4%	3.0	20%	3.0			
Total number of units	100.0%	9.8	100.0%	5.3	100%	15.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	19	201	0	0	19	201			
2 bed House	161	1,733	0	0	161	1,733			
3 bed House	358	3,854	104	1,116	462	4,970			
4 bed House	375	4,041	14	151	389	4,191			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	51	544	51	544			
2 bed Flat	0	0	216	2,328	216	2,328			
	913	9,828	385	4,139	1,298	13,967			
AH % by floor area:		29.63% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)			
1 bed House	180,000	3,103	288			57,915			
2 bed House	250,000	3,165	294			509,438			
3 bed House	290,000	3,222	299			1,511,560			
4 bed House	350,000	3,182	296			1,244,906			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			137,592			
2 bed Flat	190,000	3,115	289			572,565			
						4,033,976			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

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GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.3	@	180,000	57,915
2 bed House	2.0	@	250,000	509,438
3 bed House	4.0	@	290,000	1,153,620
4 bed House	3.4	@	350,000	1,194,375
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	9.8			2,915,348
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	0.7	@	145,000	94,854
4 bed House	0.1	@	175,000	13,391
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	80,000	36,462
2 bed Flat	1.6	@	95,000	151,730
	2.8			296,436
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.3	@	203,000	62,740
4 bed House	0.0	@	245,000	8,857
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	112,000	24,117
2 bed Flat	0.8	@	133,000	100,359
	1.3			196,073
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.3	@	232,000	61,852
5 bed House	0.0	@	250,000	7,796
1 bed Flat	0.0	@	0	-
2 bed Flat	0.2	@	128,000	23,776
0.00%	0.7	@	152,000	98,939
	1.1			192,363
<b>Sub-total GDV Residential</b>				
	15.0			3,600,220
<i>AH on-site cost analysis:</i>				
	334 £ psm (total GIA sqm)		£MV less £GDV	433,755
			28,917 £ per unit (total units)	
<b>Grant</b>				
	15	@	0	-
<b>Total GDV</b>				<b>3,600,220</b>

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DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(5,775)
CIL		913 sqm		143.29 £ psm	(130,829)
	CIL analysis:	3.63% of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	15 units @		1,500 per unit	(22,500)
	S106 analysis:	0.62% of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		1,298 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.77 acres @		110,000 £ per acre (if brownfield)	(194,150)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(38,355)
	Policy LP32 - Electric charging point	1,000 per dwelling			(15,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(1,828)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(33,766)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(52,500)
	total	1.77 acres @		0 per acre	(141,449)
	Infra. Costs analysis:	3.93% of GDV		9,430 £ per unit (total units)	
1 bed House		19 sqm @		1,155 psm	(21,554)
2 bed House		161 sqm @		1,155 psm	(185,934)
3 bed House		462 sqm @		1,155 psm	(533,262)
4 bed House		389 sqm @		1,155 psm	(449,733)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		51 sqm @		1,296 psm	(65,559)
2 bed Flat	1,298	216 sqm @		1,296 psm	(280,277)
External works		1,536,319 @		15.0% 15,363 £ per unit	(230,448)
M4(2) Category 2 Housing		50% of All units	15 units @	521 £ per dwelling	(3,908)
M4(3) Category 3 Housing		0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			15 units @	9 £ per dwelling	(135)
Contingency		2,106,409 @		5.0%	(105,320)
Professional Fees		2,106,409 @		10.0%	(210,641)
<b>Disposal Costs -</b>					
Marketing and Promotion		2,915,348 OMS @		1.50%	(43,730)
Residential Sales Agent Costs		2,915,348 OMS @		1.50%	(43,730)
Residential Sales Legal Costs		2,915,348 OMS @		0.50%	(14,577)
<b>Interest (on Development Costs) -</b>					
		7.50% APR		0.604% pcm	(107,228)
<b>Developers Profit -</b>					
Margin on AH		492,510		6.00% on AH values	(29,551)
Profit on GDV		2,915,348		20.00%	(583,070)
		2,810,740		20.74% on costs	(583,070)
		3,407,857		17.98% blended	(612,620)
<b>TOTAL COSTS</b>					<b>(3,423,360)</b>



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RESIDUAL LAND VALUE				
Residual Land Value (gross)				176,860
SDLT	176,860 @	5.0% (slabbed)		1,657
Acquisition Agent fees	176,860 @	1.0%		(1,769)
Acquisition Legal fees	176,860 @	0.5%		(884)
Interest on Land	176,860 @	7.5%		(13,265)
Residual Land Value				<b>162,600</b>
<i>RLV analysis:</i>	10,840 £ per plot	227,640 £ per ha	92,125 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	21.0 dp net ha			
Site Area (Resi)	0.71 net ha	1.77 net acres		
<i>Density analysis:</i>	1,817 sqm/ha	7,913 sqft/ac		
Threshold Land Value	21,572 £ per plot	453,017 £ per net ha	183,333 £ per net acre	<b>323,583</b>
	90%	Gross to net	0.79 Gross hectares	

BALANCE			
Surplus/(Deficit)	(225,377) £ per ha	(91,209) £ per acre	<b>(160,983)</b>

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 Notes: Brownfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	(160,983)	0%	10%	15%	20%	25%	30%	35%
CIL Epsm 143.29	0	310,116	211,701	162,442	113,182	63,923	14,664	(34,595)
	20	283,128	187,318	139,414	91,509	43,605	(4,300)	(52,205)
	40	256,036	162,936	116,386	69,836	23,286	(23,264)	(69,814)
	60	228,945	138,554	93,358	48,163	2,967	(42,228)	(87,424)
	80	201,853	114,171	70,330	26,489	(17,352)	(61,192)	(105,033)
	100	174,761	89,789	47,302	4,816	(37,670)	(80,157)	(122,643)
	120	147,670	65,406	24,275	(16,857)	(57,989)	(99,121)	(140,353)
	140	120,578	41,024	1,247	(38,530)	(78,308)	(118,173)	(158,069)
	160	93,487	16,641	(21,781)	(60,204)	(98,719)	(137,252)	(175,785)
	180	66,395	(7,741)	(44,820)	(81,990)	(119,161)	(156,331)	(193,501)
	200	39,303	(32,180)	(67,987)	(103,795)	(139,602)	(175,410)	(211,217)
	220	12,180	(56,710)	(91,154)	(125,599)	(160,044)	(194,488)	(228,933)
	240	(15,076)	(81,239)	(114,321)	(147,403)	(180,485)	(213,567)	(246,649)
	260	(42,331)	(105,769)	(137,488)	(169,208)	(200,927)	(232,646)	(264,365)
	280	(69,586)	(130,299)	(160,655)	(191,012)	(221,368)	(251,725)	(282,081)
	300	(96,842)	(154,829)	(183,822)	(212,816)	(241,810)	(270,803)	(299,797)
	320	(124,097)	(179,359)	(206,990)	(234,620)	(262,251)	(289,882)	(318,338)
	340	(151,352)	(203,889)	(230,157)	(256,425)	(282,693)	(309,037)	(339,063)
	360	(178,608)	(228,418)	(253,324)	(278,229)	(303,214)	(330,697)	(359,787)
	380	(205,863)	(252,948)	(276,491)	(300,133)	(325,520)	(353,016)	(380,512)
400	(233,118)	(277,519)	(299,794)	(323,532)	(349,433)	(375,335)	(401,236)	
420	(260,388)	(302,197)	(324,732)	(349,039)	(373,346)	(397,653)	(421,961)	
440	(287,808)	(329,120)	(351,833)	(374,546)	(397,259)	(419,972)	(442,685)	
460	(315,578)	(357,815)	(378,934)	(400,053)	(421,172)	(442,291)	(463,410)	
480	(347,462)	(386,511)	(406,036)	(425,560)	(445,085)	(464,609)	(484,134)	
Balance (RLV - TLV)	(160,983)	0%	10%	15%	20%	25%	30%	35%
Site Specific S106 1,500	-	137,819	58,711	19,156	(20,398)	(59,952)	(99,507)	(139,155)
	1,500	116,122	37,013	(2,541)	(42,096)	(81,650)	(121,312)	(160,983)
	3,000	94,424	15,315	(24,239)	(63,797)	(103,469)	(143,140)	(182,812)
	4,500	72,727	(6,382)	(45,955)	(85,626)	(125,298)	(164,969)	(204,641)
	6,000	51,029	(28,112)	(67,783)	(107,455)	(147,126)	(186,798)	(226,470)
	7,500	29,331	(49,940)	(89,612)	(129,284)	(168,955)	(208,627)	(248,298)
	9,000	7,574	(71,769)	(111,441)	(151,112)	(190,784)	(230,455)	(270,127)
	10,500	(14,255)	(93,598)	(133,269)	(172,941)	(212,613)	(252,284)	(291,956)
	12,000	(36,083)	(115,427)	(155,098)	(194,770)	(234,441)	(274,113)	(313,977)
	13,500	(57,912)	(137,255)	(176,927)	(216,598)	(256,270)	(295,942)	(339,512)
	15,000	(79,741)	(159,084)	(198,756)	(238,427)	(278,099)	(318,684)	(365,048)
	16,500	(101,570)	(180,913)	(220,584)	(260,256)	(299,988)	(344,220)	(390,584)
	18,000	(123,398)	(202,742)	(242,413)	(282,085)	(323,392)	(369,756)	(416,119)
	19,500	(145,227)	(224,570)	(264,242)	(304,037)	(348,928)	(395,291)	(441,655)
	21,000	(167,056)	(246,399)	(286,125)	(328,100)	(374,463)	(420,827)	(467,191)
	22,500	(188,885)	(268,228)	(308,085)	(353,635)	(399,999)	(446,363)	(492,726)
	24,000	(210,713)	(290,173)	(332,807)	(379,171)	(425,535)	(471,898)	(518,317)
	25,500	(232,542)	(312,134)	(358,343)	(404,707)	(451,070)	(497,434)	(544,007)
	27,000	(254,371)	(337,515)	(383,879)	(430,242)	(476,606)	(523,001)	(569,697)
	28,500	(276,310)	(363,051)	(409,414)	(455,778)	(502,142)	(548,681)	(595,387)
30,000	(298,270)	(388,586)	(434,950)	(481,314)	(527,685)	(574,381)	(621,077)	

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Scheme Ref: I  
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 Notes: Brownfield allocation

		AH - % on site 35%							
		0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	(160,983)								
	50,000	351,455	272,346	232,792	193,238	153,683	114,022	74,350	
	75,000	307,330	228,221	188,667	149,113	109,558	69,897	30,225	
	TLV (per net acre) 183,333	100,000	263,205	184,096	144,542	104,988	65,433	25,772	(13,900)
		125,000	219,080	139,971	100,417	60,863	21,308	(18,353)	(58,025)
		150,000	174,955	95,846	56,292	16,738	(22,817)	(62,478)	(102,150)
		175,000	130,830	51,721	12,167	(27,387)	(66,942)	(106,603)	(146,275)
		200,000	86,705	7,596	(31,958)	(71,512)	(111,067)	(150,728)	(190,400)
		225,000	42,580	(36,529)	(76,083)	(115,637)	(155,192)	(194,853)	(234,525)
250,000		(1,545)	(80,654)	(120,208)	(159,762)	(199,317)	(238,978)	(278,650)	
275,000	(45,670)	(124,779)	(164,333)	(203,887)	(243,442)	(283,103)	(322,775)		

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(160,983)							
	5	(1,779,814)	(1,873,205)	(1,920,315)	(1,967,442)	(2,014,569)	(2,442,101)	(3,046,578)
Density (dph) 21	10	(513,272)	(592,615)	(632,286)	(672,664)	(719,027)	(765,391)	(811,755)
	15	(112,369)	(191,713)	(231,384)	(271,056)	(310,727)	(350,399)	(390,070)
	20	87,561	8,452	(31,102)	(70,657)	(110,276)	(149,894)	(189,619)
	25	207,517	128,408	88,854	49,300	9,745	(29,809)	(69,363)
	30	287,488	208,379	168,825	129,270	89,716	50,162	10,607
	35	344,610	265,501	225,947	186,393	146,838	107,284	67,730
	40	387,451	308,343	268,788	229,234	189,680	150,125	110,571
	45	420,773	341,664	302,110	262,555	223,001	183,447	143,892
	50	447,430	368,321	328,767	289,212	249,658	210,104	170,549
	55	469,240	390,131	350,577	311,022	271,468	231,914	192,359

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(160,983)							
	95%	215,034	134,426	94,122	53,818	13,514	(26,790)	(67,094)
Build rate (Epsm)	100%	116,122	37,013	(2,541)	(42,096)	(81,650)	(121,312)	(160,983)
	105%	17,207	(60,627)	(99,544)	(138,462)	(177,379)	(216,296)	(255,214)
	110%	(82,303)	(158,629)	(196,792)	(234,955)	(273,118)	(311,372)	(355,692)
	115%	(181,813)	(256,630)	(294,141)	(332,775)	(378,491)	(422,208)	(465,925)
	120%	(281,464)	(361,985)	(404,820)	(447,654)	(490,488)	(533,417)	(576,562)
	125%	(392,726)	(476,630)	(518,582)	(560,688)	(602,946)	(645,203)	(687,461)
	130%	(509,134)	(591,510)	(632,880)	(674,250)	(715,620)	(757,080)	(798,849)

		AH - % on site 0%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(160,983)							
	75%	(698,712)	(702,842)	(704,977)	(707,160)	(709,342)	(711,525)	(713,708)
Changes in sales values (£)	80%	(520,189)	(542,171)	(553,162)	(564,154)	(575,145)	(586,136)	(597,127)
	85%	(342,803)	(382,318)	(402,075)	(421,833)	(441,591)	(461,348)	(481,106)
	90%	(186,565)	(235,580)	(260,088)	(284,595)	(309,193)	(333,187)	(365,813)
	95%	(34,924)	(99,103)	(131,192)	(163,282)	(195,371)	(227,461)	(259,550)
	100%	116,122	37,013	(2,541)	(42,096)	(81,650)	(121,312)	(160,983)
	105%	266,951	172,760	125,664	78,568	31,472	(15,624)	(62,719)
	110%	417,396	308,333	253,802	199,232	144,594	89,957	35,320
	115%	567,501	443,428	381,392	319,356	257,319	195,283	133,246
	120%	717,607	578,523	508,982	439,440	369,898	300,357	230,815
	125%	867,239	713,365	636,428	559,491	482,477	405,430	328,383

		Site Specific S106						£1,500	
		(160,983)	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	(160,983)	-							
	0	(12,898)	(34,595)	(56,293)	(77,990)	(99,688)	(121,385)	(143,201)	
CIL Epsm 143.29	20	(30,507)	(52,205)	(73,902)	(95,600)	(117,297)	(138,988)	(160,917)	
	40	(48,117)	(69,814)	(91,512)	(113,209)	(134,975)	(156,804)	(178,633)	
	60	(65,726)	(87,424)	(109,121)	(130,863)	(152,691)	(174,520)	(196,349)	
	80	(83,336)	(105,033)	(126,750)	(148,579)	(170,407)	(192,236)	(214,065)	
	100	(100,945)	(122,643)	(144,466)	(166,295)	(188,123)	(209,952)	(231,781)	
	120	(118,555)	(140,353)	(162,182)	(184,011)	(205,839)	(227,668)	(249,497)	
	143	(139,155)	(160,983)	(182,812)	(204,641)	(226,470)	(248,298)	(270,127)	
	160	(153,956)	(175,785)	(197,614)	(219,442)	(241,271)	(263,100)	(284,929)	
	180	(171,672)	(193,501)	(215,330)	(237,158)	(258,987)	(280,816)	(302,645)	
	200	(189,388)	(211,217)	(233,046)	(254,874)	(276,703)	(298,532)	(321,670)	
	220	(207,104)	(228,933)	(250,762)	(272,590)	(294,419)	(316,858)	(342,394)	
	240	(224,820)	(246,649)	(268,478)	(290,306)	(312,192)	(337,583)	(363,119)	
	260	(242,536)	(264,365)	(286,194)	(308,055)	(332,772)	(358,307)	(383,843)	
	280	(260,252)	(282,081)	(303,917)	(327,961)	(353,496)	(379,032)	(404,568)	
	300	(277,968)	(299,797)	(323,149)	(348,685)	(374,221)	(399,756)	(425,292)	
	320	(295,684)	(318,338)	(343,874)	(369,410)	(394,945)	(420,481)	(446,017)	
	340	(313,527)	(339,063)	(364,598)	(390,134)	(415,670)	(441,205)	(466,741)	
	360	(334,252)	(359,787)	(385,323)	(410,859)	(436,394)	(461,930)	(487,466)	
	380	(354,976)	(380,512)	(406,047)	(431,583)	(457,119)	(482,654)	(508,190)	
	400	(375,700)	(401,236)	(426,772)	(452,308)	(477,843)	(503,379)	(529,034)	

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		40 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.9	0.0%	0.0	2%	0.9			
2 bed House	20.9%	5.4	0.0%	0.0	14%	5.4			
3 bed House	40.8%	10.6	23.5%	3.3	35%	13.9			
4 bed House	35.0%	9.1	2.8%	0.4	24%	9.5			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	2.3	6%	2.3			
2 bed Flat	0.0%	0.0	57.4%	8.0	20%	8.0			
Total number of units	100.0%	26.0	100.0%	14.0	100%	40.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	50	536	0	0	50	536			
2 bed House	429	4,621	0	0	429	4,621			
3 bed House	955	10,277	276	2,976	1,231	13,253			
4 bed House	1,001	10,775	37	402	1,038	11,177			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	135	1,452	135	1,452			
2 bed Flat	0	0	577	6,208	577	6,208			
	2,435	26,208	1,025	11,038	3,460	37,245			
AH % by floor area:		29.63% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)			
1 bed House	180,000	3,103	288			154,440			
2 bed House	250,000	3,165	294			1,358,500			
3 bed House	290,000	3,222	299			4,030,826			
4 bed House	350,000	3,182	296			3,319,750			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			366,912			
2 bed Flat	190,000	3,115	289			1,526,840			
						10,757,268			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.9	@	180,000	154,440
2 bed House	5.4	@	250,000	1,358,500
3 bed House	10.6	@	290,000	3,076,320
4 bed House	9.1	@	350,000	3,185,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	26.0			7,774,260
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	1.7	@	145,000	252,944
4 bed House	0.2	@	175,000	35,709
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	80,000	97,232
2 bed Flat	4.3	@	95,000	404,613
	7.4			790,497
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.8	@	203,000	167,306
4 bed House	0.1	@	245,000	23,619
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	112,000	64,312
2 bed Flat	2.0	@	133,000	267,625
	3.5			522,862
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.7	@	232,000	164,939
5 bed House	0.1	@	250,000	20,790
1 bed Flat	0.0	@	0	-
2 bed Flat	0.5	@	128,000	63,402
0.00%	1.7	@	152,000	263,838
	3.0			512,969
<b>Sub-total GDV Residential</b>				
	40.0			9,600,588
<i>AH on-site cost analysis:</i>				
			£MV less £GDV	1,156,680
	334	£ psm (total GIA sqm)	28,917	£ per unit (total units)
<b>Grant</b>	40	@	0	-
<b>Total GDV</b>				9,600,588

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(50,000)
Statutory Planning Fees (Residential)					(15,400)
CIL	2,435 sqm		143.29 £ psm		(348,878)
	CIL analysis:	3.63% % of GDV	8,722 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	40 units @	1,500 per unit	(60,000)	(60,000)
	S106 analysis:	0.62% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum	3,460 sqm (total)		0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	4.30 acres @		110,000 £ per acre (if brownfield)		(472,713)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(102,280)
	Policy LP32 - Electric charging point	1,000 per dwelling			(40,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(4,876)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(92,489)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(140,000)
	total	4.30 acres @	0 per acre	(379,645)	-
	Infra. Costs analysis:	3.95% % of GDV	9,491 £ per unit (total units)		
1 bed House	50 sqm @		1,155 psm		(57,477)
2 bed House	429 sqm @		1,155 psm		(495,825)
3 bed House	1,231 sqm @		1,155 psm		(1,422,033)
4 bed House	1,038 sqm @		1,155 psm		(1,199,288)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	135 sqm @		1,296 psm		(174,823)
2 bed Flat	3,460 577 sqm @		1,296 psm		(747,405)
External works	4,096,852 @		15.0% 15,363 £ per unit		(614,528)
M4(2) Category 2 Housing	50% of All units	40 units @	521 £ per dwelling		(10,420)
M4(3) Category 3 Housing	0% of All units	40 units @	10,307 £ per dwelling		-
Water efficiency - Policy LP25 - Sustainable Construction and Design		40 units @	9 £ per dwelling		(360)
Contingency	5,574,518 @		5.0%		(278,726)
Professional Fees	5,574,518 @		10.0%		(557,452)
<b>Disposal Costs -</b>					
Marketing and Promotion	7,774,260 OMS @		1.50%		(116,614)
Residential Sales Agent Costs	7,774,260 OMS @		1.50%		(116,614)
Residential Sales Legal Costs	7,774,260 OMS @		0.50%		(38,871)
Interest (on Development Costs) -	7.50% APR		0.604% pcm		(247,008)
<b>Developers Profit -</b>					
Margin on AH	1,313,359		6.00% on AH values		(78,802)
Profit on GDV	7,774,260		20.00%		(1,554,852)
	7,404,081		21.00% on costs	(1,554,852)	
	9,087,619		17.98% blended	(1,633,654)	
<b>TOTAL COSTS</b>					<b>(9,037,734)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				562,854
SDLT	562,854 @	5.0% (slabbed)		(17,643)
Acquisition Agent fees	562,854 @	1.0%		(5,629)
Acquisition Legal fees	562,854 @	0.5%		(2,814)
Interest on Land	562,854 @	7.5%		(42,214)
Residual Land Value				<b>494,554</b>
<i>RLV analysis:</i>	12,364 £ per plot	284,369 £ per ha	115,082 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	23.0 dp net ha			
Site Area (Resi)	1.74 net ha	4.30 net acres		
<i>Density analysis:</i>	1,990 sqm/ha	6,667 sqft/ac		
Threshold Land Value	22,158 £ per plot	509,644 £ per net ha	206,250 £ per net acre	<b>886,337</b>
	80%	Gross to net	2.17 Gross hectares	

BALANCE			
Surplus/(Deficit)	(225,275) £ per ha	(91,168) £ per acre	<b>(391,783)</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	(391,783)	0%	10%	15%	20%	25%	30%	35%
CIL Epsm 143.29	0	938,271	662,677	524,871	386,813	248,756	110,445	(27,981)
	20	862,474	594,285	460,041	325,760	191,246	56,665	(78,159)
	40	786,502	525,641	395,052	264,374	133,591	2,628	(128,544)
	60	710,231	456,670	329,829	202,798	75,694	(51,618)	(179,065)
	80	633,619	387,530	264,286	141,042	17,542	(106,008)	(229,851)
	100	556,822	318,053	198,576	78,936	(40,764)	(160,700)	(280,817)
	120	479,626	248,320	132,563	16,667	(99,363)	(215,568)	(331,926)
	140	402,172	178,408	66,285	(45,838)	(158,179)	(270,591)	(383,327)
	160	324,510	108,089	(169)	(108,650)	(217,156)	(325,943)	(434,875)
	180	246,390	37,569	(66,982)	(171,633)	(276,466)	(381,433)	(486,588)
	200	168,068	(33,175)	(134,018)	(234,897)	(335,946)	(437,123)	(538,581)
	220	89,464	(104,311)	(201,236)	(298,415)	(395,614)	(493,091)	(590,711)
	240	10,459	(175,619)	(268,840)	(362,092)	(455,605)	(549,205)	(643,050)
	260	(68,734)	(247,221)	(336,612)	(426,123)	(515,751)	(605,570)	(695,637)
	280	(148,292)	(319,136)	(404,645)	(490,349)	(576,143)	(662,174)	(748,293)
	300	(228,157)	(391,233)	(473,000)	(554,767)	(636,812)	(718,880)	(800,949)
	320	(308,221)	(463,703)	(541,532)	(619,550)	(697,568)	(775,586)	(853,716)
	340	(388,743)	(536,422)	(610,390)	(684,358)	(758,325)	(832,384)	(911,713)
	360	(469,496)	(609,330)	(679,248)	(749,165)	(819,202)	(891,647)	(973,310)
	380	(550,505)	(682,239)	(748,105)	(814,170)	(881,057)	(957,983)	(1,034,908)
400	(631,514)	(755,207)	(817,288)	(879,944)	(952,132)	(1,024,319)	(1,096,856)	
420	(712,544)	(828,558)	(888,308)	(955,757)	(1,023,206)	(1,090,998)	(1,158,826)	
440	(794,043)	(906,149)	(968,859)	(1,031,614)	(1,094,675)	(1,157,735)	(1,220,796)	
460	(875,541)	(991,438)	(1,049,591)	(1,107,885)	(1,166,179)	(1,224,472)	(1,282,972)	
480	(970,259)	(1,077,102)	(1,130,629)	(1,184,156)	(1,237,683)	(1,291,397)	(1,345,316)	
		AH - % on site 35%						
Balance (RLV - TLV)	(391,783)	0%	10%	15%	20%	25%	30%	35%
Site Specific S106 1,500	-	451,557	229,126	117,890	6,455	(105,026)	(216,688)	(328,453)
	1,500	389,397	166,841	55,360	(56,121)	(167,876)	(279,693)	(391,783)
	3,000	327,197	104,265	(7,300)	(119,065)	(230,937)	(343,027)	(455,387)
	4,500	264,650	41,512	(70,254)	(182,182)	(294,272)	(406,648)	(519,269)
	6,000	202,075	(21,442)	(133,426)	(245,516)	(357,909)	(470,507)	(583,433)
	7,500	139,135	(84,671)	(196,761)	(309,170)	(421,746)	(534,610)	(647,923)
	9,000	76,175	(148,005)	(260,432)	(372,984)	(485,848)	(599,099)	(712,763)
	10,500	12,840	(211,693)	(324,223)	(437,087)	(550,275)	(663,837)	(777,643)
	12,000	(50,498)	(275,461)	(388,325)	(501,452)	(614,911)	(728,717)	(842,567)
	13,500	(114,215)	(339,564)	(452,628)	(565,985)	(679,791)	(793,597)	(913,049)
	15,000	(177,939)	(403,804)	(517,118)	(630,865)	(744,671)	(858,726)	(988,947)
	16,500	(242,041)	(468,294)	(581,939)	(695,745)	(809,614)	(931,839)	(1,065,002)
	18,000	(306,157)	(533,013)	(646,819)	(760,625)	(874,886)	(1,007,736)	(1,141,359)
	19,500	(370,647)	(597,893)	(711,699)	(825,773)	(950,629)	(1,083,935)	(1,217,716)
	21,000	(435,161)	(662,773)	(776,660)	(893,521)	(1,026,526)	(1,160,291)	(1,294,346)
	22,500	(500,041)	(727,653)	(841,932)	(969,418)	(1,102,867)	(1,236,648)	(1,371,164)
	24,000	(564,921)	(792,820)	(912,311)	(1,045,443)	(1,179,224)	(1,313,324)	(1,447,982)
	25,500	(629,801)	(858,092)	(988,208)	(1,121,800)	(1,255,580)	(1,390,142)	(1,525,198)
	27,000	(694,681)	(931,100)	(1,064,376)	(1,198,156)	(1,332,302)	(1,466,960)	(1,602,481)
	28,500	(759,866)	(1,006,998)	(1,140,732)	(1,274,513)	(1,409,120)	(1,544,125)	(1,679,828)
30,000	(825,138)	(1,083,308)	(1,217,089)	(1,351,280)	(1,485,938)	(1,621,407)	(1,757,578)	



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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(391,783)							
	50,000	1,060,864	838,308	726,827	615,347	503,591	391,774	279,684
	75,000	953,429	730,873	619,393	507,912	396,156	284,340	172,250
TLV (per net acre) 206,250	100,000	845,995	623,438	511,958	400,477	288,721	176,905	64,815
	125,000	738,560	516,004	404,523	293,042	181,287	69,470	(42,620)
	150,000	631,125	408,569	297,088	185,608	73,852	(37,965)	(150,055)
	175,000	523,690	301,134	189,653	78,173	(33,583)	(145,399)	(257,489)
	200,000	416,256	193,699	82,219	(29,262)	(141,018)	(252,834)	(364,924)
	225,000	308,821	86,264	(25,216)	(136,697)	(248,453)	(360,269)	(472,359)
	250,000	201,386	(21,170)	(132,651)	(244,131)	(355,887)	(467,704)	(579,794)
	275,000	93,951	(128,605)	(240,086)	(351,566)	(463,322)	(575,139)	(687,229)

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(391,783)							
	5	(5,431,904)	(5,707,666)	(5,846,871)	(5,987,400)	(7,267,347)	(8,752,169)	(10,236,990)
	10	(1,623,207)	(1,850,818)	(1,964,922)	(2,087,647)	(2,220,890)	(2,354,671)	(2,488,980)
Density (dph) 23	15	(432,069)	(656,394)	(768,850)	(881,592)	(994,597)	(1,107,987)	(1,221,793)
	20	158,947	(64,014)	(175,773)	(287,538)	(399,611)	(511,809)	(624,265)
	25	512,217	289,746	178,482	67,002	(44,479)	(156,214)	(268,046)
	30	747,088	525,029	413,917	302,681	191,446	80,025	(31,456)
	35	914,635	692,768	581,738	470,708	359,593	248,357	137,104
	40	1,040,137	818,411	707,542	596,512	485,483	374,453	263,232
	45	1,137,750	916,023	805,160	694,297	583,330	472,301	361,271
	50	1,215,679	994,114	883,250	772,387	661,524	550,579	439,549
	55	1,279,419	1,057,948	947,142	836,279	725,416	614,553	503,595

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(391,783)							
	95%	654,075	428,206	315,171	202,137	89,006	(24,244)	(137,512)
	100%	389,397	166,841	55,360	(56,121)	(167,876)	(279,693)	(391,783)
Build rate (Epsm)	105%	122,308	(97,344)	(207,387)	(317,684)	(428,162)	(538,956)	(650,174)
	110%	(147,713)	(364,821)	(473,792)	(583,087)	(692,702)	(802,317)	(918,347)
	115%	(421,139)	(636,118)	(743,638)	(851,581)	(973,284)	(1,099,329)	(1,225,711)
	120%	(697,531)	(914,825)	(1,038,137)	(1,162,054)	(1,286,057)	(1,410,791)	(1,535,989)
	125%	(991,822)	(1,234,642)	(1,356,466)	(1,478,720)	(1,601,499)	(1,724,729)	(1,848,897)
	130%	(1,317,095)	(1,556,572)	(1,676,993)	(1,797,655)	(1,919,297)	(2,041,569)	(2,164,776)

		AH - % on site 0%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(391,783)							
	75%	(1,886,246)	(1,903,666)	(1,912,546)	(1,921,426)	(1,930,405)	(1,939,667)	(1,948,929)
	80%	(1,376,668)	(1,443,628)	(1,477,349)	(1,511,151)	(1,544,953)	(1,578,875)	(1,613,079)
Changes in sales values (£)	85%	(874,081)	(989,910)	(1,048,239)	(1,106,612)	(1,164,986)	(1,223,424)	(1,282,198)
	90%	(446,245)	(588,245)	(659,334)	(730,422)	(801,511)	(872,864)	(955,420)
	95%	(25,169)	(207,547)	(298,982)	(390,430)	(482,138)	(573,967)	(666,043)
	100%	389,397	166,841	55,360	(56,121)	(167,876)	(279,693)	(391,783)
	105%	799,483	536,889	405,453	273,905	142,325	10,483	(121,458)
	110%	1,206,300	903,890	752,447	601,002	449,509	297,777	145,999
	115%	1,610,886	1,268,450	1,097,228	925,949	754,464	582,979	411,277
	120%	2,013,469	1,631,428	1,440,274	1,249,121	1,057,914	866,483	675,052
	125%	2,414,728	1,993,056	1,782,043	1,571,030	1,360,017	1,148,807	937,511

		Site Specific S106 £1,500						
		0	1,500	3,000	4,500	6,000	7,500	9,000
Balance (RLV - TLV)	(391,783)							
	0	33,548	(27,981)	(89,807)	(151,982)	(214,435)	(277,169)	(340,188)
	20	(16,333)	(78,159)	(140,263)	(202,645)	(265,307)	(328,261)	(391,590)
CIL Epsm 143.29	40	(66,510)	(128,544)	(190,855)	(253,446)	(316,400)	(379,657)	(443,188)
	60	(116,825)	(179,065)	(241,641)	(304,539)	(367,724)	(431,183)	(494,918)
	80	(167,306)	(229,851)	(292,678)	(355,791)	(419,178)	(482,895)	(546,943)
	100	(218,061)	(280,817)	(343,859)	(407,193)	(470,890)	(534,866)	(599,124)
	120	(268,966)	(331,926)	(395,260)	(458,885)	(522,788)	(586,974)	(651,464)
	143	(328,453)	(391,783)	(455,387)	(519,269)	(583,433)	(647,923)	(712,763)
	160	(371,395)	(434,875)	(498,633)	(562,736)	(627,163)	(691,877)	(756,757)
	180	(422,870)	(486,588)	(550,658)	(615,012)	(679,653)	(744,533)	(809,413)
	200	(474,583)	(538,581)	(602,861)	(667,429)	(732,309)	(797,189)	(862,231)
	220	(526,503)	(590,711)	(655,205)	(720,085)	(784,965)	(849,933)	(921,614)
	240	(578,560)	(643,050)	(707,861)	(772,741)	(837,635)	(907,314)	(983,212)
	260	(630,900)	(695,637)	(760,517)	(825,397)	(893,014)	(968,912)	(1,044,847)
	280	(683,413)	(748,293)	(813,173)	(878,715)	(954,612)	(1,030,510)	(1,106,817)
	300	(736,069)	(800,949)	(866,014)	(940,312)	(1,016,210)	(1,092,431)	(1,168,787)
	320	(788,725)	(853,716)	(926,012)	(1,001,910)	(1,078,044)	(1,154,401)	(1,230,757)
	340	(841,418)	(911,713)	(987,610)	(1,063,658)	(1,140,015)	(1,216,371)	(1,292,993)
360	(897,413)	(973,310)	(1,049,272)	(1,125,628)	(1,201,985)	(1,278,520)	(1,355,338)	
380	(959,011)	(1,034,908)	(1,111,242)	(1,187,598)	(1,264,047)	(1,340,865)	(1,417,683)	
400	(1,020,608)	(1,096,856)	(1,173,212)	(1,249,573)	(1,326,391)	(1,403,209)	(1,480,155)	

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Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

ASSUMPTIONS - RESIDENTIAL USES																			
Total number of units in scheme				40 Units															
AH Policy requirement (% Target)				35%															
AH tenure split %		Affordable Rent:		53.0%															
		Shared ownership		25.0%															
		Intermediate		21.6%															
Open Market Sale (OMS) housing				65%															
				100%															
CIL Rate (£ psm)				143.29		£ psm													
<b>Unit mix -</b>		<b>Mkt Units mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		<b>AH # units</b>		<b>Overall mix%</b>		<b>Total # units</b>							
1 bed House		0.0%		0.0		0.0%		0.0		0%		0.0							
2 bed House		0.0%		0.0		0.0%		0.0		0%		0.0							
3 bed House		0.0%		0.0		23.5%		3.3		8%		3.3							
4 bed House		0.0%		0.0		2.8%		0.4		1%		0.4							
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0							
1 bed Flat		25.0%		6.5		16.4%		2.3		22%		8.8							
2 bed Flat		75.0%		19.5		57.4%		8.0		69%		27.5							
Total number of units		100.0%		26.0		100.0%		14.0		100%		40.0							
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>(sqm)</b>		<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		<b>(sqm)</b>		<b>(sqft)</b>					
1 bed House		58.0		624						58.0		624							
2 bed House		79.0		850						79.0		850							
3 bed House		90.0		969						90.0		969							
4 bed House		110.0		1,184						110.0		1,184							
5 bed House		0.0		0						0.0		0							
1 bed Flat		50.0		538				85.0%		58.8		633							
2 bed Flat		61.0		657				85.0%		71.8		772							
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>(sqm)</b>		<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		<b>(sqm)</b>		<b>(sqft)</b>					
1 bed House		50.0		538						50.0		538							
2 bed House		70.0		753						70.0		753							
3 bed House		84.0		904						84.0		904							
4 bed House		97.0		1,044						97.0		1,044							
5 bed House		0.0		0						0.0		0							
1 bed Flat		50.0		538				85.0%		58.8		633							
2 bed Flat		61.0		657				85.0%		71.8		772							
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA</b>		<b>(sqm)</b>		<b>(sqft)</b>		<b>AH units GIA</b>		<b>(sqm)</b>		<b>(sqft)</b>		<b>Total GIA (all units)</b>		<b>(sqm)</b>		<b>(sqft)</b>	
1 bed House		0		0		0		0		0		0		0		0		0	
2 bed House		0		0		0		0		0		0		0		0		0	
3 bed House		0		0		276		2,976		276		2,976		2,976		2,976		2,976	
4 bed House		0		0		37		402		37		402		402		402		402	
5 bed House		0		0		0		0		0		0		0		0		0	
1 bed Flat		382		4,116		135		1,452		517		5,568		5,568		5,568		5,568	
2 bed Flat		1,399		15,063		577		6,208		1,976		21,271		21,271		21,271		21,271	
		1,782		19,179		1,025		11,038		2,807		30,216		30,216		30,216		30,216	
<i>AH % by floor area:</i>								36.53%		<i>AH % by floor area due to mix</i>									
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£psm</b>		<b>£pof</b>						<b>total MV £ (no AH)</b>							
1 bed House		180,000		3,103		288						0							
2 bed House		250,000		3,165		294						0							
3 bed House		290,000		3,222		299						954,506							
4 bed House		350,000		3,182		296						134,750							
5 bed House		0		#DIV/0!		#DIV/0!						0							
1 bed Flat		160,000		3,200		297						1,406,912							
2 bed Flat		190,000		3,115		289						5,231,840							
												7,728,008							
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>		<b>£psm</b>		<b>% of MV Shared ownership</b>		<b>£psm</b>		<b>% of MV</b>		<b>Intermediate</b>		<b>£psm</b>		<b>% of MV</b>			
1 bed House		90,000		1,800		50%		126,000		70%		144,000		2,880		80%			
2 bed House		125,000		1,786		50%		175,000		70%		200,000		2,857		80%			
3 bed House		145,000		1,726		50%		203,000		70%		232,000		2,762		80%			
4 bed House		175,000		1,804		50%		245,000		70%		250,000		2,577		71%			
5 bed House		0		#DIV/0!		50%		0		70%		0		#DIV/0!		71%			
1 bed Flat		80,000		1,600		50%		112,000		70%		128,000		2,560		80%			
2 bed Flat		95,000		1,557		50%		133,000		70%		152,000		2,492		80%			

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Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	180,000	-
2 bed House	0.0	@	250,000	-
3 bed House	0.0	@	290,000	-
4 bed House	0.0	@	350,000	-
5 bed House	0.0	@	0	-
1 bed Flat	6.5	@	160,000	1,040,000
2 bed Flat	19.5	@	190,000	3,705,000
	26.0			4,745,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	1.7	@	145,000	252,944
4 bed House	0.2	@	175,000	35,709
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	80,000	97,232
2 bed Flat	4.3	@	95,000	404,613
	7.4			790,497
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.8	@	203,000	167,306
4 bed House	0.1	@	245,000	23,619
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	112,000	64,312
2 bed Flat	2.0	@	133,000	267,625
	3.5			522,862
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.7	@	232,000	164,939
5 bed House	0.1	@	250,000	20,790
1 bed Flat	0.0	@	0	-
2 bed Flat	0.5	@	128,000	63,402
0.00%	1.7	@	152,000	263,838
	3.0			512,969
<b>Sub-total GDV Residential</b>	<b>40.0</b>			<b>6,571,328</b>
<i>AH on-site cost analysis:</i>			<i>EMV less £GDV</i>	<i>1,156,680</i>
	<i>412 £ psm (total GIA sqm)</i>		<i>28,917 £ per unit (total units)</i>	
<b>Grant</b>	40	@	0	-
<b>Total GDV</b>				<b>6,571,328</b>

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Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(50,000)
Statutory Planning Fees (Residential)				(15,400)
CIL	1,782 sqm		143.29 £ psm	(255,309)
	3.89% % of GDV		6,383 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	40 units @	1,500 per unit	(60,000)
		0.91% % of GDV	1,500 £ per unit (total units)	
AH Commuted Sum	2,807 sqm (total)		0 £ psm	-
		0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	1.19 acres @		110,000 £ per acre (if brownfield)	(130,993)
Infrastructure costs -				
	Policy SP10 - Climate Change	2,557 per dwelling		(102,280)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(40,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(4,876)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(25,630)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(140,000)
	total	1.19 acres @	0 per acre	(312,785)
		4.76% % of GDV	7,820 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,155 psm	-
2 bed House	-	sqm @	1,155 psm	-
3 bed House	276	sqm @	1,155 psm	(319,332)
4 bed House	37	sqm @	1,155 psm	(43,133)
5 bed House	-	sqm @	1,155 psm	-
1 bed Flat	517	sqm @	1,296 psm	(670,352)
2 bed Flat	2,807	1,976 sqm @	1,296 psm	(2,561,042)
External works	3,593,860 @		15.0% 13,477 £per unit	(539,079)
M4(2) Category 2 Housing	50% of All units	40 units @	521 £ per dwelling	(10,420)
M4(3) Category 3 Housing	0% of All units	40 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		40 units @	9 £ per dwelling	(360)
Contingency	4,587,497 @		5.0%	(229,375)
<b>Professional Fees</b>	4,587,497 @		10.0%	(458,750)
<b>Disposal Costs -</b>				
Marketing and Promotion	4,745,000 OMS @		1.50%	(71,175)
Residential Sales Agent Costs	4,745,000 OMS @		1.50%	(71,175)
Residential Sales Legal Costs	4,745,000 OMS @		0.50%	(23,725)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(478,493)
<b>Developers Profit -</b>				
Margin on AH	1,313,359		6.00% on AH values	(78,802)
Profit on GDV	4,745,000		20.00%	(949,000)
	6,300,898		15.06% on costs	(949,000)
	6,058,359		16.97% blended	(1,027,802)
<b>TOTAL COSTS</b>				<b>(7,328,700)</b>

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Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(757,372)
SDLT	- @		5.0% (slabbed)	10,500
Acquisition Agent fees	- @		1.0%	-
Acquisition Legal fees	- @		0.5%	-
Interest on Land	- @		7.5%	-
Residual Land Value				(746,872)
<i>RLV analysis:</i>				
	(18,672) £ per plot	(1,549,759) £ per ha	(627,179) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		83.0 dp net ha		
Site Area (Resi)		0.48 net ha	1.19 net acres	
<i>Density analysis:</i>				
		5,825 sqm/ha	25,374 sqft/ac	
Threshold Land Value	6,140 £ per plot	509,644 £ per net ha	206,250 £ per net acre	245,611
		80% Gross to net	0.60 Gross hectares	

BALANCE			
Surplus/(Deficit)	(2,059,403) £ per ha	(833,429) £ per acre	(992,483)

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Scheme Ref: L  
 Title: 40 No. Units (flats)  
 Notes: Brownfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	(992,483)	0%	10%	15%	20%	25%	30%	35%	
	0	(609,494)	(629,483)	(639,477)	(649,471)	(659,465)	(669,460)	(679,454)	
	20	(676,381)	(689,681)	(696,331)	(702,981)	(709,630)	(716,280)	(722,930)	
	40	(743,268)	(749,879)	(753,184)	(756,490)	(759,795)	(763,139)	(766,592)	
	60	(810,155)	(810,077)	(810,038)	(810,064)	(810,153)	(810,242)	(810,331)	
	80	(877,041)	(870,448)	(867,173)	(863,897)	(860,622)	(857,346)	(854,071)	
	100	(944,290)	(931,010)	(924,370)	(917,730)	(911,090)	(904,450)	(897,810)	
CIL Epsm	143.29	(1,011,582)	(991,572)	(981,568)	(971,563)	(961,558)	(951,554)	(941,549)	
	140	(1,078,873)	(1,052,134)	(1,038,765)	(1,025,396)	(1,012,027)	(998,657)	(985,288)	
	160	(1,146,164)	(1,112,696)	(1,095,963)	(1,079,229)	(1,062,495)	(1,045,791)	(1,029,207)	
	180	(1,213,455)	(1,173,258)	(1,153,160)	(1,133,118)	(1,113,149)	(1,093,180)	(1,073,211)	
	200	(1,280,746)	(1,233,985)	(1,210,631)	(1,187,277)	(1,163,923)	(1,140,568)	(1,117,214)	
	220	(1,348,391)	(1,294,913)	(1,268,174)	(1,241,435)	(1,214,696)	(1,187,957)	(1,161,218)	
	240	(1,416,088)	(1,355,841)	(1,325,717)	(1,295,593)	(1,265,469)	(1,235,345)	(1,205,222)	
	260	(1,483,786)	(1,416,769)	(1,383,260)	(1,349,751)	(1,316,243)	(1,282,734)	(1,249,225)	
	280	(1,551,484)	(1,477,697)	(1,440,803)	(1,403,910)	(1,367,016)	(1,330,123)	(1,293,230)	
	300	(1,619,182)	(1,538,625)	(1,498,347)	(1,516,025)	(1,601,058)	(1,686,091)	(1,771,125)	
	320	(1,686,880)	(1,762,596)	(1,824,483)	(1,886,370)	(1,948,257)	(2,010,143)	(2,072,030)	
	340	(2,101,754)	(2,179,235)	(2,217,975)	(2,256,715)	(2,295,455)	(2,334,195)	(2,372,936)	
	360	(2,564,686)	(2,595,873)	(2,611,466)	(2,627,060)	(2,642,654)	(2,658,247)	(2,673,841)	
	380	(3,027,617)	(3,012,511)	(3,004,958)	(2,997,405)	(2,989,852)	(2,982,299)	(2,974,746)	
	400	(3,490,548)	(3,429,149)	(3,398,450)	(3,367,750)	(3,337,051)	(3,306,351)	(3,275,652)	
	420	(3,953,480)	(3,845,788)	(3,791,942)	(3,738,096)	(3,684,250)	(3,630,403)	(3,576,557)	
	440	(4,416,411)	(4,262,426)	(4,185,433)	(4,108,441)	(4,031,448)	(3,954,455)	(3,877,463)	
	460	(4,879,343)	(4,679,064)	(4,578,925)	(4,478,786)	(4,378,647)	(4,278,507)	(4,178,368)	
	480	(5,342,274)	(5,095,703)	(4,972,417)	(4,849,131)	(4,725,845)	(4,602,559)	(4,479,274)	
Balance (RLV - TLV)	(992,483)	0%	10%	15%	20%	25%	30%	35%	
	-	(1,016,297)	(988,452)	(974,529)	(960,607)	(946,684)	(932,761)	(918,839)	
	1,500	(1,089,942)	(1,062,097)	(1,048,174)	(1,034,251)	(1,020,329)	(1,006,406)	(992,483)	
	3,000	(1,163,587)	(1,135,741)	(1,121,819)	(1,107,896)	(1,094,044)	(1,080,288)	(1,066,532)	
	4,500	(1,237,232)	(1,209,403)	(1,195,647)	(1,181,891)	(1,168,134)	(1,154,378)	(1,140,622)	
	6,000	(1,311,005)	(1,283,493)	(1,269,737)	(1,255,981)	(1,242,224)	(1,228,468)	(1,214,712)	
	7,500	(1,385,095)	(1,357,583)	(1,343,827)	(1,330,070)	(1,316,314)	(1,302,558)	(1,288,802)	
	9,000	(1,459,185)	(1,431,673)	(1,417,917)	(1,404,160)	(1,413,792)	(1,680,190)	(1,946,589)	
	10,500	(1,533,275)	(1,505,763)	(1,492,007)	(1,654,035)	(1,920,434)	(2,186,832)	(2,453,230)	
	12,000	(1,607,365)	(1,627,880)	(1,894,279)	(2,160,677)	(2,427,075)	(2,693,474)	(2,959,872)	
	13,500	(1,681,455)	(2,134,522)	(2,400,921)	(2,667,319)	(2,933,717)	(3,200,115)	(3,466,514)	
	15,000	(2,108,367)	(2,641,164)	(2,907,562)	(3,173,961)	(3,440,359)	(3,706,757)	(3,973,156)	
	16,500	(2,615,009)	(3,147,806)	(3,414,204)	(3,680,602)	(3,947,001)	(4,213,399)	(4,479,797)	
	18,000	(3,121,651)	(3,654,447)	(3,920,846)	(4,187,244)	(4,453,642)	(4,720,041)	(4,986,439)	
	19,500	(3,628,292)	(4,161,089)	(4,427,487)	(4,693,886)	(4,960,284)	(5,226,682)	(5,493,081)	
	21,000	(4,134,934)	(4,667,731)	(4,934,129)	(5,200,527)	(5,466,926)	(5,733,324)	(5,999,722)	
	22,500	(4,641,576)	(5,174,372)	(5,440,771)	(5,707,169)	(5,973,567)	(6,239,966)	(6,506,364)	
	24,000	(5,148,218)	(5,681,014)	(5,947,413)	(6,213,811)	(6,480,209)	(6,746,608)	(7,013,006)	
	25,500	(5,654,859)	(6,187,656)	(6,454,054)	(6,720,453)	(6,986,851)	(7,253,249)	(7,519,648)	
	27,000	(6,161,501)	(6,694,298)	(6,960,696)	(7,227,094)	(7,493,493)	(7,759,891)	(8,026,289)	
	28,500	(6,668,143)	(7,200,939)	(7,467,338)	(7,733,736)	(8,000,134)	(8,266,533)	(8,532,931)	
	30,000	(7,174,784)	(7,707,581)	(7,973,979)	(8,240,378)	(8,506,776)	(8,773,174)	(9,039,573)	

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Scheme Ref: **L**  
 Title: **40 No. Units (flats)**  
 Notes: **Brownfield allocation**

		AH - % on site 35%							
		0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)		(992,483)							
	50,000	(903,873)	(876,027)	(862,105)	(848,182)	(834,259)	(820,337)	(806,414)	
	75,000	(933,844)	(905,799)	(891,876)	(877,953)	(864,031)	(850,108)	(836,185)	
	100,000	(963,415)	(935,570)	(921,647)	(907,724)	(893,802)	(879,879)	(865,956)	
	125,000	(993,186)	(965,341)	(951,418)	(937,495)	(923,573)	(909,650)	(895,727)	
	150,000	(1,022,957)	(995,112)	(981,189)	(967,266)	(953,344)	(939,421)	(925,498)	
	175,000	(1,052,728)	(1,024,883)	(1,010,960)	(997,038)	(983,115)	(969,192)	(955,270)	
	200,000	(1,082,499)	(1,054,654)	(1,040,731)	(1,026,809)	(1,012,886)	(998,963)	(985,041)	
	225,000	(1,112,270)	(1,084,425)	(1,070,502)	(1,056,580)	(1,042,657)	(1,028,734)	(1,014,812)	
	275,000	(1,171,813)	(1,143,967)	(1,130,045)	(1,116,122)	(1,102,199)	(1,088,277)	(1,074,354)	
		AH - % on site 35%							
		0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	50	(1,395,351)	(1,367,506)	(1,353,742)	(1,339,986)	(1,326,230)	(1,312,473)	(1,298,717)	
	55	(1,325,519)	(1,297,674)	(1,283,751)	(1,269,956)	(1,256,200)	(1,242,444)	(1,228,687)	
	60	(1,267,326)	(1,239,481)	(1,225,558)	(1,211,635)	(1,197,842)	(1,184,085)	(1,170,329)	
	65	(1,218,086)	(1,190,240)	(1,176,318)	(1,162,395)	(1,148,472)	(1,134,705)	(1,120,949)	
	70	(1,175,880)	(1,148,034)	(1,134,112)	(1,120,189)	(1,106,266)	(1,092,334)	(1,078,402)	
	75	(1,139,301)	(1,111,456)	(1,097,533)	(1,083,610)	(1,069,688)	(1,055,765)	(1,041,941)	
	80	(1,107,295)	(1,079,449)	(1,065,527)	(1,051,604)	(1,037,681)	(1,023,759)	(1,009,844)	
	85	(1,079,054)	(1,051,209)	(1,037,286)	(1,023,363)	(1,009,441)	(995,518)	(981,595)	
	90	(1,053,951)	(1,026,106)	(1,012,183)	(998,260)	(984,338)	(970,415)	(956,492)	
	95	(1,031,491)	(1,003,645)	(989,723)	(975,800)	(961,877)	(947,955)	(934,032)	
100	(1,011,276)	(983,431)	(969,508)	(955,585)	(941,663)	(927,740)	(913,817)		
		AH - % on site 35%							
		0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	95%	(816,280)	(787,443)	(773,024)	(758,606)	(744,187)	(729,768)	(715,350)	
	100%	(1,089,942)	(1,062,097)	(1,048,174)	(1,034,251)	(1,020,329)	(1,006,406)	(992,483)	
	105%	(1,364,463)	(1,337,866)	(1,324,568)	(1,311,270)	(1,297,971)	(1,284,673)	(1,320,777)	
	110%	(1,640,191)	(1,614,873)	(1,601,533)	(1,588,193)	(1,574,854)	(1,561,514)	(1,548,174)	
	115%	(3,205,033)	(3,178,615)	(3,152,197)	(3,125,779)	(3,109,361)	(3,092,943)	(3,076,525)	
	120%	(5,090,513)	(5,064,095)	(5,037,677)	(5,011,259)	(4,984,841)	(4,958,423)	(4,931,995)	
	125%	(6,975,993)	(6,949,575)	(6,923,157)	(6,896,739)	(6,870,321)	(6,843,903)	(6,817,485)	
	130%	(8,861,473)	(8,835,055)	(8,808,637)	(8,782,219)	(8,755,801)	(8,729,383)	(8,702,965)	
			AH - % on site 0%						
			0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	75%	(9,810,809)	(9,117,384)	(8,770,671)	(8,423,959)	(8,077,246)	(7,730,534)	(7,383,821)	
	80%	(7,358,366)	(6,910,185)	(6,686,094)	(6,462,004)	(6,237,914)	(6,013,823)	(5,789,733)	
	85%	(4,905,922)	(4,702,986)	(4,601,518)	(4,500,049)	(4,398,581)	(4,297,113)	(4,195,645)	
	90%	(2,453,479)	(2,495,787)	(2,516,941)	(2,538,095)	(2,559,249)	(2,580,403)	(2,601,557)	
	95%	(1,385,050)	(1,327,906)	(1,299,334)	(1,270,762)	(1,242,190)	(1,213,618)	(1,185,046)	
	100%	(1,089,942)	(1,062,097)	(1,048,174)	(1,034,251)	(1,020,329)	(1,006,406)	(992,483)	
	105%	(796,450)	(797,743)	(798,390)	(799,036)	(799,682)	(800,328)	(800,974)	
	110%	(504,196)	(534,714)	(549,974)	(565,233)	(580,492)	(595,751)	(611,010)	
	115%	(216,752)	(273,115)	(302,790)	(332,466)	(362,142)	(391,818)	(421,494)	
	120%	32,409	(43,370)	(81,260)	(119,150)	(157,039)	(195,043)	(233,053)	
	125%	280,716	180,106	129,801	79,496	29,191	(21,114)	(71,419)	
			Site Specific S106						
			-	1,500	3,000	4,500	6,000	7,500	9,000
Balance (RLV - TLV)	0	(606,251)	(679,454)	(752,759)	(826,403)	(900,048)	(973,693)	(1,047,228)	
	20	(649,728)	(722,930)	(796,498)	(870,143)	(943,787)	(1,017,542)	(1,091,297)	
	40	(693,204)	(766,592)	(840,237)	(913,882)	(987,527)	(1,061,272)	(1,135,017)	
	60	(736,687)	(810,331)	(883,976)	(957,621)	(1,031,266)	(1,104,911)	(1,178,556)	
	80	(780,426)	(854,071)	(927,715)	(1,001,373)	(1,075,028)	(1,148,683)	(1,222,328)	
	100	(824,165)	(897,810)	(971,455)	(1,045,376)	(1,119,297)	(1,193,218)	(1,267,139)	
	120	(867,904)	(941,549)	(1,015,290)	(1,089,380)	(1,163,470)	(1,237,560)	(1,311,650)	
	140	(911,644)	(985,288)	(1,059,294)	(1,133,383)	(1,207,473)	(1,281,563)	(1,355,653)	
	160	(955,383)	(1,029,207)	(1,103,297)	(1,177,387)	(1,251,477)	(1,325,567)	(1,400,000)	
	180	(999,122)	(1,073,211)	(1,147,301)	(1,221,391)	(1,295,481)	(1,369,571)	(1,443,661)	
	200	(1,043,124)	(1,117,214)	(1,191,304)	(1,265,394)	(1,339,484)	(1,413,574)	(1,487,664)	
	220	(1,087,128)	(1,161,218)	(1,235,308)	(1,309,398)	(1,383,488)	(1,457,578)	(1,531,668)	
	240	(1,131,132)	(1,205,222)	(1,279,312)	(1,353,402)	(1,427,492)	(1,501,582)	(1,575,672)	
	260	(1,175,135)	(1,249,225)	(1,323,315)	(1,397,405)	(1,471,495)	(1,545,585)	(1,619,675)	
	280	(1,219,139)	(1,293,229)	(1,367,319)	(1,441,409)	(1,515,499)	(1,589,589)	(1,663,679)	
	300	(1,263,143)	(1,337,233)	(1,411,323)	(1,485,413)	(1,559,503)	(1,633,593)	(1,707,683)	
	320	(1,307,147)	(1,381,237)	(1,455,327)	(1,529,417)	(1,603,507)	(1,677,597)	(1,751,687)	
340	(1,351,151)	(1,425,241)	(1,499,331)	(1,573,421)	(1,647,511)	(1,721,601)	(1,795,691)		
360	(1,395,155)	(1,469,245)	(1,543,335)	(1,617,425)	(1,691,515)	(1,765,605)	(1,839,695)		
380	(1,439,159)	(1,513,249)	(1,587,339)	(1,661,429)	(1,735,519)	(1,809,609)	(1,883,699)		
400	(1,483,163)	(1,557,253)	(1,631,343)	(1,705,433)	(1,779,523)	(1,853,613)	(1,927,703)		

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Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		50 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>		<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House		3.3%	1.1	0.0%	0.0	2%	1.1		
2 bed House		20.9%	6.8	0.0%	0.0	14%	6.8		
3 bed House		40.8%	13.3	23.5%	4.1	35%	17.4		
4 bed House		35.0%	11.4	2.8%	0.5	24%	11.9		
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		0.0%	0.0	16.4%	2.9	6%	2.9		
2 bed Flat		0.0%	0.0	57.4%	10.0	20%	10.0		
Total number of units		100.0%	32.5	100.0%	17.5	100%	50.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>		
1 bed House		58.0	624		58.0		624		
2 bed House		79.0	850		79.0		850		
3 bed House		90.0	969		90.0		969		
4 bed House		110.0	1,184		110.0		1,184		
5 bed House		0.0	0		0.0		0		
1 bed Flat		50.0	538	85.0%	58.8		633		
2 bed Flat		61.0	657	85.0%	71.8		772		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>		
1 bed House		50.0	538		50.0		538		
2 bed House		70.0	753		70.0		753		
3 bed House		84.0	904		84.0		904		
4 bed House		97.0	1,044		97.0		1,044		
5 bed House		0.0	0		0.0		0		
1 bed Flat		50.0	538	85.0%	58.8		633		
2 bed Flat		61.0	657	85.0%	71.8		772		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House		62	670	0	0	62		670	
2 bed House		537	5,776	0	0	537		5,776	
3 bed House		1,193	12,846	346	3,720	1,539		16,566	
4 bed House		1,251	13,468	47	502	1,298		13,971	
5 bed House		0	0	0	0	0		0	
1 bed Flat		0	0	169	1,815	169		1,815	
2 bed Flat		0	0	721	7,759	721		7,759	
		3,043	32,760	1,282	13,797	4,325		46,556	
<i>AH % by floor area:</i>				<i>29.63% AH % by floor area due to mix</i>					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>Epsm</b>	<b>Epsf</b>	<b>total MV £ (no AH)</b>				
1 bed House		180,000	3,103	288	193,050				
2 bed House		250,000	3,165	294	1,698,125				
3 bed House		290,000	3,222	299	5,038,533				
4 bed House		350,000	3,182	296	4,149,688				
5 bed House		0	#DIV/0!	#DIV/0!	0				
1 bed Flat		160,000	3,200	297	458,640				
2 bed Flat		190,000	3,115	289	1,908,550				
					13,446,585				
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>	<b>Epsm</b>	<b>% of MV Shared ownership</b>	<b>Epsm</b>	<b>% of MV</b>	<b>Intermediate</b>	<b>Epsm</b>	<b>% of MV</b>
1 bed House		90,000	1,800	50%	126,000	2,520	144,000	2,880	80%
2 bed House		125,000	1,786	50%	175,000	2,500	200,000	2,857	80%
3 bed House		145,000	1,726	50%	203,000	2,417	232,000	2,762	80%
4 bed House		175,000	1,804	50%	245,000	2,526	250,000	2,577	71%
5 bed House		0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%
1 bed Flat		80,000	1,600	50%	112,000	2,240	128,000	2,560	80%
2 bed Flat		95,000	1,557	50%	133,000	2,180	152,000	2,492	80%



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GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	1.1	@	180,000	193,050
2 bed House	6.8	@	250,000	1,698,125
3 bed House	13.3	@	290,000	3,845,400
4 bed House	11.4	@	350,000	3,981,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	32.5			9,717,825
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	2.2	@	145,000	316,180
4 bed House	0.3	@	175,000	44,636
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	80,000	121,540
2 bed Flat	5.3	@	95,000	505,766
	9.3			988,121
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	1.0	@	203,000	209,132
4 bed House	0.1	@	245,000	29,524
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	112,000	80,390
2 bed Flat	2.5	@	133,000	334,531
	4.4			653,577
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.9	@	232,000	206,173
5 bed House	0.1	@	250,000	25,988
1 bed Flat	0.0	@	0	-
2 bed Flat	0.6	@	128,000	79,253
0.00%	2.2	@	152,000	329,797
	3.8			641,211
<b>Sub-total GDV Residential</b>	<b>49.9</b>			<b>12,000,735</b>
<i>AH on-site cost analysis:</i>			<i>£MV less £GDV</i>	<i>1,445,850</i>
	334	£ psm (total GIA sqm)	28,917	£ per unit (total units)
<b>Grant</b>	50	@	0	-
<b>Total GDV</b>				<b>12,000,735</b>

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DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL	3,043 sqm		143.29 £ psm		(436,098)
	CIL analysis:	3.63% % of GDV	8,722 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	50 units @	1,500 per unit	(75,000)	(75,000)
	S106 analysis:	0.62% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum	4,325 sqm (total)		0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	4.94 acres @		110,000 £ per acre (if brownfield)		(543,620)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(127,850)
	Policy LP32 - Electric charging point	1,000 per dwelling			(50,000)
	Policy SP09 - Cross-boundary mitigate	121.89 per dwelling			(6,095)
	Policy LP18 - Biodiversity & Geodiversity	42,545 per gross hectare			(106,363)
	Policy LP25 - Sustainable Construction	3,500 per dwelling			(175,000)
	total	4.94 acres @	0 per acre	(465,307)	-
	Infra. Costs analysis:	3.88% % of GDV	9,306 £ per unit (total units)		
1 bed House	62 sqm @		1,155 psm		(71,847)
2 bed House	537 sqm @		1,155 psm		(619,782)
3 bed House	1,539 sqm @		1,155 psm		(1,777,542)
4 bed House	1,298 sqm @		1,155 psm		(1,499,111)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	169 sqm @		1,298 psm		(218,528)
2 bed Flat	4,325 721 sqm @		1,298 psm		(934,256)
External works	5,121,065 @		15.0% 15,363 £ per unit		(768,160)
M4(2) Category 2 Housing	50% of All units	50 units @	521 £ per dwelling		(13,025)
M4(3) Category 3 Housing	0% of All units	50 units @	10,307 £ per dwelling		-
Water efficiency - Policy LP25 - Sustainable Construction and Design		50 units @	9 £ per dwelling		(450)
Contingency	6,911,627 @		5.0%		(345,581)
Professional Fees	6,911,627 @		10.0%		(691,163)
<b>Disposal Costs -</b>					
Marketing and Promotion	9,717,825 OMS @		1.50%		(145,767)
Residential Sales Agent Costs	9,717,825 OMS @		1.50%		(145,767)
Residential Sales Legal Costs	9,717,825 OMS @		0.50%		(48,589)
Interest (on Development Costs) -	7.50% APR		0.604% pcm		(327,562)
<b>Developers Profit -</b>					
Margin on AH	1,641,698		6.00% on AH values		(98,502)
Profit on GDV	9,717,825		20.00%		(1,943,565)
	9,206,404		21.11% on costs	(1,943,565)	
	11,359,523		17.98% blended	(2,042,067)	
<b>TOTAL COSTS</b>					<b>(11,248,471)</b>

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				752,263
SDLT	752,263 @	5.0% (slabbed)		(27,113)
Acquisition Agent fees	752,263 @	1.0%		(7,523)
Acquisition Legal fees	752,263 @	0.5%		(3,761)
Interest on Land	752,263 @	7.5%		(56,420)
Residual Land Value				<b>657,447</b>
<i>RLV analysis:</i>	13,149 £ per plot	328,723 £ per ha	133,032 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	25.0 dp net ha			
Site Area (Resi)	2.00 net ha	4.94 net acres		
<i>Density analysis:</i>	2,163 sqm/ha	9,421 sqft/ac		
Threshold Land Value	20,386 £ per plot	509,644 £ per net ha	206,250 £ per net acre	<b>1,019,288</b>
	80%	Gross to net	2.50 Gross hectares	

BALANCE			
Surplus/(Deficit)	(180,920) £ per ha	(73,218) £ per acre	<b>(361,841)</b>

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Scheme Ref: J  
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SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	(361,841)	0%	10%	15%	20%	25%	30%	35%
CIL Epsm 143.29	0	1,230,908	898,176	731,585	564,994	398,403	231,813	65,222
	20	1,139,957	815,915	653,895	491,874	329,853	167,832	5,812
	40	1,048,557	733,655	576,204	418,754	261,303	103,852	(53,599)
	60	957,156	651,395	498,514	345,633	192,753	39,872	(113,009)
	80	865,756	569,134	420,824	272,513	124,202	(24,108)	(172,701)
	100	774,355	486,874	343,133	199,393	55,652	(88,384)	(232,470)
	120	682,955	404,614	265,443	126,227	(13,262)	(152,751)	(292,240)
	140	591,555	322,353	187,556	52,665	(82,227)	(217,118)	(352,009)
	160	500,154	239,689	109,396	(20,898)	(151,191)	(281,485)	(411,778)
	180	408,324	156,932	31,236	(94,460)	(220,156)	(345,852)	(471,548)
	200	316,371	74,174	(46,924)	(168,022)	(289,120)	(410,210)	(531,317)
	220	224,418	(8,583)	(125,084)	(241,585)	(358,085)	(474,586)	(591,240)
	240	132,465	(91,341)	(203,244)	(315,147)	(427,050)	(539,110)	(651,371)
	260	40,512	(174,098)	(281,404)	(388,709)	(496,231)	(603,866)	(711,501)
	280	(51,441)	(256,856)	(359,592)	(462,602)	(565,612)	(668,622)	(771,632)
	300	(143,394)	(339,840)	(438,225)	(536,609)	(634,994)	(733,378)	(831,763)
	320	(235,580)	(423,098)	(516,857)	(610,616)	(704,375)	(798,134)	(891,893)
	340	(328,089)	(506,356)	(595,489)	(684,623)	(773,757)	(862,890)	(952,024)
	360	(420,597)	(589,614)	(674,122)	(758,630)	(843,138)	(927,646)	(1,012,749)
	380	(513,106)	(672,871)	(752,754)	(832,637)	(912,520)	(992,437)	(1,083,091)
400	(605,615)	(756,129)	(831,387)	(906,644)	(981,987)	(1,065,528)	(1,153,433)	
420	(698,123)	(839,387)	(910,019)	(980,843)	(1,058,787)	(1,141,281)	(1,223,775)	
440	(790,632)	(922,714)	(989,006)	(1,062,868)	(1,139,951)	(1,217,034)	(1,294,117)	
460	(883,199)	(1,006,475)	(1,077,771)	(1,149,443)	(1,221,115)	(1,292,787)	(1,364,459)	
480	(976,267)	(1,103,496)	(1,169,757)	(1,236,018)	(1,302,279)	(1,368,540)	(1,434,801)	
		AH - % on site 35%						
Balance (RLV - TLV)	(361,841)	0%	10%	15%	20%	25%	30%	35%
Site Specific S106 1,500	-	649,722	382,024	248,175	114,208	(19,926)	(154,061)	(288,196)
	1,500	576,519	308,822	174,698	40,564	(93,571)	(227,706)	(361,841)
	3,000	503,317	235,189	101,054	(33,081)	(167,216)	(301,351)	(435,486)
	4,500	429,814	161,544	27,409	(106,726)	(240,861)	(374,996)	(509,130)
	6,000	356,169	87,899	(46,236)	(180,371)	(314,506)	(448,640)	(582,879)
	7,500	282,524	14,254	(119,881)	(254,015)	(388,150)	(522,341)	(656,969)
	9,000	208,879	(59,390)	(193,525)	(327,660)	(461,804)	(596,431)	(731,059)
	10,500	135,234	(133,035)	(267,170)	(401,305)	(535,894)	(670,521)	(805,148)
	12,000	61,590	(206,680)	(340,815)	(475,357)	(609,984)	(744,611)	(879,238)
	13,500	(12,055)	(280,325)	(414,820)	(549,447)	(684,074)	(818,701)	(953,328)
	15,000	(85,700)	(354,283)	(488,910)	(623,537)	(758,164)	(892,791)	(1,030,605)
	16,500	(159,345)	(428,373)	(563,000)	(697,627)	(832,254)	(966,881)	(1,117,277)
	18,000	(233,209)	(502,463)	(637,090)	(771,717)	(906,344)	(1,046,592)	(1,203,949)
	19,500	(307,298)	(576,553)	(711,180)	(845,807)	(980,510)	(1,133,264)	(1,290,621)
	21,000	(381,388)	(650,643)	(785,270)	(919,897)	(1,062,579)	(1,219,936)	(1,377,293)
	22,500	(455,478)	(724,733)	(859,360)	(994,259)	(1,149,251)	(1,306,608)	(1,463,964)
	24,000	(529,568)	(798,822)	(933,470)	(1,078,566)	(1,235,923)	(1,393,280)	(1,550,843)
	25,500	(603,658)	(872,912)	(1,008,008)	(1,165,238)	(1,322,595)	(1,479,951)	(1,638,039)
	27,000	(677,748)	(947,219)	(1,094,553)	(1,251,910)	(1,409,267)	(1,566,821)	(1,725,235)
	28,500	(751,838)	(1,023,868)	(1,181,225)	(1,338,582)	(1,495,938)	(1,654,017)	(1,812,430)
30,000	(825,928)	(1,110,540)	(1,267,897)	(1,425,253)	(1,582,800)	(1,741,213)	(1,899,626)	

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Scheme Ref: J  
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		AH - % on site 35%							
Balance (RLV - TLV)		(361,841)	0%	10%	15%	20%	25%	30%	35%
		50,000	1,348,707	1,081,009	946,886	812,751	678,616	544,481	410,347
		75,000	1,225,157	957,459	823,336	689,201	555,066	420,931	286,797
TLV (per net acre)		100,000	1,101,607	833,909	699,786	565,651	431,516	297,381	163,247
206,250		125,000	978,057	710,359	576,236	442,101	307,966	173,831	39,697
		150,000	854,507	586,809	452,686	318,551	184,416	50,281	(83,853)
		175,000	730,957	463,259	329,136	195,001	60,866	(73,269)	(207,403)
		200,000	607,407	339,709	205,586	71,451	(62,684)	(196,819)	(330,953)
		225,000	483,857	216,159	82,036	(52,099)	(186,234)	(320,369)	(454,503)
		250,000	360,307	92,609	(41,514)	(175,649)	(309,784)	(443,919)	(578,053)
		275,000	236,757	(30,941)	(165,064)	(299,199)	(433,334)	(567,469)	(701,603)

		AH - % on site 35%							
Balance (RLV - TLV)		(361,841)	0%	10%	15%	20%	25%	30%	35%
		5	(6,623,280)	(6,942,708)	(7,103,035)	(7,264,295)	(7,590,357)	(9,583,987)	(11,577,617)
		10	(2,034,142)	(2,303,396)	(2,438,023)	(2,579,004)	(2,736,360)	(2,893,717)	(3,051,108)
Density (dph)		15	(582,627)	(850,896)	(985,031)	(1,119,360)	(1,253,987)	(1,388,614)	(1,523,241)
25		20	142,204	(126,065)	(260,200)	(394,335)	(528,470)	(662,605)	(796,740)
		25	576,519	308,822	174,698	40,564	(93,571)	(227,706)	(361,841)
		30	865,730	598,033	464,184	330,335	196,361	62,226	(71,909)
		35	1,072,310	804,612	670,763	536,914	403,065	269,217	135,186
		40	1,227,244	959,547	825,698	691,849	558,000	424,151	290,302
		45	1,347,749	1,080,051	946,202	812,353	678,505	544,656	410,807
		50	1,444,153	1,176,455	1,042,606	908,757	774,908	641,059	507,211
		55	1,523,028	1,255,331	1,121,482	987,633	853,784	719,935	586,086

		AH - % on site 35%							
Balance (RLV - TLV)		(361,841)	0%	10%	15%	20%	25%	30%	35%
		95%	907,304	634,592	498,236	361,880	225,524	89,168	(47,188)
		100%	576,519	308,822	174,698	40,564	(93,571)	(227,706)	(361,841)
Build rate (Epsm)		105%	244,319	(18,906)	(150,519)	(282,131)	(413,744)	(545,552)	(677,642)
		110%	(88,466)	(346,915)	(476,467)	(606,019)	(735,571)	(865,123)	(994,674)
		115%	(422,608)	(676,636)	(803,650)	(930,665)	(1,066,270)	(1,214,721)	(1,363,172)
		120%	(757,404)	(1,006,932)	(1,152,113)	(1,297,595)	(1,443,078)	(1,588,891)	(1,735,358)
		125%	(1,107,317)	(1,392,344)	(1,534,858)	(1,678,030)	(1,821,510)	(1,964,991)	(2,108,958)
		130%	(1,498,968)	(1,779,114)	(1,919,608)	(2,060,102)	(2,200,954)	(2,342,640)	(2,484,327)

		AH - % on site 0%							
Balance (RLV - TLV)		(361,841)	0%	10%	15%	20%	25%	30%	35%
		75%	(2,146,529)	(2,162,715)	(2,170,809)	(2,178,902)	(2,186,995)	(2,195,089)	(2,203,314)
		80%	(1,543,663)	(1,619,524)	(1,657,455)	(1,695,386)	(1,733,317)	(1,771,247)	(1,809,178)
Cahnges in sales values (E)		85%	(953,820)	(1,080,004)	(1,147,570)	(1,215,136)	(1,282,703)	(1,350,269)	(1,417,835)
		90%	(441,712)	(608,617)	(692,069)	(775,522)	(858,974)	(942,427)	(1,028,743)
		95%	68,187	(149,191)	(257,880)	(366,569)	(475,258)	(584,204)	(693,244)
		100%	576,519	308,822	174,698	40,564	(93,571)	(227,706)	(361,841)
		105%	1,082,824	764,496	605,332	446,168	287,004	127,840	(31,324)
		110%	1,587,832	1,219,514	1,035,354	851,195	666,733	482,253	297,774
		115%	2,091,745	1,673,036	1,463,681	1,254,326	1,044,971	835,616	626,261
		120%	2,594,494	2,126,017	1,891,778	1,657,456	1,422,906	1,188,355	953,805
		125%	3,096,234	2,577,582	2,318,257	2,058,931	1,799,606	1,540,280	1,280,954

		Site Specific S106							£1,500	
Balance (RLV - TLV)		(361,841)	-	1,500	3,000	4,500	6,000	7,500	9,000	
		0	138,424	65,222	(7,980)	(81,183)	(154,558)	(228,202)	(301,847)	
		20	79,014	5,812	(67,391)	(140,682)	(214,327)	(287,972)	(361,617)	
		40	19,604	(53,599)	(126,807)	(200,452)	(274,096)	(347,741)	(421,386)	
		60	(39,807)	(113,009)	(186,576)	(260,221)	(333,866)	(407,511)	(481,155)	
		80	(99,217)	(172,701)	(246,346)	(319,990)	(393,635)	(467,280)	(540,925)	
CIL Epsm		100	(158,825)	(232,470)	(306,115)	(379,760)	(453,404)	(527,049)	(600,906)	
143.29		120	(218,595)	(292,240)	(365,884)	(439,529)	(513,174)	(586,946)	(661,036)	
		140	(278,364)	(352,009)	(425,654)	(499,298)	(572,943)	(646,707)	(721,167)	
		160	(338,133)	(411,778)	(485,423)	(559,068)	(633,118)	(707,208)	(781,298)	
		180	(397,903)	(471,548)	(545,192)	(619,159)	(693,248)	(767,338)	(841,428)	
		200	(457,672)	(531,317)	(605,199)	(679,289)	(753,379)	(827,469)	(901,559)	
		220	(517,442)	(591,240)	(665,330)	(739,420)	(813,510)	(887,600)	(961,690)	
		240	(577,211)	(651,371)	(725,461)	(799,550)	(873,640)	(947,730)	(1,024,056)	
		260	(637,411)	(711,501)	(785,591)	(859,681)	(933,771)	(1,007,875)	(1,094,398)	
		280	(697,542)	(771,632)	(845,722)	(919,812)	(993,902)	(1,078,069)	(1,164,741)	
		300	(757,673)	(831,763)	(905,853)	(979,942)	(1,061,739)	(1,148,411)	(1,235,083)	
		320	(817,803)	(891,893)	(965,983)	(1,045,409)	(1,132,081)	(1,218,753)	(1,305,425)	
		340	(877,934)	(952,024)	(1,029,079)	(1,115,751)	(1,202,423)	(1,289,095)	(1,375,767)	
		360	(938,065)	(1,012,749)	(1,099,421)	(1,186,093)	(1,272,765)	(1,359,437)	(1,446,109)	
		380	(998,195)	(1,083,091)	(1,169,763)	(1,256,435)	(1,343,107)	(1,429,779)	(1,516,451)	
		400	(1,066,761)	(1,153,433)	(1,240,105)	(1,326,777)	(1,413,449)	(1,500,121)	(1,587,218)	

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **K**  
 Title: **50 No. Units (flats)**  
 Notes: **Brownfield allocation**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				50 Units					
AH Policy requirement (% Target)				35%					
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing				65%					
				100%					
CIL Rate (£ psm)				143.29		£ psm			
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0		23.5%	4.1	8%	4.1		
4 bed House	0.0%	0.0		2.8%	0.5	1%	0.5		
5 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
1 bed Flat	25.0%	8.1		16.4%	2.9	22%	11.0		
2 bed Flat	75.0%	24.4		57.4%	10.0	69%	34.4		
Total number of units	100.0%	32.5		100.0%	17.5	100%	50.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	58.0	624		%		58.0	624		
2 bed House	79.0	850				79.0	850		
3 bed House	90.0	969				90.0	969		
4 bed House	110.0	1,184				110.0	1,184		
5 bed House	0.0	0				0.0	0		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	61.0	657		85.0%		71.8	772		
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	50.0	538		%		50.0	538		
2 bed House	70.0	753				70.0	753		
3 bed House	84.0	904				84.0	904		
4 bed House	97.0	1,044				97.0	1,044		
5 bed House	0.0	0				0.0	0		
1 bed Flat	50.0	538		85.0%		58.8	633		
2 bed Flat	61.0	657		85.0%		71.8	772		
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	0	0		0	0	0	0		
3 bed House	0	0		346	3,720	346	3,720		
4 bed House	0	0		47	502	47	502		
5 bed House	0	0		0	0	0	0		
1 bed Flat	478	5,145		169	1,815	647	6,960		
2 bed Flat	1,749	18,829		721	7,759	2,470	26,588		
	2,227	23,973		1,282	13,797	3,509	37,770		
AH % by floor area:				36.53% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£psm	£pof			total MV £ (no AH)			
1 bed House	180,000	3,103	288			0			
2 bed House	250,000	3,165	294			0			
3 bed House	290,000	3,222	299			1,193,133			
4 bed House	350,000	3,182	296			168,438			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			1,758,640			
2 bed Flat	190,000	3,115	289			6,539,800			
						9,660,010			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	£psm	% of MV Shared ownership	£psm	% of MV	Intermediate	£psm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

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Scheme Ref: K  
 Title: 50 No. Units (flats)  
 Notes: Brownfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	180,000	-
2 bed House	0.0	@	250,000	-
3 bed House	0.0	@	290,000	-
4 bed House	0.0	@	350,000	-
5 bed House	0.0	@	0	-
1 bed Flat	8.1	@	160,000	1,300,000
2 bed Flat	24.4	@	190,000	4,631,250
	32.5			5,931,250
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	2.2	@	145,000	316,180
4 bed House	0.3	@	175,000	44,636
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	80,000	121,540
2 bed Flat	5.3	@	95,000	505,766
	9.3			988,121
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	1.0	@	203,000	209,132
4 bed House	0.1	@	245,000	29,524
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	112,000	80,390
2 bed Flat	2.5	@	133,000	334,531
	4.4			653,577
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.9	@	232,000	206,173
5 bed House	0.1	@	250,000	25,988
1 bed Flat	0.0	@	0	-
2 bed Flat	0.6	@	128,000	79,253
0.00%	2.2	@	152,000	329,797
	3.8			641,211
<b>Sub-total GDV Residential</b>	<b>49.9</b>			<b>8,214,160</b>
<i>AH on-site cost analysis:</i>				<i>EMV less £GDV 1,445,850</i>
	412	£ psm (total GIA sqm)		28,917
				£ per unit (total units)
<b>Grant</b>	50	@	0	-
<b>Total GDV</b>				<b>8,214,160</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **K**  
 Title: **50 No. Units (flats)**  
 Notes: **Brownfield allocation**

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(60,000)
Statutory Planning Fees (Residential)				(19,250)
CIL	2,227 sqm	143.29 £ psm		(319,136)
	3.89% % of GDV	6,383 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	50 units @	1,500 per unit	(75,000)
		0.91% % of GDV	1,500 £ per unit (total units)	
AH Commuted Sum	3,509 sqm (total)		0 £ psm	-
		0.00% % of GDV		
Comm. Sum analysis:				
<b>Construction Costs -</b>				
Site Clearance and Demolition	1.39 acres @		110,000 £ per acre (if brownfield)	(152,702)
Infrastructure costs -				
	Policy SP10 - Climate Change	2,557 per dwelling		(127,850)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(50,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(6,095)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(29,877)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(175,000)
	total	1.39 acres @	0 per acre	(388,822)
		4.73% % of GDV	7,776 £ per unit (total units)	
Infra. Costs analysis:				
1 bed House	-	sqm @	1,155 psm	-
2 bed House	-	sqm @	1,155 psm	-
3 bed House	346	sqm @	1,155 psm	(399,165)
4 bed House	47	sqm @	1,155 psm	(53,917)
5 bed House	-	sqm @	1,155 psm	-
1 bed Flat	647	sqm @	1,296 psm	(837,940)
2 bed Flat	3,509	2,470 sqm @	1,296 psm	(3,201,303)
External works	4,492,325 @		15.0% 13,477 £per unit	(673,849)
M4(2) Category 2 Housing	50% of All units	50 units @	521 £ per dwelling	(13,025)
M4(3) Category 3 Housing	0% of All units	50 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		50 units @	9 £ per dwelling	(450)
Contingency	5,721,172 @		5.0%	(286,059)
<b>Professional Fees</b>	5,721,172 @		10.0%	(572,117)
<b>Disposal Costs -</b>				
Marketing and Promotion	5,931,250 OMS @		1.50%	(88,969)
Residential Sales Agent Costs	5,931,250 OMS @		1.50%	(88,969)
Residential Sales Legal Costs	5,931,250 OMS @		0.50%	(29,656)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(594,186)
<b>Developers Profit -</b>				
Margin on AH	1,641,698		6.00% on AH values	(98,502)
Profit on GDV	5,931,250		20.00%	(1,186,250)
	7,572,948		15.10% on costs	(1,186,250)
			16.97% blended	(1,284,752)
<b>TOTAL COSTS</b>				<b>(9,139,266)</b>



## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: K  
 Title: 50 No. Units (flats)  
 Notes: Brownfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(925,106)
SDLT	- @		5.0% (slabbed)	10,500
Acquisition Agent fees	- @		1.0%	-
Acquisition Legal fees	- @		0.5%	-
Interest on Land	- @		7.5%	-
Residual Land Value				<b>(914,606)</b>
<i>RLV analysis:</i>				
	(18,292) £ per plot	(1,627,999) £ per ha	(658,842) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		89.0	dp net ha	
Site Area (Resi)		0.56	net ha	1.39 net acres
<i>Density analysis:</i>				
		6,246	sqm/ha	27,208 sqft/ac
Threshold Land Value	5,726 £ per plot	509,644	£ per net ha	206,250 £ per net acre
		80%	Gross to net	0.70 Gross hectares
				<b>286,317</b>

BALANCE				
Surplus/(Deficit)		(2,137,642) £ per ha	(865,092) £ per acre	<b>(1,200,923)</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **K**  
 Title: **50 No. Units (flats)**  
 Notes: **Brownfield allocation**

SENSITIVITY ANALYSIS		AH - % on site 35%											
			0%	10%	15%	20%	25%	30%	35%				
CIL Epsm 143.29	Balance (RLV - TLV)	(1,200,923)											
		0	(722,316)	(747,302)	(759,794)	(772,287)	(784,780)	(797,273)	(809,765)				
		20	(805,925)	(822,549)	(830,862)	(839,174)	(847,486)	(855,799)	(864,111)				
		40	(889,533)	(897,797)	(901,929)	(906,061)	(910,193)	(914,325)	(918,457)				
		60	(973,142)	(973,045)	(972,966)	(972,948)	(973,010)	(973,121)	(973,233)				
		80	(1,056,750)	(1,048,379)	(1,044,284)	(1,040,190)	(1,036,096)	(1,032,001)	(1,027,907)				
		100	(1,140,882)	(1,124,081)	(1,115,781)	(1,107,481)	(1,099,181)	(1,090,881)	(1,082,581)				
		120	(1,224,795)	(1,199,784)	(1,187,278)	(1,174,772)	(1,162,266)	(1,149,761)	(1,137,255)				
		140	(1,308,909)	(1,275,486)	(1,258,775)	(1,242,063)	(1,225,352)	(1,208,640)	(1,191,929)				
		160	(1,393,023)	(1,351,189)	(1,330,272)	(1,309,354)	(1,288,437)	(1,267,520)	(1,246,603)				
		180	(1,477,137)	(1,426,891)	(1,401,768)	(1,376,646)	(1,351,524)	(1,326,401)	(1,301,278)				
		200	(1,561,251)	(1,502,669)	(1,473,476)	(1,444,284)	(1,415,091)	(1,385,898)	(1,356,705)				
		220	(1,645,365)	(1,578,829)	(1,545,405)	(1,511,981)	(1,478,558)	(1,445,134)	(1,411,710)				
		240	(1,730,298)	(1,654,989)	(1,617,334)	(1,579,679)	(1,542,025)	(1,504,370)	(1,466,715)				
		260	(1,814,921)	(1,731,149)	(1,689,263)	(1,647,377)	(1,605,491)	(1,563,605)	(1,521,719)				
		280	(1,899,543)	(1,807,309)	(1,761,192)	(1,715,075)	(1,668,958)	(1,622,841)	(1,576,724)				
		300	(1,984,165)	(1,883,469)	(1,833,121)	(1,782,773)	(1,732,425)	(1,682,077)	(1,631,729)				
		320	(2,068,788)	(2,036,513)	(2,113,872)	(2,191,230)	(2,268,589)	(2,345,947)	(2,423,306)				
		340	(2,460,461)	(2,557,311)	(2,605,737)	(2,654,162)	(2,702,587)	(2,751,012)	(2,799,438)				
		360	(3,039,125)	(3,078,109)	(3,097,601)	(3,117,093)	(3,136,585)	(3,156,077)	(3,175,569)				
		380	(3,617,789)	(3,598,907)	(3,589,466)	(3,580,025)	(3,570,584)	(3,561,142)	(3,551,701)				
	400	(4,196,454)	(4,119,705)	(4,081,331)	(4,042,956)	(4,004,582)	(3,966,207)	(3,927,833)					
	420	(4,775,118)	(4,640,503)	(4,573,195)	(4,505,888)	(4,438,580)	(4,371,272)	(4,303,965)					
	440	(5,353,782)	(5,161,301)	(5,065,060)	(4,968,819)	(4,872,578)	(4,776,337)	(4,680,097)					
	460	(5,932,447)	(5,682,099)	(5,556,925)	(5,431,751)	(5,306,577)	(5,181,402)	(5,056,228)					
	480	(6,511,111)	(6,202,896)	(6,048,789)	(5,894,682)	(5,740,575)	(5,586,468)	(5,432,360)					
Site Specific S106 1,500	Balance (RLV - TLV)	(1,200,923)											
		-	(1,230,690)	(1,195,883)	(1,178,480)	(1,161,077)	(1,143,673)	(1,126,270)	(1,108,867)				
		1,500	(1,322,746)	(1,287,939)	(1,270,536)	(1,253,133)	(1,235,729)	(1,218,326)	(1,200,923)				
		3,000	(1,414,802)	(1,379,995)	(1,362,592)	(1,345,189)	(1,327,785)	(1,310,382)	(1,292,979)				
		4,500	(1,506,858)	(1,472,051)	(1,454,746)	(1,437,551)	(1,420,356)	(1,403,161)	(1,385,965)				
		6,000	(1,598,944)	(1,564,554)	(1,547,359)	(1,530,164)	(1,512,968)	(1,495,773)	(1,478,578)				
		7,500	(1,691,557)	(1,657,166)	(1,639,971)	(1,622,776)	(1,605,581)	(1,588,386)	(1,571,191)				
		9,000	(1,784,169)	(1,749,779)	(1,732,584)	(1,715,388)	(1,698,193)	(1,680,998)	(1,663,803)				
		10,500	(1,876,782)	(1,842,391)	(1,825,196)	(1,807,912)	(1,790,717)	(1,773,522)	(1,756,327)				
		12,000	(1,969,394)	(1,935,004)	(1,917,809)	(1,900,614)	(1,883,419)	(1,866,224)	(1,849,029)				
		13,500	(2,062,007)	(2,027,617)	(2,010,422)	(1,993,227)	(1,976,032)	(1,958,837)	(1,941,642)				
		15,000	(2,468,727)	(2,434,337)	(2,417,142)	(2,400,011)	(2,382,880)	(2,365,749)	(2,348,618)				
		16,500	(3,102,029)	(3,067,639)	(3,050,444)	(3,033,249)	(3,016,054)	(2,998,859)	(2,981,664)				
		18,000	(3,735,332)	(3,690,942)	(3,673,747)	(3,656,552)	(3,639,357)	(3,622,162)	(3,604,967)				
		19,500	(4,368,634)	(4,324,244)	(4,307,049)	(4,290,011)	(4,272,973)	(4,255,935)	(4,238,897)				
		21,000	(5,001,936)	(4,957,546)	(4,940,351)	(4,923,313)	(4,906,275)	(4,889,237)	(4,872,199)				
		22,500	(5,635,238)	(5,590,848)	(5,573,653)	(5,556,615)	(5,539,577)	(5,522,539)	(5,505,501)				
		24,000	(6,268,540)	(6,224,150)	(6,206,955)	(6,190,017)	(6,173,079)	(6,156,141)	(6,139,203)				
		25,500	(6,901,842)	(6,857,452)	(6,840,257)	(6,823,319)	(6,806,381)	(6,789,443)	(6,772,505)				
		27,000	(7,535,144)	(7,490,754)	(7,473,559)	(7,456,621)	(7,439,683)	(7,422,745)	(7,405,807)				
		28,500	(8,168,447)	(8,124,057)	(8,106,862)	(8,090,024)	(8,073,186)	(8,056,348)	(8,039,510)				
	30,000	(8,801,749)	(8,757,359)	(8,740,164)	(8,723,326)	(8,706,488)	(8,689,650)	(8,672,812)					

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Scheme Ref: **K**  
 Title: **50 No. Units (flats)**  
 Notes: **Brownfield allocation**

Balance (RLV - TLV)	(1,200,923)	AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
50,000		(1,105,839)	(1,071,033)	(1,053,629)	(1,036,226)	(1,018,823)	(1,001,419)	(984,016)
75,000		(1,140,544)	(1,105,738)	(1,088,335)	(1,070,931)	(1,053,528)	(1,036,125)	(1,018,721)
100,000		(1,175,250)	(1,140,443)	(1,123,040)	(1,105,636)	(1,088,233)	(1,070,830)	(1,053,426)
125,000		(1,209,955)	(1,175,148)	(1,157,745)	(1,140,341)	(1,122,938)	(1,105,535)	(1,088,131)
150,000		(1,244,660)	(1,209,853)	(1,192,450)	(1,175,046)	(1,157,643)	(1,140,240)	(1,122,836)
175,000		(1,279,365)	(1,244,558)	(1,227,155)	(1,209,751)	(1,192,348)	(1,174,945)	(1,157,541)
200,000		(1,314,070)	(1,279,263)	(1,261,860)	(1,244,456)	(1,227,053)	(1,209,650)	(1,192,246)
225,000		(1,348,775)	(1,313,968)	(1,296,565)	(1,279,162)	(1,261,758)	(1,244,355)	(1,226,952)
250,000		(1,383,480)	(1,348,673)	(1,331,270)	(1,313,867)	(1,296,463)	(1,279,060)	(1,261,657)
275,000		(1,418,185)	(1,383,378)	(1,365,975)	(1,348,572)	(1,331,168)	(1,313,765)	(1,296,362)

Balance (RLV - TLV)	(1,200,923)	AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
50		(1,743,502)	(1,708,695)	(1,691,471)	(1,674,276)	(1,657,080)	(1,639,885)	(1,622,690)
55		(1,656,212)	(1,621,406)	(1,604,002)	(1,586,738)	(1,569,543)	(1,552,348)	(1,535,153)
60		(1,583,471)	(1,548,664)	(1,531,261)	(1,513,858)	(1,496,595)	(1,479,400)	(1,462,205)
65		(1,521,920)	(1,487,114)	(1,469,710)	(1,452,307)	(1,434,904)	(1,417,675)	(1,400,480)
70		(1,469,163)	(1,434,356)	(1,416,953)	(1,399,550)	(1,382,146)	(1,364,743)	(1,347,373)
75		(1,423,440)	(1,388,633)	(1,371,230)	(1,353,826)	(1,336,423)	(1,319,020)	(1,301,720)
80		(1,383,432)	(1,348,625)	(1,331,222)	(1,313,819)	(1,296,415)	(1,279,012)	(1,261,609)
85		(1,348,131)	(1,313,324)	(1,295,921)	(1,278,518)	(1,261,114)	(1,243,711)	(1,226,308)
90		(1,316,752)	(1,281,946)	(1,264,542)	(1,247,139)	(1,229,736)	(1,212,332)	(1,194,929)
95		(1,288,677)	(1,253,870)	(1,236,467)	(1,219,063)	(1,201,660)	(1,184,257)	(1,166,853)
100		(1,263,409)	(1,228,602)	(1,211,199)	(1,193,795)	(1,176,392)	(1,158,989)	(1,141,585)

Balance (RLV - TLV)	(1,200,923)	AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
95%		(980,799)	(944,752)	(926,729)	(908,705)	(890,682)	(872,659)	(854,635)
100%		(1,322,746)	(1,287,939)	(1,270,536)	(1,253,133)	(1,235,729)	(1,218,326)	(1,200,923)
105%		(1,665,767)	(1,632,521)	(1,615,898)	(1,599,275)	(1,582,652)	(1,566,029)	(1,549,406)
110%		(2,010,426)	(2,164,359)	(2,505,185)	(2,846,010)	(3,186,835)	(3,527,661)	(3,868,486)
115%		(3,839,559)	(4,529,037)	(4,873,776)	(5,218,515)	(5,563,254)	(5,907,993)	(6,252,732)
120%		(6,196,409)	(6,893,715)	(7,242,367)	(7,591,020)	(7,939,673)	(8,288,326)	(8,636,979)
125%		(8,553,260)	(9,258,392)	(9,610,959)	(9,963,525)	(10,316,092)	(10,668,658)	(11,021,225)
130%		(10,910,110)	(11,623,070)	(11,979,550)	(12,336,031)	(12,692,511)	(13,048,991)	(13,405,471)

Balance (RLV - TLV)	(1,200,923)	AH - % on site 0%						
		0%	10%	15%	20%	25%	30%	35%
75%		(12,096,779)	(11,229,998)	(10,796,607)	(10,363,217)	(9,929,826)	(9,496,435)	(9,063,045)
80%		(9,031,225)	(8,470,999)	(8,190,886)	(7,910,773)	(7,630,660)	(7,350,547)	(7,070,434)
85%		(5,965,671)	(5,712,000)	(5,585,165)	(5,458,330)	(5,331,495)	(5,204,659)	(5,077,824)
90%		(2,900,117)	(2,953,001)	(2,979,444)	(3,005,886)	(3,032,329)	(3,058,771)	(3,085,214)
95%		(1,691,500)	(1,620,070)	(1,584,355)	(1,548,640)	(1,512,926)	(1,477,211)	(1,441,496)
100%		(1,322,746)	(1,287,939)	(1,270,536)	(1,253,133)	(1,235,729)	(1,218,326)	(1,200,923)
105%		(956,011)	(957,627)	(958,435)	(959,243)	(960,051)	(960,858)	(961,671)
110%		(590,812)	(628,841)	(647,915)	(666,989)	(686,063)	(705,137)	(724,211)
115%		(234,506)	(301,971)	(339,065)	(376,160)	(413,255)	(450,350)	(487,445)
120%		76,834	(17,890)	(65,252)	(112,614)	(159,976)	(207,371)	(254,882)
125%		387,218	261,455	198,574	135,693	72,812	9,930	(52,951)

Balance (RLV - TLV)	(1,200,923)	Site Specific S106						
		-	1,500	3,000	4,500	6,000	7,500	9,000
0		(718,263)	(809,765)	(901,268)	(993,323)	(1,085,379)	(1,177,435)	(1,269,723)
20		(772,608)	(864,111)	(955,941)	(1,047,997)	(1,140,053)	(1,232,115)	(1,324,727)
40		(826,954)	(918,559)	(1,010,615)	(1,102,671)	(1,194,727)	(1,287,119)	(1,379,732)
60		(881,299)	(973,233)	(1,065,289)	(1,157,345)	(1,249,512)	(1,342,124)	(1,434,736)
80		(935,851)	(1,027,907)	(1,119,963)	(1,212,019)	(1,304,516)	(1,397,129)	(1,489,741)
100		(990,525)	(1,082,581)	(1,174,637)	(1,266,908)	(1,359,521)	(1,452,133)	(1,544,745)
120		(1,045,199)	(1,137,255)	(1,229,311)	(1,321,913)	(1,414,525)	(1,507,138)	(1,628,499)
140		(1,099,873)	(1,191,929)	(1,284,305)	(1,376,917)	(1,469,530)	(1,571,328)	(2,204,630)
160		(1,154,547)	(1,246,697)	(1,339,309)	(1,431,922)	(1,524,534)	(1,617,146)	(2,580,762)
180		(1,209,221)	(1,301,701)	(1,394,314)	(1,486,926)	(1,690,290)	(2,323,592)	(2,956,894)
200		(1,264,093)	(1,356,706)	(1,449,318)	(1,541,931)	(2,066,421)	(2,699,724)	(3,333,026)
220		(1,319,098)	(1,411,710)	(1,504,323)	(1,809,251)	(2,442,553)	(3,075,855)	(3,709,158)
240		(1,374,103)	(1,466,715)	(1,559,327)	(2,185,383)	(2,818,685)	(3,451,987)	(4,085,289)
260		(1,429,107)	(1,521,719)	(1,928,213)	(2,561,515)	(3,194,817)	(3,828,119)	(4,461,421)
280		(1,484,112)	(1,671,042)	(2,304,344)	(2,937,647)	(3,570,949)	(4,204,251)	(4,837,553)
300		(1,539,116)	(2,047,174)	(2,680,476)	(3,313,778)	(3,947,080)	(4,580,383)	(5,213,685)
320		(1,790,004)	(2,423,306)	(3,056,608)	(3,689,910)	(4,323,212)	(4,956,514)	(5,589,817)
340		(2,166,135)	(2,799,438)	(3,432,740)	(4,066,042)	(4,699,344)	(5,332,646)	(5,965,948)
360		(2,542,267)	(3,175,569)	(3,808,872)	(4,442,174)	(5,075,476)	(5,708,778)	(6,342,080)
380		(2,918,399)	(3,551,701)	(4,185,003)	(4,818,306)	(5,451,608)	(6,084,910)	(6,718,212)
400		(3,294,531)	(3,927,833)	(4,561,135)	(5,194,437)	(5,827,739)	(6,461,042)	(7,094,344)

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		70 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>		<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House		3.3%	1.5	0.0%	0.0	2%	1.5		
2 bed House		20.9%	9.5	0.0%	0.0	14%	9.5		
3 bed House		40.8%	18.6	23.5%	5.8	35%	24.3		
4 bed House		35.0%	15.9	2.8%	0.7	24%	16.6		
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		0.0%	0.0	16.4%	4.0	6%	4.0		
2 bed Flat		0.0%	0.0	57.4%	14.1	20%	14.1		
Total number of units		100.0%	45.5	100.0%	24.5	100%	70.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>					
1 bed House		58.0	624	58.0		624			
2 bed House		79.0	850	79.0		850			
3 bed House		90.0	969	90.0		969			
4 bed House		110.0	1,184	110.0		1,184			
5 bed House		0.0	0	0.0		0			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		61.0	657	85.0%	71.8	772			
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>					
1 bed House		50.0	538	50.0		538			
2 bed House		70.0	753	70.0		753			
3 bed House		84.0	904	84.0		904			
4 bed House		97.0	1,044	97.0		1,044			
5 bed House		0.0	0	0.0		0			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		61.0	657	85.0%	71.8	772			
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>Total GIA (all units) (sqm)</b>					
1 bed House		87	937	0	87	937			
2 bed House		751	8,086	0	751	8,086			
3 bed House		1,671	17,984	484	2,155	23,139			
4 bed House		1,752	18,856	65	1,817	20,673			
5 bed House		0	0	0	0	0			
1 bed Flat		0	0	236	2,541	2,541			
2 bed Flat		0	0	1,009	10,863	10,863			
		4,261	45,863	1,794	19,316	65,179			
<i>AH % by floor area:</i>		<i>29.63% AH % by floor area due to mix</i>							
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>Epsm</b>	<b>Epsf</b>	<b>total MV £ (no AH)</b>				
1 bed House		180,000	3,103	288	270,270				
2 bed House		250,000	3,165	294	2,377,375				
3 bed House		290,000	3,222	299	7,053,946				
4 bed House		350,000	3,182	296	5,809,563				
5 bed House		0	#DIV/0!	#DIV/0!	0				
1 bed Flat		160,000	3,200	297	642,096				
2 bed Flat		190,000	3,115	289	2,671,970				
					18,825,219				
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>	<b>Epsm</b>	<b>% of MV Shared ownership</b>	<b>Epsm</b>	<b>% of MV</b>	<b>Intermediate</b>	<b>Epsm</b>	<b>% of MV</b>
1 bed House		90,000	1,800	50%	126,000	70%	144,000	2,880	80%
2 bed House		125,000	1,786	50%	175,000	70%	200,000	2,857	80%
3 bed House		145,000	1,726	50%	203,000	70%	232,000	2,762	80%
4 bed House		175,000	1,804	50%	245,000	70%	250,000	2,577	71%
5 bed House		0	#DIV/0!	50%	0	70%	0	#DIV/0!	71%
1 bed Flat		80,000	1,600	50%	112,000	70%	128,000	2,560	80%
2 bed Flat		95,000	1,557	50%	133,000	70%	152,000	2,492	80%

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	1.5	@	180,000	270,270
2 bed House	9.5	@	250,000	2,377,375
3 bed House	18.6	@	290,000	5,383,560
4 bed House	15.9	@	350,000	5,573,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	45.5			13,604,955
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	3.1	@	145,000	442,652
4 bed House	0.4	@	175,000	62,490
5 bed House	0.0	@	0	-
1 bed Flat	2.1	@	80,000	170,155
2 bed Flat	7.5	@	95,000	708,072
	13.0			1,383,370
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	1.4	@	203,000	292,785
4 bed House	0.2	@	245,000	41,333
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	112,000	112,547
2 bed Flat	3.5	@	133,000	468,343
	6.1			915,008
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	1.2	@	232,000	288,643
5 bed House	0.1	@	250,000	36,383
1 bed Flat	0.0	@	0	-
2 bed Flat	0.9	@	128,000	110,954
0.00%	3.0	@	152,000	461,716
	5.3			897,696
<b>Sub-total GDV Residential</b>	<b>69.9</b>			<b>16,801,029</b>
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>
	334	£ psm (total GIA sqm)		2,024,190
				28,917 £ per unit (total units)
<b>Grant</b>	70	@	0	-
<b>Total GDV</b>				<b>16,801,029</b>

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Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(21,349)
CIL		4,261 sqm		143.29 £ psm	(610,537)
	CIL analysis:	3.63% % of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	70 units @		1,500 per unit	(105,000) (105,000)
	S106 analysis:	0.62% % of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		6,055 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		3.93 acres @		110,000 £ per acre (if brownfield)	(432,425)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(178,990)
	Policy LP32 - Electric charging point	1,000 per dwelling			(70,000)
	Policy SP09 - Cross-boundary mitigate	121.89 per dwelling			(8,532)
	Policy LP18 - Biodiversity & Geodiversity	42,545 per gross hectare			(84,607)
	Policy LP25 - Sustainable Construction	3,500 per dwelling			(245,000)
	total	3.93 acres @		0 per acre	(587,129) -
	Infra. Costs analysis:	3.49% % of GDV		8,388 £ per unit (total units)	
1 bed House		87 sqm @		1,155 psm	(100,585)
2 bed House		751 sqm @		1,155 psm	(867,694)
3 bed House		2,155 sqm @		1,155 psm	(2,488,558)
4 bed House		1,817 sqm @		1,155 psm	(2,098,755)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		236 sqm @		1,296 psm	(305,940)
2 bed Flat	6,055	1,009 sqm @		1,296 psm	(1,307,958)
External works		7,169,491 @		15.0% 15,363 £ per unit	(1,075,424)
M4(2) Category 2 Housing		50% of All units	70 units @	521 £ per dwelling	(18,235)
M4(3) Category 3 Housing		0% of All units	70 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			70 units @	9 £ per dwelling	(630)
Contingency		9,283,333 @		5.0%	(464,167)
Professional Fees		9,283,333 @		10.0%	(928,333)
<b>Disposal Costs -</b>					
Marketing and Promotion		13,604,955 OMS @		1.50%	(204,074)
Residential Sales Agent Costs		13,604,955 OMS @		1.50%	(204,074)
Residential Sales Legal Costs		13,604,955 OMS @		0.50%	(68,025)
Interest (on Development Costs) -		7.50% APR		0.604% pcm	(363,268)
<b>Developers Profit -</b>					
Margin on AH		2,298,378		6.00% on AH values	(137,903)
Profit on GDV		13,604,955		20.00%	(2,720,991)
		12,312,160		22.10% on costs	(2,720,991)
		15,903,333		17.98% blended	(2,858,894)
<b>TOTAL COSTS</b>					<b>(15,171,054)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,629,974
SDLT	1,629,974 @		5.0% (slabbed)	(70,999)
Acquisition Agent fees	1,629,974 @		1.0%	(16,300)
Acquisition Legal fees	1,629,974 @		0.5%	(8,150)
Interest on Land	1,629,974 @		7.5%	(122,248)
Residual Land Value				<b>1,412,278</b>
<i>RLV analysis:</i>	20,175 £ per plot	887,718 £ per ha	359,254 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		44.0 dp net ha		
Site Area (Resi)		1.59 net ha	3.93 net acres	
<i>Density analysis:</i>		3,806 sqm/ha	16,580 sqft/ac	
Threshold Land Value	11,583 £ per plot	509,644 £ per net ha	206,250 £ per net acre	<b>810,797</b>
		80% Gross to net	1.99 Gross hectares	

BALANCE				
Surplus/(Deficit)		378,074 £ per ha	153,004 £ per acre	<b>601,481</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	601,481	0%	10%	15%	20%	25%	30%	35%
CIL Epsm 143.29	0	2,871,023	2,397,276	2,160,168	1,923,059	1,685,951	1,448,843	1,211,735
	20	2,741,980	2,280,715	2,050,082	1,819,450	1,588,817	1,358,014	1,127,081
	40	2,612,468	2,164,154	1,939,997	1,715,643	1,491,225	1,266,807	1,042,389
	60	2,482,956	2,047,213	1,829,310	1,611,407	1,393,504	1,175,600	957,452
	80	2,352,725	1,929,948	1,718,559	1,507,171	1,295,589	1,083,918	872,248
	100	2,222,430	1,812,626	1,607,510	1,402,393	1,197,277	992,161	787,019
	120	2,091,776	1,694,651	1,496,089	1,297,527	1,098,965	900,166	701,301
	140	1,960,693	1,576,677	1,384,666	1,192,395	1,000,124	807,853	615,582
	160	1,829,605	1,458,250	1,272,573	1,086,895	901,218	715,540	529,863
	180	1,697,730	1,339,562	1,160,479	981,395	802,312	623,228	444,144
	200	1,565,855	1,220,875	1,048,385	875,895	703,405	530,915	358,425
	220	1,433,980	1,102,187	936,291	770,395	604,499	438,504	272,293
	240	1,302,105	983,500	824,197	664,787	505,210	345,633	186,056
	260	1,170,229	864,536	711,593	558,649	405,706	252,762	99,819
	280	1,037,751	745,131	598,821	452,512	306,202	159,892	13,582
	300	905,078	625,726	486,050	346,374	206,698	67,021	(72,655)
	320	772,406	506,321	373,278	240,236	107,193	(25,849)	(159,194)
	340	639,734	386,916	260,507	134,098	7,436	(119,258)	(245,952)
	360	507,062	267,391	147,371	27,350	(92,670)	(212,690)	(332,711)
	380	373,957	147,264	33,917	(79,429)	(192,776)	(306,122)	(419,469)
400	240,483	27,137	(79,536)	(186,209)	(292,881)	(399,554)	(506,227)	
420	107,009	(92,990)	(192,989)	(292,988)	(392,987)	(492,986)	(593,192)	
440	(26,465)	(213,116)	(306,442)	(399,767)	(493,235)	(586,855)	(680,474)	
460	(159,940)	(333,243)	(420,134)	(507,040)	(593,946)	(680,851)	(767,757)	
480	(293,698)	(454,081)	(534,273)	(614,465)	(694,656)	(774,848)	(863,951)	
Balance (RLV - TLV)	601,481	0%	10%	15%	20%	25%	30%	35%
Site Specific S106 1,500	-	2,044,114	1,662,254	1,471,324	1,280,394	1,089,464	898,286	707,099
	1,500	1,939,130	1,557,270	1,366,227	1,175,041	983,854	792,668	601,481
	3,000	1,834,146	1,451,795	1,260,609	1,069,422	878,236	687,049	495,863
	4,500	1,728,550	1,346,177	1,154,990	963,804	772,617	581,431	390,244
	6,000	1,622,931	1,240,558	1,049,372	858,185	666,999	475,813	284,284
	7,500	1,517,313	1,134,940	943,754	752,567	561,335	369,681	178,028
	9,000	1,411,695	1,029,322	838,135	646,732	455,079	263,425	71,771
	10,500	1,306,076	923,703	732,129	540,476	348,822	157,168	(34,486)
	12,000	1,200,458	817,527	625,873	434,219	242,565	50,911	(140,935)
	13,500	1,094,577	711,270	519,616	327,962	136,308	(55,501)	(247,835)
	15,000	988,321	605,013	413,359	221,705	29,933	(162,400)	(354,734)
	16,500	882,064	498,756	307,102	115,367	(76,966)	(269,300)	(461,633)
	18,000	775,807	392,499	200,801	8,468	(183,865)	(376,199)	(568,590)
	19,500	669,550	286,236	93,902	(98,431)	(290,764)	(483,098)	(676,136)
	21,000	563,293	179,336	(12,997)	(205,330)	(397,664)	(590,455)	(783,681)
	22,500	457,037	72,437	(119,896)	(312,229)	(504,774)	(698,000)	(906,029)
	24,000	350,205	(34,462)	(226,795)	(419,128)	(612,319)	(806,400)	(1,031,081)
	25,500	243,306	(141,361)	(333,694)	(526,638)	(719,865)	(931,453)	(1,156,819)
	27,000	136,407	(248,260)	(440,958)	(634,184)	(831,824)	(1,056,658)	(1,282,628)
	28,500	29,507	(355,277)	(548,503)	(741,729)	(956,876)	(1,182,467)	(1,408,436)
30,000	(77,392)	(462,822)	(656,048)	(857,248)	(1,082,306)	(1,308,275)	(1,534,245)	



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation

		AH - % on site 35%							
Balance (RLV - TLV)		601,481	0%	10%	15%	20%	25%	30%	35%
50,000			2,553,370	2,171,510	1,980,467	1,789,281	1,598,094	1,406,908	1,215,721
75,000			2,455,092	2,073,232	1,882,189	1,691,002	1,499,816	1,308,629	1,117,443
TLV (per net acre)		100,000	2,356,813	1,974,953	1,783,910	1,592,724	1,401,537	1,210,351	1,019,164
206,250			2,258,535	1,876,675	1,685,632	1,494,445	1,303,259	1,112,072	920,886
150,000			2,160,256	1,778,397	1,587,353	1,396,167	1,204,980	1,013,794	822,608
175,000			2,061,978	1,680,118	1,489,075	1,297,889	1,106,702	915,516	724,329
200,000			1,963,700	1,581,840	1,390,797	1,199,610	1,008,424	817,237	626,051
225,000			1,865,421	1,483,561	1,292,518	1,101,332	910,145	718,959	527,772
250,000			1,767,143	1,385,283	1,194,240	1,003,053	811,867	620,680	429,494
275,000			1,668,864	1,287,005	1,095,961	904,775	713,588	522,402	331,215

		AH - % on site 35%							
Balance (RLV - TLV)		601,481	0%	10%	15%	20%	25%	30%	35%
5			(9,320,338)	(9,780,730)	(10,012,076)	(10,245,447)	(11,163,909)	(13,886,088)	(16,608,266)
10			(2,811,998)	(3,197,295)	(3,390,521)	(3,588,101)	(3,813,003)	(4,038,973)	(4,264,942)
Density (dph)		15	(758,406)	(1,141,714)	(1,333,368)	(1,525,544)	(1,717,877)	(1,910,211)	(2,102,544)
44			266,273	(116,424)	(308,078)	(499,731)	(691,385)	(883,039)	(1,074,693)
20			879,895	497,522	306,335	115,149	(76,211)	(267,865)	(459,519)
25			1,288,976	906,603	715,416	524,230	333,043	141,857	(49,403)
30			1,581,177	1,198,804	1,007,617	816,431	625,244	434,058	242,871
35			1,800,021	1,417,954	1,226,768	1,035,581	844,395	653,208	462,022
40			1,970,043	1,588,183	1,397,218	1,206,032	1,014,845	823,659	632,472
45			2,106,060	1,724,201	1,533,271	1,342,341	1,151,205	960,019	768,832
50			2,217,347	1,835,488	1,644,558	1,453,628	1,262,698	1,071,586	880,400

		AH - % on site 35%							
Balance (RLV - TLV)		601,481	0%	10%	15%	20%	25%	30%	35%
95%			2,402,431	2,013,882	1,819,608	1,625,333	1,431,059	1,236,784	1,042,510
100%			1,939,130	1,557,270	1,366,227	1,175,041	983,854	792,668	601,481
Build rate (Epsm)		105%	1,472,259	1,096,974	909,331	721,688	533,835	345,746	157,657
110%			1,003,925	634,878	450,354	265,831	81,307	(103,662)	(288,822)
115%			533,572	170,955	(10,618)	(192,191)	(373,765)	(655,587)	(737,988)
120%			60,906	(295,068)	(473,615)	(652,408)	(836,232)	(1,044,208)	(1,253,293)
125%			(413,294)	(763,663)	(961,402)	(1,166,055)	(1,370,919)	(1,575,783)	(1,781,943)
130%			(903,848)	(1,304,786)	(1,505,429)	(1,706,399)	(1,908,427)	(2,110,456)	(2,313,833)

		AH - % on site 0%							
Balance (RLV - TLV)		601,481	0%	10%	15%	20%	25%	30%	35%
75%			(1,838,221)	(1,863,084)	(1,875,515)	(1,887,946)	(1,900,410)	(1,913,198)	(1,925,987)
80%			(981,490)	(1,091,489)	(1,146,488)	(1,201,488)	(1,256,488)	(1,311,487)	(1,366,487)
Changes in sales values (£)		85%	(225,768)	(392,489)	(476,000)	(559,619)	(643,239)	(726,858)	(810,477)
90%			499,640	260,832	141,427	21,980	(97,705)	(217,974)	(337,074)
95%			1,221,049	910,550	755,301	600,020	444,491	288,962	133,433
100%			1,939,130	1,557,270	1,366,227	1,175,041	983,854	792,668	601,481
105%			2,652,311	2,199,576	1,973,208	1,746,840	1,520,472	1,294,104	1,067,506
110%			3,360,642	2,837,942	2,576,464	2,314,868	2,053,271	1,791,675	1,530,079
115%			4,065,699	3,472,921	3,176,532	2,880,017	2,583,369	2,286,721	1,990,073
120%			4,768,164	4,105,562	3,774,260	3,442,807	3,111,251	2,779,696	2,448,140
125%			5,468,667	4,736,379	4,370,032	4,003,685	3,637,339	3,270,992	2,904,645

		Site Specific S106							
Balance (RLV - TLV)		601,481	-	1,500	3,000	4,500	6,000	7,500	9,000
0			1,315,461	1,211,735	1,107,420	1,003,067	898,112	793,128	687,522
20			1,231,278	1,127,081	1,022,728	917,892	812,908	707,421	601,803
40			1,146,742	1,042,389	937,672	832,688	727,321	621,702	516,084
60			1,062,050	957,452	852,468	747,220	641,602	535,984	430,365
80			977,232	872,248	767,120	661,502	555,883	450,265	344,646
100			892,028	787,019	681,401	575,783	470,164	364,546	258,431
120			806,824	701,301	595,682	490,064	384,446	278,451	172,194
140			721,200	615,582	509,963	404,345	298,470	192,214	85,957
160			635,481	529,863	424,245	318,490	212,233	105,977	(280)
180			549,763	444,144	338,510	232,253	125,996	19,740	(86,517)
200			464,044	358,425	252,273	146,016	39,760	(66,497)	(173,140)
220			378,325	272,293	166,036	59,779	(46,477)	(152,999)	(259,899)
240			292,313	186,056	79,799	(26,458)	(132,859)	(239,758)	(346,657)
260			206,076	99,819	(6,438)	(112,718)	(219,617)	(326,516)	(433,415)
280			119,839	13,582	(92,675)	(199,476)	(306,375)	(413,274)	(520,173)
300			33,602	(72,655)	(179,335)	(286,234)	(393,133)	(500,032)	(607,222)
320			(52,635)	(159,194)	(266,093)	(372,992)	(479,892)	(586,959)	(694,505)
340			(139,053)	(245,952)	(352,852)	(459,751)	(566,697)	(674,242)	(781,787)
360			(225,812)	(332,711)	(439,610)	(546,509)	(653,980)	(761,525)	(880,266)
380			(312,570)	(419,469)	(526,368)	(633,717)	(741,262)	(856,705)	(981,757)
400			(399,328)	(506,227)	(613,454)	(721,000)	(833,143)	(958,196)	(1,083,493)



## Appendix 5 – Residential Appraisals for S106 @ £10,100 per dwelling

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

ASSUMPTIONS - RESIDENTIAL USES																	
Total number of units in scheme				8 Units													
AH Policy requirement (% Target)				0%													
AH tenure split %		Affordable Rent:		53.0%													
		Shared ownership		25.0%													
		Intermediate		21.6%													
Open Market Sale (OMS) housing				100%													
CIL Rate (£ psm)				100%													
				143.29 £ psm													
<b>Unit mix -</b>		<b>Mkt Units mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		<b>AH # units</b>		<b>Overall mix%</b>		<b>Total # units</b>					
1 bed House		3.3%		0.3		0.0%		0.0		3%		0.3					
2 bed House		20.9%		1.7		57.4%		0.0		21%		1.7					
3 bed House		40.8%		3.3		23.5%		0.0		41%		3.3					
4 bed House		35.0%		2.8		2.8%		0.0		35%		2.8					
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0					
1 bed Flat		0.0%		0.0		16.4%		0.0		0%		0.0					
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0					
Total number of units		100.0%		8.0		100.0%		0.0		100%		8.0					
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>											
		(sqm)		(sqft)		%		(sqm)		(sqft)							
1 bed House		50.0		538				50.0		538							
2 bed House		79.0		850				79.0		850							
3 bed House		90.0		969				90.0		969							
4 bed House		110.0		1,184				110.0		1,184							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		61.0		657		85.0%		71.8		772							
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>											
		(sqm)		(sqft)		%		(sqm)		(sqft)							
1 bed House		50.0		538				50.0		538							
2 bed House		70.0		753				70.0		753							
3 bed House		84.0		904				84.0		904							
4 bed House		97.0		1,044				97.0		1,044							
5 bed House		0.0		0				0.0		0							
1 bed Flat		50.0		538		85.0%		58.8		633							
2 bed Flat		61.0		657		85.0%		71.8		772							
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA</b>		<b>AH units GIA</b>		<b>Total GIA (all units)</b>											
		(sqm)		(sqft)		(sqm)		(sqft)		(sqm)		(sqft)					
1 bed House		13		142		0		0		13		142					
2 bed House		132		1,422		0		0		132		1,422					
3 bed House		294		3,162		0		0		294		3,162					
4 bed House		308		3,315		0		0		308		3,315					
5 bed House		0		0		0		0		0		0					
1 bed Flat		0		0		0		0		0		0					
2 bed Flat		0		0		0		0		0		0					
		747		8,041		0		0		747		8,041					
<i>AH % by floor area:</i>						<i>0.00% AH % by floor area due to mix</i>											
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>Epsm</b>		<b>Epsf</b>		<b>total MV £ (no AH)</b>									
1 bed House		180,000		3,600		334		47,520									
2 bed House		250,000		3,165		294		418,000									
3 bed House		290,000		3,222		299		946,560									
4 bed House		350,000		3,182		296		980,000									
5 bed House		0		#DIV/0!		#DIV/0!		0									
1 bed Flat		160,000		3,200		297		0									
2 bed Flat		190,000		3,115		289		0									
								2,392,080									
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>		<b>Epsm</b>		<b>% of MV Shared ownership</b>		<b>Epsm</b>		<b>% of MV</b>		<b>Intermediate</b>		<b>Epsm</b>		<b>% of MV</b>	
1 bed House		90,000		1,800		50%		126,000		70%		144,000		2,880		80%	
2 bed House		125,000		1,786		50%		175,000		70%		200,000		2,857		80%	
3 bed House		145,000		1,726		50%		203,000		70%		232,000		2,762		80%	
4 bed House		175,000		1,804		50%		245,000		70%		250,000		2,577		71%	
5 bed House		0		#DIV/0!		50%		0		70%		0		#DIV/0!		71%	
1 bed Flat		80,000		1,600		50%		112,000		70%		128,000		2,560		80%	
2 bed Flat		95,000		1,557		50%		133,000		70%		152,000		2,492		80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.3	@	180,000	47,520
2 bed House	1.7	@	250,000	418,000
3 bed House	3.3	@	290,000	946,560
4 bed House	2.8	@	350,000	980,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	8.0			2,392,080
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	0.0	@	145,000	-
4 bed House	0.0	@	175,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	80,000	-
2 bed Flat	0.0	@	95,000	-
	0.0			-
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.0	@	203,000	-
4 bed House	0.0	@	245,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	112,000	-
2 bed Flat	0.0	@	133,000	-
	0.0			-
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.0	@	232,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	128,000	-
0.00%	0.0	@	152,000	-
	0.0			-
<b>Sub-total GDV Residential</b>	<b>8.0</b>			<b>2,392,080</b>
<i>AH on-site cost analysis:</i>				
			<i>£MV less £GDV</i>	<i>0</i>
		<i>0 £ psm (total GIA sqm)</i>	<i>0 £ per unit (total units)</i>	
<b>Grant</b>	<b>8</b>	@	<b>0</b>	<b>-</b>
<b>Total GDV</b>				<b>2,392,080</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL	747 sqm		143.29 £ psm		(107,045)
	CIL analysis:	4.47% % of GDV		13,381 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	8 units @	1,500 per unit	(12,000)	(12,000)
	S106 analysis:	0.50% % of GDV		1,500 £ per unit (total units)	
AH Commuted Sum	747 sqm (total)		0 £ psm		-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition	0.90 acres @		0 £ per acre (if brownfield)		-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(20,456)
	Policy LP32 - Electric charging point	1,000 per dwelling			(8,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(975)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(17,190)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(28,000)
	Enhanced S106	8,600			(68,800)
	total	0.90 acres @	0 per acre	(143,421)	-
	Infra. Costs analysis:	6.00% % of GDV		17,928 £ per unit (total units)	
1 bed House	13 sqm @		1,155 psm		(15,246)
2 bed House	132 sqm @		1,155 psm		(152,562)
3 bed House	294 sqm @		1,155 psm		(339,293)
4 bed House	308 sqm @		1,155 psm		(355,740)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	- sqm @		1,296 psm	12	-
2 bed Flat	747 sqm @		1,296 psm		-
External works	862,840 @		15.0% 16,178 £ per unit		(129,426)
M4(2) Category 2 Housing	50% of All units		8 units @ 521 £ per dwelling		(2,084)
M4(3) Category 3 Housing	0% of All units		8 units @ 10,307 £ per dwelling		-
Water efficiency - Policy LP25 - Sustainable Construction and Design			8 units @ 9 £ per dwelling		(72)
Contingency	1,137,844 @		5.0%		(56,892)
<b>Professional Fees</b>	1,137,844 @		10.0%		(113,784)
<b>Disposal Costs -</b>					
Marketing and Promotion	2,392,080 OMS @		1.50%		(35,881)
Residential Sales Agent Costs	2,392,080 OMS @		1.50%		(35,881)
Residential Sales Legal Costs	2,392,080 OMS @		0.50%		(11,960)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm		(58,865)
<b>Developers Profit -</b>					
Margin on AH	0		6.00% on AH values		-
Profit on GDV	2,392,080		20.00%		(478,416)
	1,583,232		30.22% on costs	(478,416)	
	2,392,080		20.00% blended	(478,416)	
<b>TOTAL COSTS</b>					<b>(2,061,648)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** A  
**Title:** 8 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				330,432
SDLT	330,432 @	5.0%	(slabbed)	(6,022)
Acquisition Agent fees	330,432 @	1.0%		(3,304)
Acquisition Legal fees	330,432 @	0.5%		(1,652)
Interest on Land	330,432 @	7.5%		(24,782)
Residual Land Value				<b>294,671</b>
<i>RLV analysis:</i>	36,834 £ per plot	810,346 £ per ha	327,942 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	22.0	dp net ha		
Site Area (Resi)	0.36	net ha	0.90	net acres
<i>Density analysis:</i>	2,054	sqm/ha	8,949	sqft/ac
Threshold Land Value	10,606 £ per plot	233,324 £ per net ha	94,425 £ per net acre	<b>84,845</b>
	90%	Gross to net	0.40	Gross hectares

BALANCE			
Surplus/(Deficit)	577,021 £ per ha	233,517 £ per acre	<b>209,826</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 0%							
Balance (RLV - TLV)	209,826	0%	10%	15%	20%	25%	30%	35%	
	0	309,843	277,195	260,871	244,547	228,223	211,899	195,575	
	80	254,067	227,059	213,555	200,051	186,534	172,989	159,445	
	100	240,087	214,477	201,671	188,866	176,061	163,256	150,412	
	120	226,106	201,894	189,788	177,682	165,576	153,470	141,364	
	140	212,126	189,312	177,905	166,498	155,091	143,684	132,277	
CIL Epsm	160	198,145	176,729	166,021	155,313	144,605	133,897	123,189	
143.29	180	184,165	164,147	154,138	144,129	134,120	124,111	114,102	
	200	170,185	151,565	142,255	132,945	123,635	114,325	105,015	
	220	156,204	138,982	130,371	121,760	113,149	104,539	95,928	
	240	142,224	126,400	118,488	110,576	102,664	94,752	86,840	
	260	128,243	113,817	106,605	99,392	92,179	84,966	77,753	
	280	114,263	101,235	94,721	88,207	81,694	75,180	68,666	
	300	100,282	88,653	82,838	77,023	71,208	65,393	59,579	
	320	86,302	76,070	70,955	65,839	60,723	55,607	50,491	
	340	72,322	63,488	59,071	54,654	50,238	45,821	41,404	
	360	58,341	50,906	47,188	43,470	39,752	36,035	32,317	
	380	44,361	38,323	35,304	32,286	29,267	26,248	23,229	
	400	30,380	25,741	23,421	21,101	18,782	16,462	14,142	
	420	16,327	13,155	11,538	9,917	8,296	6,676	5,055	
	440	2,262	497	(386)	(1,269)	(2,189)	(3,111)	(4,032)	
	460	(11,803)	(12,162)	(12,341)	(12,521)	(12,700)	(12,897)	(13,120)	
	480	(25,868)	(24,820)	(24,296)	(23,772)	(23,249)	(22,725)	(22,202)	
	500	(39,933)	(37,479)	(36,252)	(35,024)	(33,797)	(32,570)	(31,343)	
	520	(53,998)	(50,137)	(48,207)	(46,276)	(44,346)	(42,416)	(40,485)	
	540	(68,063)	(62,796)	(60,162)	(57,528)	(54,895)	(52,261)	(49,627)	
		AH - % on site 0%							
Balance (RLV - TLV)	209,826	0%	25%	30%	35%	40%	45%	50%	
	-	221,055	164,594	153,302	142,010	130,676	119,330	107,984	
	1,500	209,826	153,366	142,074	130,782	119,490	108,169	96,823	
	3,000	198,597	142,137	130,845	119,553	108,261	96,969	85,662	
	4,500	187,369	130,909	119,617	108,325	97,033	85,741	74,449	
	6,000	176,140	119,680	108,388	97,096	85,804	74,512	63,220	
Site Specific S106	7,500	164,912	108,452	97,160	85,868	74,576	63,284	51,992	
1,500	9,000	153,683	97,223	85,931	74,639	63,347	52,055	40,763	
	10,500	142,455	85,995	74,703	63,411	52,119	40,827	29,535	
	12,000	131,226	74,766	63,474	52,182	40,890	29,598	18,306	
	13,500	119,998	63,538	52,246	40,954	29,662	18,370	7,078	
	15,000	108,769	52,309	41,017	29,725	18,433	7,141	(4,151)	
	16,500	97,541	41,081	29,789	18,497	7,205	(4,087)	(15,379)	
	18,000	86,312	29,852	18,560	7,268	(4,024)	(15,316)	(26,608)	
	19,500	75,084	18,624	7,332	(3,960)	(15,253)	(26,545)	(37,837)	
	21,000	63,855	7,395	(3,897)	(15,189)	(26,481)	(37,773)	(49,087)	
	22,500	52,627	(3,834)	(15,126)	(26,437)	(37,752)	(49,068)	(60,384)	
	24,000	41,398	(15,102)	(26,418)	(37,733)	(49,049)	(60,364)	(71,680)	
	25,500	30,169	(26,398)	(37,714)	(49,030)	(60,345)	(71,661)	(84,382)	
	27,000	18,883	(37,695)	(49,010)	(60,326)	(71,642)	(84,359)	(97,517)	
	28,500	7,587	(48,991)	(60,307)	(71,622)	(84,337)	(97,495)	(110,652)	
	30,000	(3,710)	(60,288)	(71,603)	(84,315)	(97,472)	(110,630)	(123,788)	

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **A**  
 Title: **8 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

	AH - % on site 0%							
	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	209,826							
	50,000	249,744	193,284	181,992	170,700	159,408	148,087	136,741
	75,000	227,280	170,820	159,528	148,236	136,944	125,623	114,278
TLV (per net acre)	100,000	204,817	148,357	137,064	125,772	114,480	103,160	91,814
94,425	125,000	182,353	125,893	114,601	103,309	92,017	80,696	69,350
	150,000	159,889	103,429	92,137	80,845	69,553	58,232	46,887
	175,000	137,426	80,966	69,674	58,382	47,090	35,769	24,423
	200,000	114,962	58,502	47,210	35,918	24,626	13,305	1,959
	225,000	92,498	36,038	24,746	13,454	2,162	(9,158)	(20,504)
	250,000	70,035	13,575	2,283	(9,009)	(20,301)	(31,622)	(42,968)
	275,000	47,571	(8,889)	(20,181)	(31,473)	(42,765)	(54,086)	(65,432)
AH - % on site 0%								
Balance (RLV - TLV)	209,826							
	5	(139,502)	(195,962)	(207,254)	(218,546)	(229,838)	(241,130)	(252,422)
	10	86,534	30,074	18,782	7,490	(3,802)	(15,094)	(26,386)
Density (dph)	15	161,879	105,419	94,127	82,835	71,543	60,251	48,927
22	20	199,552	143,092	131,800	120,508	109,216	97,906	86,560
	22	209,826	153,366	142,074	130,782	119,490	108,169	96,823
	25	222,155	165,695	154,403	143,111	131,819	120,485	109,140
	30	237,224	180,764	169,472	158,180	146,885	135,539	124,193
	35	247,988	191,528	180,236	168,944	157,637	146,291	134,945
	40	256,061	199,600	188,308	177,016	165,701	154,355	143,009
	45	262,339	205,879	194,587	183,295	171,973	160,627	149,282
	50	267,362	210,902	199,610	188,318	176,991	165,645	154,299
AH - % on site 0%								
Balance (RLV - TLV)	209,826							
	90%	312,977	250,749	238,303	225,858	213,412	200,967	188,521
	100%	209,826	153,366	142,074	130,782	119,490	108,169	96,823
Changes in build costs (Epsm)	110%	106,510	55,582	45,396	35,210	25,025	14,839	4,653
	120%	3,042	(42,406)	(51,496)	(60,585)	(69,675)	(79,484)	(90,053)
	130%	(105,221)	(151,597)	(160,872)	(170,147)	(179,422)	(188,697)	(198,019)
	140%	(226,082)	(266,252)	(274,320)	(282,388)	(290,455)	(298,523)	(306,590)
	150%	(347,506)	(381,334)	(388,099)	(394,865)	(401,630)	(408,396)	(415,162)
	160%	(469,097)	(509,904)	(516,669)	(523,435)	(530,200)	(536,966)	(543,731)
AH - % on site 0%								
Balance (RLV - TLV)	209,826							
	75%	(208,376)	(157,730)	(147,601)	(137,472)	(127,343)	(117,213)	(107,084)
	80%	(115,229)	(87,870)	(82,398)	(76,926)	(71,454)	(65,982)	(60,510)
Changes in sales values (E)	85%	(29,398)	(25,896)	(25,204)	(24,548)	(23,892)	(23,235)	(22,579)
	90%	50,513	33,881	30,555	27,229	23,902	20,576	17,249
	95%	130,170	93,624	86,314	79,005	71,696	64,387	57,078
	100%	209,826	153,366	142,074	130,782	119,490	108,169	96,823
	105%	289,482	213,017	197,707	182,397	167,087	151,776	136,466
	110%	368,853	272,481	253,207	233,932	214,658	195,384	176,109
	115%	448,139	331,946	308,707	285,468	262,230	238,991	215,752
	120%	527,425	391,410	364,207	337,004	309,801	282,598	255,395
	125%	606,711	450,874	419,707	388,540	357,373	326,205	295,001
Site Specific S106 £1,500								
Balance (RLV - TLV)	209,826							
	0	321,004	309,843	298,681	287,520	276,303	265,075	253,846
	40	293,211	282,028	270,799	259,571	248,342	237,114	225,885
	80	265,296	254,067	242,838	231,610	220,381	209,153	197,924
	143	221,257	210,029	198,800	187,572	176,343	165,115	153,886
	160	209,374	198,145	186,917	175,688	164,460	153,231	142,003
CIL Epsm	200	181,413	170,185	158,956	147,727	136,499	125,270	114,042
143.29	240	153,452	142,224	130,995	119,767	108,538	97,310	86,081
	280	125,491	114,263	103,034	91,806	80,577	69,349	58,120
	320	97,531	86,302	75,073	63,845	52,616	41,388	30,159
	360	69,570	58,341	47,113	35,884	24,632	13,336	2,039
	400	41,609	30,380	19,095	7,799	(3,498)	(14,794)	(26,090)
	440	13,558	2,262	(9,035)	(20,331)	(31,627)	(42,924)	(54,220)
	480	(14,572)	(25,868)	(37,165)	(48,461)	(59,757)	(71,054)	(82,350)
	520	(42,702)	(53,998)	(65,294)	(76,590)	(87,886)	(99,182)	(110,478)
	560	(70,831)	(83,395)	(96,530)	(109,665)	(122,801)	(135,936)	(149,072)
	600	(102,969)	(116,104)	(129,239)	(142,375)	(155,510)	(168,645)	(181,781)
	640	(135,078)	(148,813)	(161,948)	(175,084)	(188,219)	(201,354)	(214,490)
	680	(168,387)	(181,522)	(194,658)	(207,793)	(220,928)	(234,064)	(247,199)
	720	(201,096)	(214,231)	(227,367)	(240,502)	(253,637)	(266,771)	(280,066)
	760	(233,805)	(246,940)	(260,114)	(273,329)	(286,544)	(299,758)	(312,973)
	800	(266,591)	(279,806)	(293,021)	(306,236)	(319,450)	(332,665)	(345,880)



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** A  
**Title:** 8 No. Units (with AFH)  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES																			
Total number of units in scheme		8 Units																	
AH Policy requirement (% Target)		35%																	
AH tenure split %		Affordable Rent:		53.0%															
		Shared ownership		25.0%															
		Intermediate		21.6%															
Open Market Sale (OMS) housing		65%																	
CIL Rate (£ psm)		100%																	
		143.29 £ psm																	
<b>Unit mix -</b>		Mkt Units mix%		MV # units		AH mix%		AH # units		Overall mix%		Total # units							
1 bed House		3.3%		0.2		0.0%		0.0		2%		0.2							
2 bed House		20.9%		1.1		57.4%		1.6		34%		2.7							
3 bed House		40.8%		2.1		23.5%		0.7		35%		2.8							
4 bed House		35.0%		1.8		2.8%		0.1		24%		1.9							
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0							
1 bed Flat		0.0%		0.0		16.4%		0.5		6%		0.5							
2 bed Flat		0.0%		0.0		0.0%		0.0		0%		0.0							
Total number of units		100.0%		5.2		100.0%		2.8		100%		8.0							
<b>OMS Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit													
		(sqm)		(sqft)		%		(sqm)		(sqft)									
1 bed House		50.0		538				50.0		538									
2 bed House		79.0		850				79.0		850									
3 bed House		90.0		969				90.0		969									
4 bed House		110.0		1,184				110.0		1,184									
5 bed House		0.0		0				0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633									
2 bed Flat		61.0		657		85.0%		71.8		772									
<b>AH Unit Floor areas -</b>		Net area per unit		Net to Gross %		Gross (GIA) per unit													
		(sqm)		(sqft)		%		(sqm)		(sqft)									
1 bed House		50.0		538				50.0		538									
2 bed House		70.0		753				70.0		753									
3 bed House		84.0		904				84.0		904									
4 bed House		97.0		1,044				97.0		1,044									
5 bed House		0.0		0				0.0		0									
1 bed Flat		50.0		538		85.0%		58.8		633									
2 bed Flat		61.0		657		85.0%		71.8		772									
<b>Total Gross Floor areas -</b>		Mkt Units GIA		AH units GIA		Total GIA (all units)													
		(sqm)		(sqft)		(sqm)		(sqft)		(sqm)		(sqft)							
1 bed House		9		92		0		0		9		92							
2 bed House		86		924		112		1,210		198		2,134							
3 bed House		191		2,055		55		595		246		2,651							
4 bed House		200		2,155		7		81		208		2,236							
5 bed House		0		0		0		0		0		0							
1 bed Flat		0		0		27		290		27		290							
2 bed Flat		0		0		0		0		0		0							
		486		5,227		202		2,176		688		7,403							
<i>AH % by floor area:</i>										<i>29.40% AH % by floor area due to mix</i>									
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)		Epsm		Epsf		total MV £ (no AH)											
1 bed House		180,000		3,600		334		30,888											
2 bed House		250,000		3,165		294		673,150											
3 bed House		290,000		3,222		299		806,165											
4 bed House		350,000		3,182		296		664,048											
5 bed House		0		#DIV/0!		#DIV/0!		0											
1 bed Flat		160,000		3,200		297		73,382											
2 bed Flat		190,000		3,115		289		0											
								2,247,634											
<b>Affordable Housing values (£) -</b>		Affordable Rent:		Epsm		% of MV Shared ownership		Epsm		% of MV		Intermediate		Epsm		% of MV			
1 bed House		90,000		1,800		50%		126,000		2,520		70%		144,000		2,880		80%	
2 bed House		125,000		1,786		50%		175,000		2,500		70%		200,000		2,857		80%	
3 bed House		145,000		1,726		50%		203,000		2,417		70%		232,000		2,762		80%	
4 bed House		175,000		1,804		50%		245,000		2,526		70%		250,000		2,577		71%	
5 bed House		0		#DIV/0!		50%		0		#DIV/0!		70%		0		#DIV/0!		71%	
1 bed Flat		80,000		1,600		50%		112,000		2,240		70%		128,000		2,560		80%	
2 bed Flat		95,000		1,557		50%		133,000		2,180		70%		152,000		2,492		80%	

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Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.2	@	180,000	30,888
2 bed House	1.1	@	250,000	271,700
3 bed House	2.1	@	290,000	615,264
4 bed House	1.8	@	350,000	637,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	5.2			1,554,852
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.9	@	125,000	106,384
3 bed House	0.3	@	145,000	50,589
4 bed House	0.0	@	175,000	7,168
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	80,000	19,446
2 bed Flat	0.0	@	95,000	-
	1.5			183,587
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.4	@	175,000	70,366
3 bed House	0.2	@	203,000	33,461
4 bed House	0.0	@	245,000	4,741
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	112,000	12,862
2 bed Flat	0.0	@	133,000	-
	0.7			121,431
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.3	@	200,000	69,371
4 bed House	0.1	@	232,000	32,988
5 bed House	0.0	@	250,000	4,173
1 bed Flat	0.0	@	0	-
2 bed Flat	0.1	@	128,000	12,680
0.00%	0.0	@	152,000	-
	0.6			119,212
<b>Sub-total GDV Residential</b>				
	8.0			1,979,082
<i>AH on-site cost analysis:</i>				
			£MV less £GDV	268,552
	390	£ psm (total GIA sqm)	33,569	£ per unit (total units)
<b>Grant</b>				
	8	@	0	-
<b>Total GDV</b>				
				1,979,082

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** A  
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**Notes:** Greenfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL		486 sqm		143.29 £ psm	(69,579)
	CIL analysis:	3.52% % of GDV		8,697 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	8 units @		1,500 per unit	(12,000)
	S106 analysis:	0.61% % of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		688 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		2.20 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Policy SP10 - Climate Change	2,557	per dwelling		(20,456)
	Policy LP32 - Electric charging point	1,000	per dwelling		(8,000)
	Policy SP09 - Cross-boundary mitiga	121.89	per dwelling		(975)
	Policy LP18 - Biodiversity & Geodiv	42,545	per gross hectare		(42,020)
	Policy LP25 - Sustainable Constructi	3,500	per dwelling		(28,000)
	Enhanced S106	8,600			(68,800)
	total	2.20 acres @		0 per acre	(168,251)
	Infra. Costs analysis:	8.50% % of GDV		21,031 £ per unit (total units)	
1 bed House		9	sqm @	1,155 psm	(9,910)
2 bed House		198	sqm @	1,155 psm	(228,994)
3 bed House		246	sqm @	1,155 psm	(284,407)
4 bed House		208	sqm @	1,155 psm	(239,889)
5 bed House		-	sqm @	1,155 psm	-
1 bed Flat		27	sqm @	1,296 psm	(34,965)
2 bed Flat	688	-	sqm @	1,296 psm	-
External works		798,164	@	15.0%	(119,725)
				14,966 £ per unit	
M4(2) Category 2 Housing		50%	of All units	8 units @	521 £ per dwelling
M4(3) Category 3 Housing		0%	of All units	8 units @	10,307 £ per dwelling
Water efficiency - Policy LP25 - Sustainable Construction and Design				8 units @	9 £ per dwelling
Contingency		1,088,296	@	5.0%	(54,415)
<b>Professional Fees</b>		1,088,296	@	10.0%	(108,830)
<b>Disposal Costs -</b>					
Marketing and Promotion		1,554,852	OMS @	1.50%	(23,323)
Residential Sales Agent Costs		1,554,852	OMS @	1.50%	(23,323)
Residential Sales Legal Costs		1,554,852	OMS @	0.50%	(7,774)
<b>Interest (on Development Costs) -</b>		7.50%	APR	0.604% pcm	(40,733)
<b>Developers Profit -</b>					
Margin on AH		305,018		6.00%	on AH values
Profit on GDV		1,554,852		20.00%	
		1,441,352		21.57%	on costs
		1,859,870		17.70%	blended
<b>TOTAL COSTS</b>					<b>(1,770,624)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** A  
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 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				208,458
SDLT	208,458 @	5.0% (slabbed)		77
Acquisition Agent fees	208,458 @	1.0%		(2,085)
Acquisition Legal fees	208,458 @	0.5%		(1,042)
Interest on Land	208,458 @	7.5%		(15,634)
Residual Land Value				<b>189,774</b>
<i>RLV analysis:</i>	23,722 £ per plot	213,496 £ per ha	86,401 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	9.0	dp net ha		
Site Area (Resi)	0.89	net ha	2.20	net acres
<i>Density analysis:</i>	774	sqm/ha	3,370	sqft/ac
Threshold Land Value	25,925 £ per plot	233,324 £ per net ha	94,425 £ per net acre	<b>207,399</b>
	90%	Gross to net	0.99	Gross hectares

BALANCE			
Surplus/(Deficit)	(19,828) £ per ha	(8,024) £ per acre	(17,625)

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: A  
 Title: 8 No. Units (with AFH)  
 Notes: Greenfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	(17,625)	0%	10%	15%	20%	25%	30%	35%
	0	161,582	128,943	112,619	96,295	79,971	63,647	47,324
	20	147,601	116,399	100,798	85,178	69,549	53,920	38,291
	40	133,621	103,816	88,914	74,012	59,110	44,192	29,258
	60	119,640	91,234	77,031	62,828	48,625	34,422	20,219
	80	105,660	78,652	65,148	51,644	38,139	24,635	11,131
CIL Epsm	100	91,679	66,069	53,264	40,459	27,654	14,849	2,044
143.29	120	77,699	53,487	41,381	29,275	17,169	5,063	(7,043)
	140	63,719	40,905	29,498	18,091	6,684	(4,723)	(16,130)
	160	49,738	28,322	17,614	6,906	(3,802)	(14,510)	(25,218)
	180	35,758	15,740	5,731	(4,278)	(14,287)	(24,296)	(34,305)
	200	21,777	3,157	(6,153)	(15,462)	(24,772)	(34,082)	(43,392)
	220	7,797	(9,425)	(18,036)	(26,647)	(35,258)	(43,869)	(52,480)
	240	(6,184)	(22,007)	(29,919)	(37,831)	(45,743)	(53,655)	(61,567)
	260	(20,164)	(34,590)	(41,803)	(49,015)	(56,228)	(63,441)	(70,654)
	280	(34,144)	(47,172)	(53,686)	(60,200)	(66,714)	(73,227)	(79,741)
	300	(48,125)	(59,754)	(65,569)	(71,384)	(77,199)	(83,014)	(88,829)
	320	(62,105)	(72,337)	(77,453)	(82,568)	(87,684)	(92,800)	(97,916)
	340	(76,086)	(84,919)	(89,336)	(93,753)	(98,170)	(102,586)	(107,003)
	360	(90,066)	(97,502)	(101,219)	(104,937)	(108,655)	(112,373)	(116,090)
	380	(104,107)	(110,092)	(113,103)	(116,121)	(119,140)	(122,159)	(125,178)
	400	(118,172)	(122,750)	(125,039)	(127,328)	(129,626)	(131,945)	(134,265)
	420	(132,237)	(135,408)	(136,994)	(138,580)	(140,166)	(141,752)	(143,352)
	440	(146,302)	(148,067)	(148,949)	(149,832)	(150,715)	(151,597)	(152,480)
	460	(160,367)	(160,725)	(160,905)	(161,084)	(161,263)	(161,443)	(161,622)
	480	(174,432)	(173,384)	(172,860)	(172,336)	(171,812)	(171,288)	(170,764)
		AH - % on site 35%						
Balance (RLV - TLV)	(17,625)	0%	25%	30%	35%	40%	45%	50%
	-	72,647	16,187	4,895	(6,397)	(17,689)	(28,981)	(40,273)
	1,500	61,419	4,959	(6,333)	(17,625)	(28,917)	(40,209)	(51,501)
	3,000	50,190	(6,270)	(17,562)	(28,854)	(40,146)	(51,438)	(62,730)
	4,500	38,962	(17,498)	(28,790)	(40,082)	(51,374)	(62,666)	(73,958)
	6,000	27,733	(28,727)	(40,019)	(51,311)	(62,603)	(73,895)	(85,187)
Site Specific S106	7,500	16,505	(39,955)	(51,247)	(62,539)	(73,831)	(85,123)	(96,415)
1,500	9,000	5,276	(51,184)	(62,476)	(73,768)	(85,060)	(96,352)	(107,644)
	10,500	(5,952)	(62,412)	(73,704)	(84,996)	(96,289)	(107,581)	(118,873)
	12,000	(17,181)	(73,641)	(84,933)	(96,225)	(107,517)	(118,809)	(130,101)
	13,500	(28,409)	(84,870)	(96,162)	(107,454)	(118,746)	(130,038)	(141,330)
	15,000	(39,638)	(96,098)	(107,390)	(118,682)	(129,974)	(141,266)	(152,558)
	16,500	(50,867)	(107,327)	(118,619)	(129,911)	(141,203)	(152,495)	(163,787)
	18,000	(62,095)	(118,555)	(129,847)	(141,139)	(152,431)	(163,742)	(175,058)
	19,500	(73,324)	(129,784)	(141,092)	(152,407)	(163,723)	(175,039)	(186,354)
	21,000	(84,552)	(141,073)	(152,388)	(163,704)	(175,019)	(186,335)	(197,773)
	22,500	(95,791)	(152,369)	(163,685)	(175,000)	(186,316)	(197,751)	(210,908)
	24,000	(107,088)	(163,666)	(174,981)	(186,297)	(197,728)	(210,886)	(224,044)
	25,500	(118,384)	(174,962)	(186,278)	(197,706)	(210,864)	(224,021)	(237,179)
	27,000	(129,680)	(186,258)	(197,684)	(210,841)	(223,999)	(237,157)	(250,314)
	28,500	(140,977)	(197,661)	(210,819)	(223,977)	(237,134)	(250,292)	(263,450)
	30,000	(152,273)	(210,797)	(223,954)	(237,112)	(250,270)	(263,427)	(276,585)

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Scheme Ref: **A**  
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 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

		AH - % on site 35%							
		(17,625)	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		(17,625)							
		50,000	158,996	102,536	91,244	79,952	68,660	57,368	46,076
		75,000	104,085	47,625	36,333	25,041	13,749	2,457	(8,835)
	TLV (per net acre) 94,425	100,000	49,174	(7,286)	(18,578)	(29,870)	(41,163)	(52,455)	(63,747)
		125,000	(5,737)	(62,198)	(73,490)	(84,782)	(96,074)	(107,366)	(118,658)
		150,000	(60,649)	(117,109)	(128,401)	(139,693)	(150,985)	(162,277)	(173,569)
		175,000	(115,560)	(172,020)	(183,312)	(194,604)	(205,896)	(217,188)	(228,480)
		200,000	(170,471)	(226,931)	(238,223)	(249,515)	(260,807)	(272,099)	(283,391)
225,000		(225,382)	(281,842)	(293,134)	(304,426)	(315,718)	(327,010)	(338,302)	
250,000	(280,293)	(336,753)	(348,045)	(359,337)	(370,629)	(381,921)	(393,213)		
275,000	(335,204)	(391,664)	(402,956)	(414,248)	(425,540)	(436,832)	(448,124)		

		AH - % on site 35%							
		(17,625)	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		(17,625)							
	5		(139,502)	(195,962)	(207,254)	(218,546)	(229,838)	(241,130)	(252,422)
Density (dph) 9	10		86,534	30,074	18,782	7,490	(3,802)	(15,094)	(26,386)
	15		161,879	105,419	94,127	82,835	71,543	60,251	48,927
	20		199,552	143,092	131,800	120,508	109,216	97,906	86,560
	22		209,826	153,366	142,074	130,782	119,490	108,169	96,823
	25		222,155	165,695	154,403	143,111	131,819	120,485	109,140
	30		237,224	180,764	169,472	158,180	146,885	135,539	124,193
	35		247,988	191,528	180,236	168,944	157,637	146,291	134,945
	40		256,061	199,600	188,308	177,016	165,701	154,355	143,009
	45		262,339	205,879	194,587	183,295	171,973	160,627	149,282
	50		267,362	210,902	199,610	188,318	176,991	165,645	154,299

		AH - % on site 35%							
		(17,625)	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		(17,625)							
	95%		113,077	53,851	42,003	30,108	18,212	6,316	(5,579)
Build rate (Epsm)	100%		61,419	4,959	(6,333)	(17,625)	(28,917)	(40,209)	(51,501)
	105%		9,761	(43,933)	(54,672)	(65,411)	(76,150)	(86,889)	(97,628)
	110%		(41,897)	(92,825)	(103,011)	(113,197)	(123,382)	(133,568)	(143,754)
	115%		(93,555)	(141,782)	(151,428)	(161,074)	(170,720)	(180,366)	(190,013)
	120%		(145,522)	(190,970)	(200,574)	(211,143)	(221,712)	(232,282)	(242,851)
	125%		(197,589)	(247,199)	(257,122)	(267,044)	(276,966)	(286,888)	(296,810)
	130%		(258,019)	(304,394)	(313,669)	(322,944)	(332,260)	(341,630)	(350,999)

		AH - % on site 35%							
		(17,625)	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		(17,625)							
	75%		(361,353)	(310,528)	(300,399)	(290,269)	(280,140)	(270,011)	(259,882)
Changes in sales values (£)	80%		(268,026)	(240,667)	(235,195)	(229,724)	(224,252)	(218,780)	(213,308)
	85%		(177,962)	(174,460)	(173,759)	(173,059)	(172,358)	(171,658)	(170,958)
	90%		(97,894)	(114,526)	(117,852)	(121,179)	(124,505)	(127,831)	(131,158)
	95%		(18,238)	(54,784)	(62,093)	(69,402)	(76,711)	(84,020)	(91,330)
	100%		61,419	4,959	(6,333)	(17,625)	(28,917)	(40,209)	(51,501)
	105%		141,075	64,701	49,426	34,145	18,835	3,525	(11,786)
	110%		220,602	124,229	104,955	85,681	66,406	47,132	27,857
	115%		299,887	183,694	160,455	137,216	113,978	90,739	67,500
	120%		379,173	243,158	215,955	188,752	161,549	134,346	107,143
	125%		458,459	302,623	271,455	240,288	209,121	177,953	146,786

		Site Specific S106 £1,500							
		(17,625)	0	1,500	3,000	4,500	6,000	7,500	9,000
Balance (RLV - TLV)		(17,625)							
	0		58,485	47,324	36,162	25,001	13,795	2,566	(8,662)
CIL Epsm 143.29	40		40,419	29,258	18,077	6,849	(4,380)	(15,608)	(26,837)
	80		22,354	11,131	(97)	(11,326)	(22,554)	(33,783)	(45,011)
	143		(6,265)	(17,494)	(28,722)	(39,951)	(51,179)	(62,408)	(73,636)
	160		(13,989)	(25,218)	(36,446)	(47,675)	(58,903)	(70,132)	(81,360)
	200		(32,164)	(43,392)	(54,621)	(65,849)	(77,078)	(88,306)	(99,535)
	240		(50,338)	(61,567)	(72,795)	(84,024)	(95,252)	(106,481)	(117,709)
	280		(68,513)	(79,741)	(90,970)	(102,198)	(113,427)	(124,655)	(135,884)
	320		(86,687)	(97,916)	(109,144)	(120,373)	(131,601)	(142,830)	(154,059)
	360		(104,862)	(116,090)	(127,319)	(138,548)	(149,776)	(161,005)	(172,233)
	400		(123,036)	(134,265)	(145,494)	(156,722)	(167,951)	(179,180)	(190,408)
	440		(141,211)	(152,440)	(163,669)	(174,898)	(186,127)	(197,356)	(208,584)
	480		(159,385)	(170,614)	(181,843)	(193,072)	(204,301)	(215,530)	(226,758)
	520		(177,559)	(188,788)	(199,999)	(211,210)	(222,421)	(233,632)	(244,843)
	560		(195,733)	(206,962)	(218,173)	(229,384)	(240,595)	(251,806)	(263,017)
	600		(213,907)	(225,136)	(236,347)	(247,558)	(258,769)	(269,980)	(281,191)
	640		(232,081)	(243,310)	(254,521)	(265,732)	(276,943)	(288,154)	(299,365)
	680		(250,255)	(261,484)	(272,695)	(283,906)	(295,117)	(306,328)	(317,539)
	720		(268,429)	(279,658)	(290,869)	(302,080)	(313,291)	(324,502)	(335,713)
760		(286,603)	(297,832)	(309,043)	(320,254)	(331,465)	(342,676)	(353,887)	
800		(304,777)	(316,006)	(327,217)	(338,428)	(349,639)	(360,850)	(372,061)	

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **B**  
 Title: **15 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		15 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.0	0.0%	0.0	0%	0.0			
2 bed House	20.9%	2.0	57.4%	3.0	34%	5.0			
3 bed House	40.8%	4.0	23.5%	1.2	36%	5.2			
4 bed House	35.0%	3.4	2.8%	0.1	24%	3.6			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	0.9	6%	0.9			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	9.8	100.0%	5.3	100%	14.7			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538		50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	0	0	0	0	0	0			
2 bed House	161	1,733	211	2,269	372	4,001			
3 bed House	358	3,854	104	1,116	462	4,970			
4 bed House	375	4,041	14	151	389	4,192			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	51	544	51	544			
2 bed Flat	0	0	0	0	0	0			
	894	9,627	379	4,080	1,273	13,707			
AH % by floor area:		29.77% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	0					
2 bed House	250,000	3,165	294	1,262,156					
3 bed House	290,000	3,222	299	1,511,560					
4 bed House	350,000	3,182	296	1,245,090					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	137,592					
2 bed Flat	190,000	3,115	289	0					
				4,156,398					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.0	@	180,000	-
2 bed House	2.0	@	250,000	509,438
3 bed House	4.0	@	290,000	1,153,620
4 bed House	3.4	@	350,000	1,194,375
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	9.4			2,857,433
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	1.6	@	125,000	199,470
3 bed House	0.7	@	145,000	94,854
4 bed House	0.1	@	175,000	13,439
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	80,000	36,462
2 bed Flat	0.0	@	95,000	-
	2.8			344,226
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.8	@	175,000	131,937
3 bed House	0.3	@	203,000	62,740
4 bed House	0.0	@	245,000	8,889
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	112,000	24,117
2 bed Flat	0.0	@	133,000	-
	1.3			227,683
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.7	@	200,000	130,070
4 bed House	0.3	@	232,000	61,852
5 bed House	0.0	@	250,000	7,825
1 bed Flat	0.0	@	0	-
2 bed Flat	0.2	@	128,000	23,776
0.00%	0.0	@	152,000	-
	1.1			223,522
<b>Sub-total GDV Residential</b>				
	14.7			3,652,863
<i>AH on-site cost analysis:</i>				
			£MV less £GDV	503,535
	395	£ psm (total GIA sqm)	33,569	£ per unit (total units)
<b>Grant</b>				
	15	@	0	-
<b>Total GDV</b>				
				3,652,863



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** B  
**Title:** 15 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(5,775)
CIL		894 sqm		143.29 £ psm	(128,155)
	CIL analysis:	3.51% of GDV		8,544 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	15 units @		1,500 per unit	(22,500)
	S106 analysis:	0.62% of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		1,273 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		2.18 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(38,355)
	Policy LP32 - Electric charging point	1,000 per dwelling			(15,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(1,828)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(41,711)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(52,500)
	Enhanced S106	8,600			(129,000)
	total	2.18 acres @		0 per acre	(278,394)
	Infra. Costs analysis:	7.62% of GDV		18,560 £ per unit (total units)	
1 bed House		- sqm @		1,155 psm	-
2 bed House		372 sqm @		1,155 psm	(429,364)
3 bed House		462 sqm @		1,155 psm	(533,262)
4 bed House		389 sqm @		1,155 psm	(449,792)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		51 sqm @		1,296 psm	(65,559)
2 bed Flat	1,273	- sqm @		1,296 psm	-
External works		1,477,977 @		15.0% 14,780 £ per unit	(221,697)
M4(2) Category 2 Housing		50% of All units	15 units @	521 £ per dwelling	(3,908)
M4(3) Category 3 Housing		0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			15 units @	9 £ per dwelling	(135)
Contingency		1,982,110 @		5.0%	(99,105)
Professional Fees		1,982,110 @		10.0%	(198,211)
<b>Disposal Costs -</b>					
Marketing and Promotion		2,857,433 OMS @		1.50%	(42,861)
Residential Sales Agent Costs		2,857,433 OMS @		1.50%	(42,861)
Residential Sales Legal Costs		2,857,433 OMS @		0.50%	(14,287)
Interest (on Development Costs) -		7.50% APR		0.604% pcm	(50,887)
<b>Developers Profit -</b>					
Margin on AH		571,909		6.00% on AH values	(34,315)
Profit on GDV		2,857,433		20.00%	(571,487)
		2,606,754		21.92% on costs	(571,487)
		3,429,341		17.67% blended	(605,801)
<b>TOTAL COSTS</b>					<b>(3,212,555)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** B  
**Title:** 15 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				440,308
SDLT	440,308 @	5.0% (slabbed)		(11,515)
Acquisition Agent fees	440,308 @	1.0%		(4,403)
Acquisition Legal fees	440,308 @	0.5%		(2,202)
Interest on Land	440,308 @	7.5%		(33,023)
Residual Land Value				<b>389,165</b>
<i>RLV analysis:</i>	25,944 £ per plot	441,054 £ per ha	178,492 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	17.0	dp net ha		
Site Area (Resi)	0.88	net ha	2.18	net acres
<i>Density analysis:</i>	1,443	sqm/ha	6,287	sqft/ac
Threshold Land Value	13,725 £ per plot	233,324 £ per net ha	94,425 £ per net acre	<b>205,874</b>
	90%	Gross to net	0.98	Gross hectares

BALANCE			
Surplus/(Deficit)	207,730 £ per ha	84,067 £ per acre	<b>183,291</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: B  
 Title: 15 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	183,291	0%	25%	30%	35%	40%	45%	50%
	0	492,430	352,299	324,246	296,194	268,141	239,964	211,713
	80	394,867	279,567	256,363	233,159	209,955	186,751	163,516
	100	370,476	261,285	239,392	217,400	195,408	173,416	151,424
	120	346,086	242,992	222,374	201,642	180,862	160,082	139,302
	140	321,695	224,699	205,300	185,883	166,315	146,748	127,180
CIL Epsm	160	297,305	206,406	188,227	170,047	151,769	133,414	115,058
143.29	180	272,914	188,114	171,153	154,193	137,223	120,079	102,936
	200	248,442	169,821	154,080	138,339	122,599	106,745	90,814
	220	223,904	151,528	137,007	122,486	107,964	93,411	78,692
	240	199,366	133,235	119,933	106,632	93,330	80,029	66,570
	260	174,828	114,942	102,860	90,778	78,696	66,614	54,448
	280	150,290	96,649	85,786	74,924	64,061	53,199	42,326
	300	125,752	78,271	68,713	59,070	49,427	39,784	30,141
	320	101,214	59,868	51,599	43,216	34,793	26,369	17,946
	340	76,676	41,464	34,422	27,362	20,158	12,954	5,751
	360	52,138	23,061	17,245	11,430	5,524	(460)	(6,445)
	380	27,600	4,657	69	(4,520)	(9,110)	(13,875)	(18,640)
	400	3,026	(13,746)	(17,108)	(20,470)	(23,831)	(27,290)	(30,835)
	420	(21,660)	(32,150)	(34,285)	(36,419)	(38,554)	(40,705)	(43,031)
	440	(46,346)	(50,553)	(51,461)	(52,369)	(53,277)	(54,185)	(55,226)
	460	(71,033)	(68,957)	(68,638)	(68,319)	(68,000)	(67,681)	(67,421)
	480	(95,719)	(87,360)	(85,814)	(84,268)	(82,723)	(81,177)	(79,631)
	500	(120,406)	(105,840)	(102,991)	(100,218)	(97,445)	(94,672)	(91,900)
	520	(145,092)	(124,355)	(120,208)	(116,168)	(112,168)	(108,168)	(104,169)
	540	(169,778)	(142,870)	(137,488)	(132,118)	(126,891)	(121,664)	(116,438)
Balance (RLV - TLV)	183,291	0%	25%	30%	35%	40%	45%	50%
	-	337,625	241,632	222,434	203,113	183,745	164,377	145,008
	1,500	317,683	221,690	202,492	183,291	163,923	144,554	125,186
	3,000	297,741	201,748	182,550	163,351	144,100	124,732	105,364
	4,500	277,799	181,806	162,608	143,409	124,211	104,910	85,542
	6,000	257,833	161,864	142,666	123,467	104,269	85,070	65,720
Site Specific S106	7,500	237,770	141,922	122,724	103,525	84,327	65,128	45,898
1,500	9,000	217,708	121,980	102,782	83,583	64,385	45,186	25,988
	10,500	197,645	102,038	82,840	63,641	44,443	25,244	6,046
	12,000	177,583	82,035	62,898	43,699	24,501	5,302	(13,896)
	13,500	157,520	61,972	42,863	23,753	4,559	(14,640)	(33,838)
	15,000	137,458	41,910	22,800	3,691	(15,419)	(34,582)	(53,780)
	16,500	117,395	21,847	2,738	(16,372)	(35,481)	(54,591)	(73,722)
	18,000	97,333	1,785	(17,325)	(36,434)	(55,544)	(74,653)	(93,763)
	19,500	77,270	(18,278)	(37,387)	(56,497)	(75,606)	(94,716)	(113,826)
	21,000	57,208	(38,340)	(57,450)	(76,559)	(95,669)	(114,778)	(133,888)
	22,500	37,145	(58,403)	(77,512)	(96,622)	(115,731)	(134,841)	(153,951)
	24,000	17,083	(78,465)	(97,575)	(116,684)	(135,794)	(154,903)	(174,013)
	25,500	(3,052)	(98,560)	(117,662)	(136,764)	(155,865)	(174,967)	(194,076)
	27,000	(23,236)	(118,744)	(137,846)	(156,947)	(176,049)	(195,151)	(214,326)
	28,500	(43,420)	(138,928)	(158,030)	(177,131)	(196,373)	(218,584)	(240,795)
	30,000	(63,604)	(159,112)	(178,213)	(197,313)	(219,842)	(242,053)	(264,265)

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **B**  
 Title: **15 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

		AH - % on site 35%								
		183,291	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)		183,291								
		50,000	414,543	318,550	299,351	280,150	260,782	241,414	222,046	
		75,000	360,035	264,042	244,844	225,643	206,275	186,907	167,539	
	TLV (per net acre)	94,425	100,000	305,528	209,535	190,337	171,136	151,767	132,399	113,031
			125,000	251,020	155,028	135,829	116,628	97,260	77,892	58,524
			150,000	196,513	100,520	81,322	62,121	42,753	23,385	4,016
			175,000	142,006	46,013	26,814	7,614	(11,755)	(31,123)	(50,491)
			200,000	87,498	(8,494)	(27,693)	(46,894)	(66,262)	(85,630)	(104,998)
			225,000	32,991	(63,002)	(82,200)	(101,401)	(120,769)	(140,137)	(159,506)
		250,000	(21,516)	(117,509)	(136,708)	(155,909)	(175,277)	(194,645)	(214,013)	
	275,000	(76,024)	(172,016)	(191,215)	(210,416)	(229,784)	(249,152)	(268,520)		

		AH - % on site 35%								
		183,291	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5		(276,830)	(372,822)	(392,021)	(411,220)	(430,418)	(449,687)	(469,056)	
	10		144,283	48,291	29,092	9,894	(9,398)	(28,766)	(48,134)	
	Density (dph)	15		284,654	188,662	169,463	150,265	130,909	111,541	92,173
		20		354,840	258,847	239,649	220,431	201,063	181,695	162,326
		21		364,867	268,874	249,675	230,453	211,085	191,717	172,348
		25		396,951	300,959	281,760	262,523	243,155	223,787	204,419
		30		425,026	329,033	309,834	290,584	271,216	251,848	232,480
		35		445,079	349,086	329,887	310,628	291,260	271,892	252,524
		40		460,118	364,126	344,927	325,661	306,293	286,925	267,557
		45		471,816	375,823	356,625	337,353	317,985	298,617	279,249
		50		481,174	385,181	365,983	346,707	327,339	307,971	288,603

		AH - % on site 35%								
		183,291	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	95%		413,991	312,970	292,644	272,318	251,993	231,594	211,024	
	100%		317,683	221,690	202,492	183,291	163,923	144,554	125,186	
	Build rate (Epsm)	105%		221,130	130,198	111,963	93,727	75,492	57,257	39,021
		110%		124,239	38,382	21,210	4,039	(13,133)	(30,383)	(47,655)
		115%		27,348	(53,664)	(69,866)	(86,068)	(102,271)	(118,473)	(134,676)
		120%		(70,017)	(146,027)	(161,229)	(176,431)	(191,633)	(208,701)	(226,377)
		125%		(167,493)	(245,670)	(262,213)	(278,756)	(295,299)	(311,843)	(328,386)
				(276,446)	(353,717)	(369,171)	(384,625)	(400,079)	(415,533)	(430,987)

		AH - % on site 35%								
		183,291	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	75%		(461,519)	(355,691)	(334,525)	(313,390)	(292,395)	(271,400)	(250,405)	
	80%		(287,669)	(225,761)	(213,407)	(201,054)	(189,656)	(179,199)	(168,742)	
	Changes in sales values (£)	85%		(125,999)	(110,153)	(107,087)	(104,022)	(100,956)	(97,891)	(94,888)
		90%		22,353	722	(3,604)	(7,967)	(12,454)	(17,941)	(23,426)
		95%		170,187	111,348	99,505	87,663	75,820	63,978	51,937
		100%		317,683	221,690	202,492	183,291	163,923	144,554	125,186
		105%		464,807	331,901	305,208	278,515	251,822	225,129	198,367
		110%		611,866	441,776	407,758	373,740	339,722	305,560	271,346
		115%		758,365	551,650	510,307	468,862	427,350	385,838	344,326
		120%		904,864	661,355	612,545	563,735	514,926	466,116	417,304
		125%		1,051,363	770,825	714,717	658,609	602,501	546,379	490,056

		Site Specific S106 £1,500								
		183,291	0	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	0		316,016	296,194	276,371	256,549	236,727	216,905	197,083	
	40		284,498	264,676	244,854	225,032	205,210	185,388	165,461	
	80		252,981	233,159	213,337	193,515	173,693	153,895	133,753	
	CIL Epsm	143		203,341	183,519	163,697	143,875	123,997	103,755	83,813
		160		189,947	170,047	150,105	130,163	110,221	90,279	70,337
		200		158,281	138,339	118,397	98,456	78,514	58,572	38,630
		240		126,574	106,632	86,690	66,748	46,806	26,864	6,816
		280		94,866	74,924	54,982	35,040	15,041	(5,021)	(25,084)
		320		63,158	43,216	23,274	3,204	(16,858)	(36,921)	(56,983)
		360		31,450	11,430	(8,633)	(28,695)	(48,758)	(68,820)	(88,883)
		400		(407)	(20,470)	(40,532)	(60,595)	(80,657)	(100,720)	(120,782)
		440		(32,307)	(52,369)	(72,432)	(92,494)	(112,557)	(132,619)	(152,795)
		480		(64,206)	(84,268)	(104,331)	(124,394)	(144,457)	(164,519)	(184,581)
		520		(96,105)	(116,168)	(136,244)	(156,320)	(176,396)	(196,472)	(216,548)
		560		(128,005)	(148,153)	(168,336)	(188,520)	(208,704)	(228,888)	(249,072)
		600		(160,061)	(180,245)	(200,429)	(220,613)	(240,797)	(260,981)	(281,165)
		640		(192,154)	(210,099)	(238,568)	(262,038)	(285,507)	(308,976)	(332,593)
680			(228,946)	(252,415)	(275,885)	(299,354)	(322,912)	(346,524)	(370,135)	
720		(266,262)	(289,732)	(313,232)	(336,843)	(360,455)	(384,066)	(407,677)		
760		(303,579)	(327,163)	(350,774)	(374,385)	(397,997)	(421,608)	(445,220)		
800		(341,093)	(364,705)	(388,316)	(411,928)	(435,539)	(459,150)	(482,762)		

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**Scheme Ref:** C  
**Title:** 30 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		30 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.6	0.0%	0.0	2%	0.6			
2 bed House	20.9%	4.1	57.4%	6.0	34%	10.1			
3 bed House	40.8%	8.0	23.5%	2.5	35%	10.4			
4 bed House	35.0%	6.8	2.8%	0.3	24%	7.1			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	1.7	6%	1.7			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	19.5	100.0%	10.5	100%	30.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538		50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	37	402	0	0	37	402			
2 bed House	322	3,466	422	4,537	743	8,003			
3 bed House	716	7,707	207	2,232	923	9,939			
4 bed House	751	8,081	28	303	779	8,384			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	101	1,089	101	1,089			
2 bed Flat	0	0	0	0	0	0			
	1,826	19,656	758	8,161	2,584	27,817			
<i>AH % by floor area: 29.34% AH % by floor area due to mix</i>									
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV (£ no AH)					
1 bed House	180,000	3,103	288	115,830					
2 bed House	250,000	3,165	294	2,524,313					
3 bed House	290,000	3,222	299	3,023,120					
4 bed House	350,000	3,182	296	2,490,180					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	275,184					
2 bed Flat	190,000	3,115	289	0					
				8,428,626					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

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Scheme Ref: C  
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GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.6	@	180,000	115,830
2 bed House	4.1	@	250,000	1,018,875
3 bed House	8.0	@	290,000	2,307,240
4 bed House	6.8	@	350,000	2,388,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	19.5			5,830,695
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	3.2	@	125,000	398,941
3 bed House	1.3	@	145,000	189,708
4 bed House	0.2	@	175,000	26,879
5 bed House	0.0	@	0	-
1 bed Flat	0.9	@	80,000	72,924
2 bed Flat	0.0	@	95,000	-
	5.6			688,452
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	1.5	@	175,000	263,873
3 bed House	0.6	@	203,000	125,479
4 bed House	0.1	@	245,000	17,779
5 bed House	0.0	@	0	-
1 bed Flat	0.4	@	112,000	48,234
2 bed Flat	0.0	@	133,000	-
	2.6			455,365
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	1.3	@	200,000	260,140
4 bed House	0.5	@	232,000	123,704
5 bed House	0.1	@	250,000	15,649
1 bed Flat	0.0	@	0	-
2 bed Flat	0.4	@	128,000	47,552
0.00%	0.0	@	152,000	-
	2.3			447,045
<b>Sub-total GDV Residential</b>	<b>30.0</b>			<b>7,421,557</b>
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>
	390	£ psm (total GIA sqm)		1,007,069
				33,569 £ per unit (total units)
<b>Grant</b>	30	@	0	-
<b>Total GDV</b>				<b>7,421,557</b>

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**Scheme Ref:** C  
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DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(30,000)
Statutory Planning Fees (Residential)					(11,550)
CIL		1,826 sqm		143.29 £ psm	(261,659)
	CIL analysis:	3.53% of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	30 units @		1,500 per unit	(45,000)
	S106 analysis:	0.61% of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		2,584 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		3.71 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(76,710)
	Policy LP32 - Electric charging point	1,000 per dwelling			(30,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(3,657)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(79,772)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(105,000)
	Enhanced S106	8,600			(258,000)
	total	3.71 acres @		0 per acre	(553,139)
	Infra. Costs analysis:	7.45% of GDV		18,438 £ per unit (total units)	
1 bed House		37 sqm @		1,155 psm	(43,108)
2 bed House		743 sqm @		1,155 psm	(858,727)
3 bed House		923 sqm @		1,155 psm	(1,066,525)
4 bed House		779 sqm @		1,155 psm	(899,584)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		101 sqm @		1,296 psm	(131,117)
2 bed Flat	2,584	- sqm @		1,296 psm	-
External works		2,999,062 @		15.0% 14,995 £ per unit	(449,859)
M4(2) Category 2 Housing		50% of All units	30 units @	521 £ per dwelling	(7,815)
M4(3) Category 3 Housing		0% of All units	30 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			30 units @	9 £ per dwelling	(270)
Contingency		4,010,144 @		5.0%	(200,507)
<b>Professional Fees</b>		4,010,144 @		10.0%	(401,014)
<b>Disposal Costs -</b>					
Marketing and Promotion		5,830,695 OMS @		1.50%	(87,460)
Residential Sales Agent Costs		5,830,695 OMS @		1.50%	(87,460)
Residential Sales Legal Costs		5,830,695 OMS @		0.50%	(29,153)
<b>Interest (on Development Costs) -</b>		7.50% APR		0.604% pcm	(123,471)
<b>Developers Profit -</b>					
Margin on AH		1,143,817		6.00% on AH values	(68,629)
Profit on GDV		5,830,695		20.00%	(1,166,139)
		5,287,420		22.05% on costs	(1,166,139)
		6,974,512		17.70% blended	(1,234,768)
<b>TOTAL COSTS</b>					<b>(6,522,188)</b>

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 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				899,368
SDLT	899,368 @	5.0%	(slabbed)	(34,468)
Acquisition Agent fees	899,368 @	1.0%		(8,994)
Acquisition Legal fees	899,368 @	0.5%		(4,497)
Interest on Land	899,368 @	7.5%		(67,453)
Residual Land Value				<b>783,957</b>
<i>RLV analysis:</i>	26,132 £ per plot	522,638 £ per ha	211,509 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	20.0	dp net ha		
Site Area (Resi)	1.50	net ha	3.71	net acres
<i>Density analysis:</i>	1,723	sqm/ha	7,505	sqft/ac
Threshold Land Value	13,124 £ per plot	262,489 £ per net ha	106,228 £ per net acre	<b>393,734</b>
	80%	Gross to net	1.88	Gross hectares

BALANCE			
Surplus/(Deficit)	260,148 £ per ha	105,281 £ per acre	<b>390,223</b>



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Scheme Ref: C  
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SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	390,223	0%	25%	30%	35%	40%	45%	50%	
	0	1,080,359	772,378	710,711	649,045	587,275	525,467	463,659	
	80	857,026	605,826	555,526	505,173	454,721	404,268	353,702	
	100	800,847	563,946	516,437	468,929	421,417	373,741	326,064	
	120	744,398	521,866	477,306	432,633	387,916	343,200	298,311	
	140	687,881	479,733	437,981	396,230	354,412	312,488	270,558	
CIL Epsm	160	631,120	437,449	398,656	359,714	320,771	281,775	242,643	
143.29	180	574,261	395,061	359,104	323,147	287,064	250,930	214,723	
	200	517,183	352,569	319,542	286,411	253,280	220,032	186,707	
	220	459,979	309,924	279,801	249,674	219,369	189,064	158,618	
	240	402,776	267,220	239,999	212,719	185,439	157,979	130,500	
	260	345,573	224,318	200,066	175,760	151,323	126,885	102,241	
	280	288,370	181,415	160,024	138,633	117,207	95,613	73,982	
	300	230,883	138,513	119,982	101,451	82,920	64,340	45,588	
	320	173,334	95,610	79,940	64,269	48,598	32,928	17,159	
	340	115,785	52,600	39,897	27,087	14,277	1,466	(11,344)	
	360	58,236	9,438	(321)	(10,095)	(20,045)	(29,996)	(39,946)	
	380	676	(33,724)	(40,606)	(47,488)	(54,370)	(61,457)	(68,548)	
	400	(57,221)	(76,885)	(80,890)	(84,895)	(88,899)	(92,919)	(97,149)	
	420	(115,118)	(120,047)	(121,174)	(122,302)	(123,429)	(124,556)	(125,751)	
	440	(173,014)	(163,373)	(161,459)	(159,708)	(157,958)	(156,208)	(154,458)	
	460	(230,911)	(206,795)	(201,972)	(197,149)	(192,488)	(187,860)	(183,232)	
	480	(288,904)	(250,218)	(242,500)	(234,782)	(227,064)	(219,512)	(212,007)	
	500	(347,151)	(293,641)	(283,028)	(272,415)	(261,802)	(251,189)	(240,781)	
	520	(409,006)	(337,063)	(323,556)	(310,048)	(296,540)	(283,033)	(269,556)	
	540	(476,734)	(380,714)	(364,128)	(347,681)	(331,278)	(314,876)	(298,473)	
Balance (RLV - TLV)	390,223	0%	25%	30%	35%	40%	45%	50%	
	-	723,848	517,795	476,505	435,088	393,623	352,117	310,447	
	1,500	678,583	472,802	431,512	390,223	348,900	307,435	265,970	
	3,000	633,088	427,600	386,456	345,230	303,940	262,651	221,248	
	4,500	587,549	382,335	341,191	300,047	258,904	217,658	176,368	
	6,000	541,941	336,872	295,845	254,782	213,639	172,495	131,351	
Site Specific S106	7,500	496,127	291,334	250,306	209,278	168,251	127,223	86,086	
1,500	9,000	450,313	245,605	204,664	163,722	122,712	81,684	40,657	
	10,500	404,499	199,791	158,850	117,908	76,967	36,025	(4,916)	
	12,000	358,685	153,977	113,036	72,094	31,153	(9,789)	(50,730)	
	13,500	312,871	108,163	67,222	26,280	(14,661)	(55,603)	(96,544)	
	15,000	266,991	62,300	21,362	(19,576)	(60,515)	(101,453)	(142,391)	
	16,500	220,900	16,209	(24,729)	(65,667)	(106,605)	(147,544)	(188,482)	
	18,000	174,809	(29,882)	(70,820)	(111,758)	(152,696)	(193,635)	(234,573)	
	19,500	128,719	(75,973)	(116,911)	(157,849)	(198,787)	(239,725)	(280,700)	
	21,000	82,628	(122,063)	(163,002)	(204,015)	(245,033)	(286,051)	(327,069)	
	22,500	36,537	(168,348)	(209,366)	(250,384)	(291,402)	(332,421)	(373,439)	
	24,000	(9,627)	(214,717)	(255,736)	(296,754)	(337,772)	(378,790)	(425,814)	
	25,500	(55,996)	(261,087)	(302,105)	(343,123)	(384,289)	(432,172)	(480,058)	
	27,000	(102,366)	(307,456)	(348,475)	(390,644)	(438,530)	(486,416)	(534,302)	
	28,500	(148,735)	(353,893)	(397,002)	(444,888)	(492,774)	(540,660)	(588,613)	
	30,000	(195,105)	(403,360)	(451,246)	(499,132)	(547,018)	(595,011)	(643,185)	

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Scheme Ref: C  
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 Enhanced S106 costs

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	390,223								
	50,000	886,992	681,211	639,921	598,632	557,309	515,844	474,380	
	75,000	794,330	588,548	547,259	505,969	464,647	423,182	381,717	
TLV (per net acre) 106.228	100,000	701,667	495,886	454,596	413,307	371,984	330,519	289,055	
	125,000	609,005	403,223	361,934	320,644	279,322	237,857	196,392	
	150,000	516,342	310,561	269,271	227,982	186,659	145,194	103,730	
	175,000	423,680	217,898	176,609	135,319	93,997	52,532	11,067	
	200,000	331,017	125,236	83,946	42,657	1,334	(40,131)	(81,595)	
	225,000	238,355	32,573	(8,716)	(50,006)	(91,328)	(132,793)	(174,258)	
	250,000	145,692	(60,089)	(101,379)	(142,668)	(183,991)	(225,456)	(266,920)	
	275,000	53,030	(152,752)	(194,041)	(235,331)	(276,653)	(318,118)	(359,583)	

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	390,223								
	5	(780,423)	(965,131)	(1,006,072)	(1,047,014)	(1,087,955)	(1,128,897)	(1,169,902)	
	10	199,209	(6,054)	(47,198)	(88,342)	(129,508)	(170,798)	(212,087)	
Density (dph) 20	15	518,821	313,225	272,032	230,742	189,453	148,108	106,643	
	20	678,583	472,802	431,512	390,223	348,900	307,435	265,970	
	25	774,367	568,490	527,200	485,911	444,497	403,032	361,502	
	26	789,103	583,211	541,922	500,632	459,204	417,739	376,196	
	30	838,223	632,282	590,993	549,693	508,228	466,763	425,175	
	35	883,834	677,848	636,558	595,215	553,750	512,285	470,655	
	40	918,043	712,022	670,733	629,357	587,892	546,427	504,765	
	45	944,650	738,602	697,313	655,912	614,447	572,965	531,296	
	50	965,935	759,866	718,577	677,155	635,690	594,190	552,520	

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	390,223								
	95%	877,368	659,683	615,970	572,179	528,372	484,359	440,315	
	100%	678,583	472,802	431,512	390,223	348,900	307,435	265,970	
Build rate (Epsm)	105%	477,770	283,927	245,068	206,208	167,349	128,453	89,465	
	110%	276,145	93,261	56,682	20,103	(16,476)	(53,055)	(89,634)	
	115%	73,314	(98,461)	(132,816)	(167,171)	(201,526)	(235,881)	(270,235)	
	120%	(130,316)	(291,253)	(323,440)	(355,627)	(388,583)	(426,139)	(463,694)	
	125%	(334,744)	(501,715)	(536,688)	(571,660)	(606,812)	(641,995)	(677,178)	
	130%	(565,561)	(728,426)	(761,011)	(793,647)	(826,525)	(859,402)	(892,280)	

		AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	390,223								
	75%	(971,382)	(749,809)	(705,529)	(661,424)	(617,319)	(573,214)	(529,255)	
	80%	(601,042)	(473,246)	(447,764)	(422,282)	(396,820)	(373,212)	(351,506)	
Cahnges in sales values (£)	85%	(254,945)	(224,820)	(218,796)	(212,869)	(207,030)	(201,190)	(195,351)	
	90%	58,106	9,341	(514)	(10,438)	(20,362)	(30,285)	(40,244)	
	95%	369,206	242,042	216,445	190,847	165,172	139,384	113,504	
	100%	678,583	472,802	431,512	390,223	348,900	307,435	265,970	
	105%	984,950	701,586	644,888	588,059	531,231	474,403	417,420	
	110%	1,289,020	928,961	856,856	784,750	712,645	640,446	568,185	
	115%	1,591,516	1,155,223	1,067,913	980,604	893,294	805,868	718,415	
	120%	1,892,750	1,380,692	1,278,238	1,175,784	1,073,330	970,829	868,235	
	125%	2,192,975	1,605,555	1,488,004	1,370,454	1,252,903	1,135,353	1,017,770	

		Site Specific S106							
		£1,500	7,500	9,000	10,500	12,000	13,500	15,000	16,500
Balance (RLV - TLV)	390,223								
	0	693,005	649,045	604,858	560,578	516,124	471,521	426,798	
	40	621,508	577,321	532,876	488,373	443,651	398,837	353,844	
CIL Epsm 143.29	80	549,627	505,173	460,503	415,780	370,798	325,770	280,505	
	143	435,614	390,752	345,759	300,580	255,315	209,814	164,261	
	160	404,707	359,714	314,619	269,354	223,938	178,399	132,656	
	200	331,675	286,411	241,098	195,559	149,920	104,106	58,292	
	240	258,202	212,719	167,180	121,370	75,556	29,742	(16,094)	
	280	184,340	138,633	92,819	47,005	1,192	(44,817)	(90,908)	
	320	110,083	64,269	18,455	(27,449)	(73,540)	(119,631)	(165,721)	
	360	35,719	(10,095)	(56,172)	(102,263)	(148,353)	(194,462)	(240,831)	
	400	(38,804)	(84,895)	(130,986)	(177,076)	(223,358)	(269,728)	(316,097)	
	440	(113,618)	(159,708)	(205,885)	(252,255)	(298,624)	(344,994)	(392,833)	
	480	(188,431)	(234,782)	(281,151)	(327,521)	(373,910)	(426,636)	(480,880)	
	520	(263,679)	(310,048)	(356,417)	(406,196)	(460,440)	(514,684)	(568,928)	
	560	(338,945)	(385,756)	(440,000)	(494,244)	(548,488)	(602,888)	(657,460)	
	600	(419,560)	(473,804)	(528,047)	(582,325)	(636,896)	(691,468)	(746,040)	
	640	(507,607)	(561,851)	(616,333)	(670,904)	(725,476)	(780,048)	(834,920)	
	680	(595,769)	(650,341)	(704,912)	(759,484)	(814,231)	(869,133)	(924,035)	
	720	(684,349)	(738,921)	(793,543)	(848,445)	(903,347)	(958,249)	(1,013,270)	
	760	(772,929)	(827,757)	(882,659)	(937,560)	(992,462)	(1,047,691)	(1,102,924)	
800	(861,971)	(916,872)	(971,774)	(1,026,878)	(1,082,111)	(1,137,345)	(1,192,578)		

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **D**  
 Title: **50 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				50 Units				
AH Policy requirement (% Target)				35%				
AH tenure split %	Affordable Rent:				53.0%			
	Shared ownership				25.0%			
	Intermediate				21.6%			
Open Market Sale (OMS) housing				65%				
				100%				
CIL Rate (£ psm)				143.29	£ psm			
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>		<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>		
1 bed House	3.3%	1.1		0.0%	0.0	2%		
2 bed House	20.9%	6.8		57.4%	10.0	34%		
3 bed House	40.8%	13.3		23.5%	4.1	35%		
4 bed House	35.0%	11.4		2.8%	0.5	24%		
5 bed House	0.0%	0.0		0.0%	0.0	0%		
1 bed Flat	0.0%	0.0		16.4%	2.9	6%		
2 bed Flat	0.0%	0.0		0.0%	0.0	0%		
Total number of units	100.0%	32.5		100.0%	17.5	100%		
						50.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>		
1 bed House	58.0	624		%		58.0		
2 bed House	79.0	850				79.0		
3 bed House	90.0	969				90.0		
4 bed House	110.0	1,184				110.0		
5 bed House	0.0	0				0.0		
1 bed Flat	50.0	538		85.0%		58.8		
2 bed Flat	61.0	657		85.0%		71.8		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>		
1 bed House	50.0	538		%		50.0		
2 bed House	70.0	753				70.0		
3 bed House	84.0	904				84.0		
4 bed House	97.0	1,044				97.0		
5 bed House	0.0	0				0.0		
1 bed Flat	50.0	538		85.0%		58.8		
2 bed Flat	61.0	657		85.0%		71.8		
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>		<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		
1 bed House	62	670		0	0	62		
2 bed House	537	5,776		703	7,562	1,239		
3 bed House	1,193	12,846		346	3,720	1,539		
4 bed House	1,251	13,468		47	504	1,298		
5 bed House	0	0		0	0	0		
1 bed Flat	0	0		169	1,815	169		
2 bed Flat	0	0		0	0	0		
	3,043	32,760		1,264	13,601	4,307		
						46,361		
	<i>AH % by floor area:</i>		<i>29.34% AH % by floor area due to mix</i>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£pof</b>			<b>total MV £ (no AH)</b>		
1 bed House	180,000	3,103	288			193,050		
2 bed House	250,000	3,165	294			4,207,188		
3 bed House	290,000	3,222	299			5,038,533		
4 bed House	350,000	3,182	296			4,150,300		
5 bed House	0	#DIV/0!	#DIV/0!			0		
1 bed Flat	160,000	3,200	297			458,640		
2 bed Flat	190,000	3,115	289			0		
						14,047,710		
<b>Affordable Housing values (£) -</b>	<b>Affordable Rent:</b>	<b>£psm</b>	<b>% of MV Shared ownership</b>	<b>£psm</b>	<b>% of MV</b>	<b>Intermediate</b>	<b>£psm</b>	<b>% of MV</b>
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	1.1	@	180,000	193,050
2 bed House	6.8	@	250,000	1,698,125
3 bed House	13.3	@	290,000	3,845,400
4 bed House	11.4	@	350,000	3,981,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	32.5			9,717,825
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	5.3	@	125,000	664,902
3 bed House	2.2	@	145,000	316,180
4 bed House	0.3	@	175,000	44,798
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	80,000	121,540
2 bed Flat	0.0	@	95,000	-
	9.3			1,147,420
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	2.5	@	175,000	439,788
3 bed House	1.0	@	203,000	209,132
4 bed House	0.1	@	245,000	29,631
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	112,000	80,390
2 bed Flat	0.0	@	133,000	-
	4.4			758,942
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	2.2	@	200,000	433,566
4 bed House	0.9	@	232,000	206,173
5 bed House	0.1	@	250,000	26,082
1 bed Flat	0.0	@	0	-
2 bed Flat	0.6	@	128,000	79,253
0.00%	0.0	@	152,000	-
	3.8			745,074
<b>Sub-total GDV Residential</b>	<b>49.9</b>			<b>12,369,261</b>
<i>AH on-site cost analysis:</i>			<i>EMV less £GDV</i>	<i>1,678,449</i>
	<i>390 £ psm (total GIA sqm)</i>		<i>33,569 £ per unit (total units)</i>	
<b>Grant</b>	50	@	0	-
<b>Total GDV</b>				<b>12,369,261</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** D  
**Title:** 50 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(60,000)
Statutory Planning Fees (Residential)				(19,250)
CIL	3,043 sqm		143.29 £ psm	(436,098)
	3.53% % of GDV		8,722 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	50 units @	1,500 per unit	(75,000)
		0.61% % of GDV	1,500 £ per unit (total units)	(75,000)
AH Commuted Sum	4,307 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	5.62 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -				
	Policy SP10 - Climate Change	2,557 per dwelling		(127,850)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(50,000)
	Policy SP09 - Cross-boundary miti	121.89 per dwelling		(6,095)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(120,866)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(175,000)
	Enhanced S106	8,600		(430,000)
	total	5.62 acres @	0 per acre	(909,811)
	Infra. Costs analysis:	7.36% % of GDV	18,196 £ per unit (total units)	-
1 bed House	62 sqm @		1,155 psm	(71,847)
2 bed House	1,239 sqm @		1,155 psm	(1,431,212)
3 bed House	1,539 sqm @		1,155 psm	(1,777,542)
4 bed House	1,298 sqm @		1,155 psm	(1,499,307)
5 bed House	- sqm @		1,155 psm	-
1 bed Flat	169 sqm @		1,296 psm	(218,528)
2 bed Flat	4,307 - sqm @		1,296 psm	-
External works	4,998,436 @		15.0% 14,995 £per unit	(749,765)
M4(2) Category 2 Housing	50% of All units	50 units @	521 £ per dwelling	(13,025)
M4(3) Category 3 Housing	0% of All units	50 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		50 units @	9 £ per dwelling	(450)
Contingency	6,671,487 @		5.0%	(333,574)
<b>Professional Fees</b>	6,671,487 @		10.0%	(667,149)
<b>Disposal Costs -</b>				
Marketing and Promotion	9,717,825 OMS @		1.50%	(145,767)
Residential Sales Agent Costs	9,717,825 OMS @		1.50%	(145,767)
Residential Sales Legal Costs	9,717,825 OMS @		0.50%	(48,589)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(248,629)
<b>Developers Profit -</b>				
Margin on AH	1,906,362		6.00% on AH values	(114,382)
Profit on GDV	9,717,825		20.00%	(1,943,565)
	8,851,311		21.96% on costs	(1,943,565)
	11,624,187		17.70% blended	(2,057,947)
<b>TOTAL COSTS</b>				<b>(10,909,257)</b>

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Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,460,004
SDLT	1,460,004	@	5.0% (slabbed)	(62,500)
Acquisition Agent fees	1,460,004	@	1.0%	(14,600)
Acquisition Legal fees	1,460,004	@	0.5%	(7,300)
Interest on Land	1,460,004	@	7.5%	(109,500)
Residual Land Value				<b>1,266,103</b>
<i>RLV analysis:</i>				
	25,322 £ per plot	557,085 £ per ha	225,449 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		22.0 dp net ha		
Site Area (Resi)		2.27 net ha	5.62 net acres	
		1,895 sqm/ha	8,255 sqft/ac	
<i>Density analysis:</i>				
Threshold Land Value	11,931 £ per plot	262,489 £ per net ha	106,228 £ per net acre	<b>596,567</b>
		80% Gross to net	2.84 Gross hectares	

BALANCE				
Surplus/(Deficit)		294,596 £ per ha	119,221 £ per acre	<b>669,536</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%						
	Balance (RLV - TLV)	0%	25%	30%	35%	40%	45%	50%
CIL Epsm 143.29	0	1,782,840	1,290,058	1,191,502	1,092,945	994,389	895,561	796,658
	80	1,418,469	1,017,505	937,118	856,732	776,346	695,960	615,574
	100	1,327,069	949,255	873,523	797,679	721,835	645,992	570,148
	120	1,235,668	880,705	809,712	738,626	667,325	596,024	524,722
	140	1,144,268	812,155	745,732	679,309	612,814	546,055	479,297
	160	1,052,868	743,604	681,752	619,899	558,046	496,087	433,871
	180	961,467	675,054	617,771	560,489	503,206	445,924	388,446
	200	869,870	606,504	553,791	501,079	448,366	395,653	342,941
	220	777,917	537,954	489,811	441,668	393,526	345,383	297,241
	240	685,964	469,403	425,831	382,258	338,686	295,113	251,540
	260	594,011	400,494	361,791	322,848	283,845	244,843	205,840
	280	502,058	331,529	297,424	263,318	229,005	194,573	160,140
	300	410,105	262,565	233,057	203,549	174,040	144,302	114,440
	320	318,152	193,600	168,690	143,779	118,869	93,958	68,740
	340	226,200	124,635	104,323	84,010	63,697	43,384	23,040
	360	133,692	55,671	39,956	24,240	8,525	(7,190)	(22,905)
	380	41,184	(13,294)	(24,411)	(35,529)	(46,646)	(57,764)	(68,882)
	400	(51,325)	(82,470)	(88,778)	(95,298)	(101,818)	(108,338)	(114,858)
	420	(143,834)	(151,851)	(153,455)	(155,068)	(156,990)	(158,912)	(160,834)
	440	(236,343)	(221,233)	(218,211)	(215,189)	(212,167)	(209,146)	(206,111)
460	(328,851)	(290,614)	(282,967)	(275,320)	(267,672)	(260,024)	(252,377)	
480	(421,360)	(359,996)	(347,723)	(335,450)	(323,177)	(310,905)	(298,632)	
500	(514,250)	(429,377)	(412,479)	(395,581)	(378,683)	(361,784)	(344,886)	
520	(610,778)	(498,759)	(477,235)	(455,712)	(434,188)	(412,664)	(391,141)	
540	(718,996)	(568,221)	(541,991)	(515,842)	(489,693)	(463,544)	(437,395)	
		AH - % on site 35%						
	Balance (RLV - TLV)	0%	25%	30%	35%	40%	45%	50%
Site Specific S106 1,500	-	1,202,435	874,080	808,409	742,621	676,609	610,598	544,587
	1,500	1,129,232	800,878	735,207	669,536	603,847	537,836	471,824
	3,000	1,056,030	727,676	662,005	596,334	530,663	464,992	399,062
	4,500	982,828	654,474	588,803	523,132	457,461	391,790	326,119
	6,000	909,626	581,271	515,600	449,929	384,259	318,588	252,917
	7,500	836,023	508,069	442,398	376,727	311,056	245,385	179,715
	9,000	762,378	434,713	369,180	303,525	237,854	172,183	106,512
	10,500	688,733	361,069	295,536	230,003	164,470	98,937	33,310
	12,000	615,089	287,424	221,891	156,358	90,825	25,292	(40,241)
	13,500	541,444	213,779	148,246	82,713	17,180	(48,353)	(113,886)
	15,000	467,799	140,134	74,601	9,068	(56,465)	(121,997)	(187,530)
	16,500	394,154	66,490	957	(64,576)	(130,109)	(195,642)	(261,175)
	18,000	320,509	(7,155)	(72,688)	(138,221)	(203,754)	(269,307)	(334,906)
	19,500	246,865	(81,003)	(146,601)	(212,200)	(277,799)	(343,397)	(408,906)
	21,000	172,901	(155,092)	(220,691)	(286,290)	(351,889)	(417,487)	(483,086)
	22,500	98,811	(229,182)	(294,781)	(360,380)	(425,979)	(491,577)	(557,176)
	24,000	24,721	(303,272)	(368,871)	(434,470)	(500,068)	(565,667)	(638,624)
	25,500	(49,369)	(377,362)	(442,961)	(508,560)	(574,158)	(648,509)	(725,101)
	27,000	(123,459)	(451,452)	(517,051)	(582,650)	(658,589)	(735,181)	(811,773)
	28,500	(197,549)	(525,542)	(592,076)	(668,668)	(745,260)	(821,853)	(898,445)
30,000	(271,639)	(602,155)	(678,748)	(755,340)	(831,932)	(908,525)	(985,117)	

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Scheme Ref: D  
 Title: 50 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

Balance (RLV - TLV)	AH - % on site 35%							
	669,536	0%	25%	30%	35%	40%	45%	50%
50,000	1,445,004	1,116,649	1,050,979	985,308	919,618	853,607	787,596	
75,000	1,304,606	976,252	910,581	844,910	779,221	713,209	647,198	
100,000	1,164,208	835,854	770,183	704,512	638,823	572,812	506,800	
106,228	1,023,811	695,456	629,785	564,114	498,425	432,414	366,402	
150,000	883,413	555,058	489,388	423,717	358,027	292,016	226,005	
175,000	743,015	414,661	348,990	283,319	217,630	151,618	85,607	
200,000	602,617	274,263	208,592	142,921	77,232	11,221	(54,791)	
225,000	462,220	133,865	68,194	2,524	(63,166)	(129,177)	(195,188)	
250,000	321,822	(6,532)	(72,203)	(137,874)	(203,564)	(269,575)	(335,586)	
275,000	181,424	(146,930)	(212,601)	(278,272)	(343,961)	(409,973)	(475,984)	

Balance (RLV - TLV)	AH - % on site 35%							
	669,536	0%	25%	30%	35%	40%	45%	50%
5	(1,337,513)	(1,665,178)	(1,730,711)	(1,796,244)	(1,861,777)	(1,927,310)	(1,992,843)	
10	259,066	(69,289)	(134,960)	(200,631)	(266,301)	(331,972)	(397,643)	
15	790,834	462,480	396,809	331,138	265,467	199,796	133,787	
20	1,056,719	728,364	662,693	597,022	531,352	465,399	399,388	
25	1,216,249	887,895	822,224	756,553	690,771	624,760	558,748	
28	1,284,619	956,265	890,594	824,923	759,068	693,057	627,046	
30	1,322,603	994,248	928,578	862,907	797,011	731,000	664,989	
35	1,398,570	1,070,215	1,004,545	938,874	872,897	806,886	740,875	
40	1,455,545	1,127,191	1,061,520	995,823	929,812	863,801	797,789	
45	1,499,859	1,171,505	1,105,834	1,040,090	974,079	908,067	842,056	
50	1,535,310	1,206,956	1,141,285	1,075,503	1,009,492	943,481	877,470	

Balance (RLV - TLV)	AH - % on site 35%							
	669,536	0%	25%	30%	35%	40%	45%	50%
95%	1,460,017	1,112,892	1,043,323	973,755	904,186	834,618	764,625	
100%	1,129,232	800,878	735,207	669,536	603,847	537,836	471,824	
105%	797,817	487,987	425,895	363,803	301,710	239,618	177,526	
110%	465,033	173,372	115,040	56,708	(1,625)	(59,957)	(118,289)	
115%	131,682	(141,980)	(196,712)	(251,444)	(306,176)	(360,909)	(415,641)	
120%	(203,114)	(458,665)	(509,775)	(560,885)	(616,216)	(675,822)	(735,466)	
125%	(538,438)	(807,714)	(863,120)	(918,526)	(973,932)	(1,029,338)	(1,084,868)	
130%	(922,335)	(1,178,410)	(1,229,980)	(1,281,550)	(1,333,119)	(1,384,689)	(1,436,258)	

Balance (RLV - TLV)	AH - % on site 0%							
	669,536	0%	25%	30%	35%	40%	45%	50%
75%	(1,568,512)	(1,201,231)	(1,127,775)	(1,054,318)	(980,977)	(907,919)	(834,860)	
80%	(966,843)	(751,200)	(708,072)	(664,944)	(621,932)	(580,160)	(543,410)	
85%	(399,169)	(343,353)	(332,190)	(321,026)	(309,863)	(298,905)	(288,101)	
90%	112,577	39,564	24,922	10,281	(4,360)	(19,002)	(33,781)	
95%	621,686	421,149	380,794	340,438	300,082	259,727	219,371	
100%	1,129,232	800,878	735,207	669,536	603,847	537,836	471,824	
105%	1,635,537	1,179,816	1,088,609	997,402	906,195	814,988	723,781	
110%	2,139,764	1,557,751	1,441,348	1,324,946	1,208,356	1,091,629	974,902	
115%	2,643,677	1,934,841	1,793,027	1,651,213	1,509,399	1,367,585	1,225,771	
120%	3,145,650	2,311,145	2,144,245	1,977,344	1,810,443	1,643,340	1,476,089	
125%	3,647,389	2,687,181	2,494,940	2,302,700	2,110,460	1,918,220	1,725,949	

Balance (RLV - TLV)	Site Specific S106							
	669,536	-	1,500	3,000	4,500	6,000	7,500	9,000
0	1,165,691	1,092,945	1,020,183	947,420	874,658	801,896	729,133	
40	1,047,601	974,839	902,076	829,314	756,551	683,551	610,349	
80	929,495	856,732	783,970	711,135	637,933	564,731	491,529	
143	743,477	670,398	597,195	523,993	450,791	377,589	304,386	
160	693,101	619,899	546,697	473,495	400,292	327,090	253,710	
200	574,281	501,079	427,876	354,674	281,461	207,816	134,171	
240	455,460	382,258	309,056	235,567	161,922	88,278	14,833	
280	336,640	263,318	189,673	116,028	42,384	(31,261)	(104,906)	
320	217,424	143,779	70,134	(3,510)	(77,155)	(150,800)	(224,855)	
360	97,885	24,240	(49,404)	(123,049)	(196,936)	(271,026)	(345,116)	
400	(21,653)	(95,298)	(169,018)	(243,108)	(317,198)	(391,287)	(465,377)	
440	(141,192)	(215,189)	(289,279)	(363,369)	(437,459)	(511,549)	(585,639)	
480	(261,360)	(335,450)	(409,540)	(483,630)	(557,720)	(639,505)	(726,177)	
520	(381,622)	(455,712)	(529,802)	(606,845)	(693,517)	(780,189)	(866,861)	
560	(501,883)	(575,973)	(660,858)	(747,529)	(834,201)	(920,873)	(1,007,545)	
600	(628,198)	(714,870)	(801,542)	(888,214)	(974,885)	(1,061,557)	(1,148,463)	
640	(768,882)	(855,554)	(942,226)	(1,028,898)	(1,115,605)	(1,202,801)	(1,289,997)	
680	(909,566)	(996,238)	(1,082,910)	(1,169,944)	(1,257,140)	(1,344,336)	(1,431,532)	
720	(1,050,250)	(1,137,087)	(1,224,283)	(1,311,479)	(1,398,674)	(1,485,870)	(1,573,066)	
760	(1,191,426)	(1,278,621)	(1,365,817)	(1,453,013)	(1,540,209)	(1,627,443)	(1,715,166)	
800	(1,332,960)	(1,420,156)	(1,507,352)	(1,594,548)	(1,682,110)	(1,769,833)	(1,857,556)	



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Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		85 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	1.8	0.0%	0.0	2%	1.8			
2 bed House	20.9%	11.5	57.4%	17.1	34%	28.6			
3 bed House	40.8%	22.5	23.5%	7.0	35%	29.5			
4 bed House	35.0%	19.3	2.8%	0.8	24%	20.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	4.9	6%	4.9			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	55.3	100.0%	29.8	100%	85.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538		50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	106	1,138	0	0	106	1,138			
2 bed House	912	9,819	1,194	12,855	2,107	22,675			
3 bed House	2,029	21,838	588	6,324	2,616	28,162			
4 bed House	2,127	22,896	80	857	2,207	23,753			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	287	3,085	287	3,085			
2 bed Flat	0	0	0	0	0	0			
	5,174	55,691	2,148	23,122	7,322	78,813			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV (£ (no AH)					
1 bed House	180,000	3,103	288	328,185					
2 bed House	250,000	3,165	294	7,152,219					
3 bed House	290,000	3,222	299	8,565,505					
4 bed House	350,000	3,182	296	7,055,510					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	779,688					
2 bed Flat	190,000	3,115	289	0					
				23,881,107					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	1.8	@	180,000	328,185
2 bed House	11.5	@	250,000	2,886,813
3 bed House	22.5	@	290,000	6,537,180
4 bed House	19.3	@	350,000	6,768,125
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	55.3			16,520,303
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	9.0	@	125,000	1,130,333
3 bed House	3.7	@	145,000	537,506
4 bed House	0.4	@	175,000	76,157
5 bed House	0.0	@	0	-
1 bed Flat	2.6	@	80,000	206,617
2 bed Flat	0.0	@	95,000	-
	15.8			1,950,613
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	4.3	@	175,000	747,640
3 bed House	1.8	@	203,000	355,525
4 bed House	0.2	@	245,000	50,373
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	112,000	136,664
2 bed Flat	0.0	@	133,000	-
	7.4			1,290,202
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	3.7	@	200,000	737,062
4 bed House	1.5	@	232,000	350,495
5 bed House	0.2	@	250,000	44,339
1 bed Flat	0.0	@	0	-
2 bed Flat	1.1	@	128,000	134,730
0.00%	0.0	@	152,000	-
	6.4			1,266,626
<b>Sub-total GDV Residential</b>	<b>84.9</b>			<b>21,027,744</b>
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>
	390	£ psm (total GIA sqm)		2,853,363
				33,569 £ per unit (total units)
<b>Grant</b>	85	@	0	-
<b>Total GDV</b>				<b>21,027,744</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** E  
**Title:** 85 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,074)
CIL	5,174 sqm		143.29 £ psm		(741,366)
CIL analysis:	3.53% of GDV		8,722 £ per unit (total units)		
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	85 units @	1,500 per unit	(127,500)	(127,500)
S106 analysis:	0.61% of GDV		1,500 £ per unit (total units)		
AH Commuted Sum	7,322 sqm (total)		0 £ psm		-
Comm. Sum analysis:	0.00% of GDV				
<b>Construction Costs -</b>					
Site Clearance and Demolition	9.13 acres @		0 £ per acre (if brownfield)		-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(217,345)
	Policy LP32 - Electric charging point	1,000 per dwelling			(85,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(10,361)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(196,539)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(297,500)
	Enhanced S106	8,600			(731,000)
	total	9.13 acres @	0 per acre	(1,537,745)	-
Infra. Costs analysis:	7.31% of GDV		18,091 £ per unit (total units)		
1 bed House	106 sqm @		1,155 psm		(122,140)
2 bed House	2,107 sqm @		1,155 psm		(2,433,061)
3 bed House	2,616 sqm @		1,155 psm		(3,021,821)
4 bed House	2,207 sqm @		1,155 psm		(2,548,821)
5 bed House	- sqm @		1,155 psm		-
1 bed Flat	287 sqm @		1,296 psm		(371,498)
2 bed Flat	7,322 sqm @		1,296 psm		-
External works	8,497,341 @		15.0% 14,995 £ per unit		(1,274,601)
M4(2) Category 2 Housing	50% of All units	85 units @	521 £ per dwelling		(22,143)
M4(3) Category 3 Housing	0% of All units	85 units @	10,307 £ per dwelling		-
Water efficiency - Policy LP25 - Sustainable Construction and Design		85 units @	9 £ per dwelling		(765)
Contingency	11,332,595 @		5.0%		(566,630)
Professional Fees	11,332,595 @		10.0%		(1,133,259)
<b>Disposal Costs -</b>					
Marketing and Promotion	16,520,303 OMS @		1.50%		(247,805)
Residential Sales Agent Costs	16,520,303 OMS @		1.50%		(247,805)
Residential Sales Legal Costs	16,520,303 OMS @		0.50%		(82,602)
Interest (on Development Costs) -	7.50% APR		0.604% pcm		(318,231)
<b>Developers Profit -</b>					
Margin on AH	3,240,815		6.00% on AH values		(194,449)
Profit on GDV	16,520,303		20.00%		(3,304,061)
	14,890,866		22.19% on costs	(3,304,061)	
	19,761,118		17.70% blended	(3,498,509)	
<b>TOTAL COSTS</b>					<b>(18,389,375)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** E  
**Title:** 85 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				2,638,369
SDLT	2,638,369 @		5.0% (slabbed)	(121,418)
Acquisition Agent fees	2,638,369 @		1.0%	(26,384)
Acquisition Legal fees	2,638,369 @		0.5%	(13,192)
Interest on Land	2,638,369 @		7.5%	(197,878)
Residual Land Value				<b>2,279,497</b>
<i>RLV analysis:</i>	26,818 £ per plot	616,805 £ per ha	249,618 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		23.0 dp net ha		
Site Area (Resi)		3.70 net ha	9.13 net acres	
<i>Density analysis:</i>		1,981 sqm/ha	6,631 sqft/ac	
Threshold Land Value	11,413 £ per plot	262,489 £ per net ha	106,228 £ per net acre	<b>970,069</b>
		80% Gross to net	4.62 Gross hectares	

BALANCE				
Surplus/(Deficit)		354,316 £ per ha	143,390 £ per acre	<b>1,309,427</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	1,309,427	0%	25%	30%	35%	40%	45%	50%	
	0	3,281,869	2,397,440	2,220,408	2,043,350	1,865,969	1,688,588	1,511,112	
	80	2,648,846	1,925,476	1,780,575	1,635,674	1,490,414	1,345,115	1,199,643	
	100	2,489,277	1,806,600	1,669,824	1,532,834	1,395,843	1,258,619	1,121,183	
	120	2,329,143	1,687,221	1,558,565	1,429,909	1,300,914	1,171,834	1,042,551	
	140	2,168,381	1,567,527	1,447,145	1,326,447	1,205,749	1,084,816	963,647	
CIL Epsm	160	2,007,279	1,447,427	1,335,137	1,222,848	1,110,246	997,507	884,539	
143.29	180	1,845,306	1,326,902	1,223,043	1,118,760	1,014,478	909,963	805,182	
	200	1,683,148	1,206,075	1,110,275	1,014,475	918,397	822,121	725,596	
	220	1,520,092	1,084,705	997,415	909,759	822,014	734,047	645,778	
	240	1,356,757	963,148	883,962	804,776	725,353	645,663	565,711	
	260	1,192,715	840,968	770,365	699,426	628,344	557,057	485,422	
	280	1,028,183	718,676	656,227	593,777	531,099	468,120	404,871	
	300	863,151	595,673	541,881	487,791	433,494	378,978	324,104	
	320	697,403	472,577	427,052	381,463	335,660	289,516	243,066	
	340	531,372	348,802	311,945	274,836	237,448	199,835	161,844	
	360	365,342	224,859	196,422	167,818	139,023	109,837	80,316	
	380	199,311	100,336	80,541	60,546	40,193	19,615	(1,369)	
	400	32,676	(24,187)	(35,681)	(47,174)	(58,827)	(70,928)	(83,390)	
	420	(134,358)	(148,710)	(151,902)	(155,094)	(158,286)	(161,697)	(165,547)	
	440	(301,392)	(273,317)	(268,123)	(263,014)	(257,904)	(252,795)	(248,063)	
	460	(468,426)	(398,592)	(384,626)	(370,934)	(357,523)	(344,112)	(330,701)	
	480	(635,979)	(523,868)	(501,549)	(479,231)	(457,141)	(435,429)	(413,716)	
	500	(804,022)	(649,144)	(618,473)	(587,803)	(557,133)	(526,745)	(496,731)	
	520	(974,101)	(774,436)	(735,397)	(696,375)	(657,353)	(618,332)	(579,747)	
	540	(1,169,500)	(900,469)	(852,541)	(804,948)	(757,574)	(710,200)	(662,827)	
		AH - % on site 35%							
Balance (RLV - TLV)	1,309,427	0%	25%	30%	35%	40%	45%	50%	
	-	2,270,906	1,675,685	1,556,296	1,436,908	1,317,083	1,197,215	1,076,936	
	1,500	2,141,880	1,547,771	1,428,792	1,309,427	1,190,039	1,070,501	950,634	
	3,000	2,012,854	1,419,520	1,300,541	1,181,561	1,062,559	943,170	823,782	
	4,500	1,883,184	1,290,626	1,171,986	1,053,311	934,331	815,352	696,302	
	6,000	1,753,378	1,161,518	1,042,960	924,320	805,680	687,039	568,122	
Site Specific S106	7,500	1,623,129	1,031,712	913,340	794,968	676,596	558,013	439,373	
1,500	9,000	1,492,538	901,648	783,469	665,162	546,790	428,418	310,046	
	10,500	1,361,697	771,057	652,879	534,701	416,522	298,344	180,166	
	12,000	1,230,317	640,021	521,962	403,903	285,844	167,754	49,575	
	13,500	1,098,871	508,641	390,582	272,523	154,463	36,404	(81,655)	
	15,000	966,697	376,619	258,603	140,587	22,572	(95,444)	(213,459)	
	16,500	834,522	244,393	126,345	8,297	(109,751)	(227,798)	(345,846)	
	18,000	701,659	111,420	(6,628)	(124,676)	(242,724)	(360,772)	(478,819)	
	19,500	568,685	(21,554)	(139,602)	(257,649)	(375,697)	(493,745)	(611,793)	
	21,000	435,712	(154,527)	(272,575)	(390,623)	(508,753)	(627,040)	(745,327)	
	22,500	302,739	(287,670)	(405,957)	(524,244)	(642,531)	(760,817)	(879,104)	
	24,000	169,765	(421,448)	(539,734)	(658,021)	(776,308)	(894,594)	(1,021,696)	
	25,500	36,209	(555,225)	(673,511)	(791,798)	(910,117)	(1,040,129)	(1,178,191)	
	27,000	(97,568)	(689,002)	(807,289)	(925,969)	(1,058,562)	(1,196,624)	(1,334,686)	
	28,500	(231,346)	(823,088)	(941,822)	(1,076,995)	(1,215,057)	(1,353,119)	(1,491,755)	
	30,000	(365,123)	(957,674)	(1,095,428)	(1,233,490)	(1,371,552)	(1,510,371)	(1,649,196)	

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Scheme Ref: E  
 Title: 85 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

		AH - % on site 35%								
		1,309,427	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	50,000	2,655,351	2,061,242	1,942,263	1,822,899	1,703,511	1,583,973	1,464,105		
	75,000	2,427,053	1,832,943	1,713,964	1,594,600	1,475,212	1,355,674	1,235,806		
	100,000	2,198,754	1,604,645	1,485,665	1,366,301	1,246,913	1,127,375	1,007,507		
	125,000	1,970,455	1,376,346	1,257,366	1,138,002	1,018,614	899,076	779,208		
	150,000	1,742,156	1,148,047	1,029,068	909,703	790,315	670,777	550,910		
	175,000	1,513,857	919,748	800,769	681,405	562,016	442,478	322,611		
	200,000	1,285,558	691,449	572,470	453,106	333,717	214,179	94,312		
	225,000	1,057,259	463,150	344,171	224,807	105,418	(14,120)	(133,987)		
	250,000	828,960	234,851	115,872	(3,492)	(122,881)	(242,418)	(362,286)		
275,000	600,661	6,552	(112,427)	(231,791)	(351,180)	(470,717)	(590,585)			
		AH - % on site 35%								
		1,309,427	0%	25%	30%	35%	40%	45%	50%	
Density (dph)	5	(2,107,399)	(2,698,290)	(2,816,468)	(2,934,646)	(3,052,895)	(3,171,266)	(3,289,638)		
	10	608,538	15,872	(102,768)	(221,599)	(340,578)	(459,557)	(578,810)		
	15	1,513,036	919,499	800,520	681,541	562,317	442,929	323,439		
	20	1,965,017	1,371,069	1,252,090	1,132,881	1,013,492	894,103	774,235		
	25	2,236,206	1,642,011	1,522,974	1,403,586	1,284,197	1,164,580	1,044,713		
	28	2,352,430	1,758,129	1,638,991	1,519,602	1,400,214	1,280,499	1,160,632		
	30	2,416,999	1,822,639	1,703,444	1,584,056	1,464,667	1,344,899	1,225,031		
	34	2,523,347	1,928,891	1,809,603	1,690,215	1,570,826	1,450,969	1,331,101		
	40	2,642,990	2,048,420	1,929,032	1,809,643	1,690,165	1,570,297	1,450,378		
	45	2,718,320	2,123,616	2,004,228	1,884,839	1,765,297	1,645,430	1,525,450		
	50	2,778,584	2,183,773	2,064,384	1,944,996	1,825,404	1,705,536	1,585,508		
		AH - % on site 35%								
		1,309,427	0%	25%	30%	35%	40%	45%	50%	
Build rate (Epsm)	95%	2,701,669	2,073,676	1,948,016	1,821,802	1,695,421	1,568,787	1,441,815		
	100%	2,141,880	1,547,771	1,428,792	1,309,427	1,190,039	1,070,501	950,634		
	105%	1,577,188	1,016,326	904,068	791,793	679,235	566,677	454,091		
	110%	1,006,469	478,433	372,741	267,048	161,356	55,664	(50,028)		
	115%	429,245	(67,133)	(166,409)	(265,685)	(364,960)	(464,236)	(563,511)		
	120%	(150,836)	(616,365)	(709,471)	(802,577)	(895,682)	(993,823)	(1,102,428)		
	125%	(733,812)	(1,203,264)	(1,304,505)	(1,406,019)	(1,507,800)	(1,609,581)	(1,711,362)		
	130%	(1,378,351)	(1,850,211)	(1,944,825)	(2,039,935)	(2,135,046)	(2,230,157)	(2,326,082)		
		AH - % on site 0%								
		1,309,427	0%	25%	30%	35%	40%	45%	50%	
Changes in sales values (£)	75%	(2,549,997)	(1,921,069)	(1,795,476)	(1,670,041)	(1,545,120)	(1,420,198)	(1,295,645)		
	80%	(1,489,506)	(1,129,609)	(1,057,961)	(986,313)	(921,150)	(860,145)	(799,140)		
	85%	(512,732)	(431,822)	(415,862)	(400,200)	(384,537)	(368,875)	(353,757)		
	90%	381,565	236,321	206,844	176,984	146,922	116,850	85,593		
	95%	1,267,871	895,824	821,126	746,177	671,015	595,619	519,934		
	100%	2,141,880	1,547,771	1,428,792	1,309,427	1,190,039	1,070,501	950,634		
	105%	3,007,557	2,194,340	2,031,515	1,868,689	1,705,490	1,542,267	1,378,957		
	110%	3,867,391	2,837,249	2,631,066	2,424,702	2,218,337	2,011,973	1,805,293		
	115%	4,722,554	3,477,266	3,227,941	2,978,616	2,729,292	2,479,967	2,230,304		
	120%	5,574,589	4,115,136	3,823,000	3,530,865	3,238,729	2,946,593	2,654,302		
	125%	6,424,122	4,751,366	4,416,679	4,081,850	3,747,022	3,412,194	3,077,365		
			Site Specific S106 £1,500							
			1,309,427	1,500	3,000	4,500	6,000	7,500	9,000	
CIL Epsm	0	2,167,794	2,043,350	1,918,181	1,792,697	1,666,744	1,540,177	1,413,278		
	40	1,965,357	1,840,158	1,714,205	1,587,925	1,461,211	1,333,834	1,206,116		
	80	1,761,667	1,635,674	1,508,959	1,381,872	1,254,391	1,126,193	997,642		
	143	1,438,408	1,310,928	1,183,071	1,054,820	925,838	796,496	666,690		
	160	1,350,465	1,222,848	1,094,597	965,855	836,755	706,949	576,740		
	200	1,142,924	1,014,475	885,449	755,862	625,949	495,358	364,323		
	240	934,069	804,776	674,970	544,568	413,829	282,449	150,574		
	280	723,883	593,777	463,186	331,956	200,380	68,206	(64,522)		
	320	512,395	381,463	250,082	118,012	(14,415)	(147,388)	(280,362)		
	360	299,589	167,818	35,643	(97,281)	(230,255)	(363,228)	(496,684)		
	400	85,449	(47,174)	(180,148)	(313,121)	(446,274)	(580,051)	(713,828)		
	440	(130,041)	(263,014)	(395,987)	(529,641)	(663,418)	(797,195)	(931,399)		
	480	(345,880)	(479,231)	(613,008)	(746,785)	(880,684)	(1,024,338)	(1,180,833)		
	520	(562,598)	(696,375)	(830,153)	(965,367)	(1,121,862)	(1,278,357)	(1,435,302)		
	560	(779,743)	(913,841)	(1,062,892)	(1,219,387)	(1,375,975)	(1,533,416)	(1,690,857)		
	600	(1,003,921)	(1,160,416)	(1,316,912)	(1,474,089)	(1,631,530)	(1,788,971)	(1,946,833)		
	640	(1,257,941)	(1,414,762)	(1,572,203)	(1,729,644)	(1,887,148)	(2,045,541)	(2,203,933)		
680	(1,512,876)	(1,670,317)	(1,827,758)	(1,985,855)	(2,144,248)	(2,302,641)	(2,461,445)			
720	(1,768,432)	(1,926,169)	(2,084,562)	(2,242,955)	(2,401,398)	(2,560,748)	(2,720,099)			
760	(2,024,877)	(2,183,270)	(2,341,662)	(2,500,702)	(2,660,052)	(2,819,403)	(2,979,173)			
800	(2,281,977)	(2,440,656)	(2,600,006)	(2,759,356)	(2,918,764)	(3,079,077)	(3,239,391)			

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**Scheme Ref:** F  
**Title:** 150 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme			150 Units						
AH Policy requirement (% Target)			35%						
AH tenure split %			Affordable Rent:		53.0%				
			Shared ownership		25.0%				
			Intermediate		21.6%				
Open Market Sale (OMS) housing			65%						
CIL Rate (£ psm)			100%						
			143.29 £ psm						
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>			
1 bed House	3.3%	3.2	0.0%	0.0	2%	3.2			
2 bed House	20.9%	20.4	57.4%	30.1	34%	50.5			
3 bed House	40.8%	39.8	23.5%	12.3	35%	52.1			
4 bed House	35.0%	34.1	2.8%	1.4	24%	35.6			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	8.6	6%	8.6			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units			100.0%	97.5	100.0%	52.5	100%	150.0	
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>				
1 bed House	58.0	624	%	58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>				
1 bed House	50.0	538	%	50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>			
1 bed House	187	2,009	0	0	187	2,009			
2 bed House	1,610	17,328	2,108	22,686	3,717	40,014			
3 bed House	3,580	38,537	1,037	11,160	4,617	49,697			
4 bed House	3,754	40,405	141	1,513	3,894	41,918			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	506	5,445	506	5,445			
2 bed Flat	0	0	0	0	0	0			
		9,130	98,279	3,791	40,804	12,921	139,083		
<i>AH % by floor area:</i>				<i>29.34% AH % by floor area due to mix</i>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£pft</b>	<b>total MV £ (no AH)</b>					
1 bed House	180,000	3,103	288	579,150					
2 bed House	250,000	3,165	294	12,621,563					
3 bed House	290,000	3,222	299	15,115,598					
4 bed House	350,000	3,182	296	12,450,900					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	1,375,920					
2 bed Flat	190,000	3,115	289	0					
				42,143,130					
<b>Affordable Housing values (£) -</b>	<b>Affordable Rent:</b>	<b>£psm</b>	<b>% of MV Shared ownership</b>	<b>£psm</b>	<b>% of MV</b>	<b>Intermediate</b>	<b>£psm</b>	<b>% of MV</b>	
1 bed House	90,000	1,800	50%	126,000	70%	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	70%	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	70%	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	70%	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	70%	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	70%	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	70%	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	3.2	@	180,000	579,150
2 bed House	20.4	@	250,000	5,094,375
3 bed House	39.8	@	290,000	11,536,200
4 bed House	34.1	@	350,000	11,943,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	97.5			29,153,475
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	16.0	@	125,000	1,994,705
3 bed House	6.5	@	145,000	948,540
4 bed House	0.8	@	175,000	134,395
5 bed House	0.0	@	0	-
1 bed Flat	4.6	@	80,000	364,619
2 bed Flat	0.0	@	95,000	-
	27.8			3,442,259
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	7.5	@	175,000	1,319,365
3 bed House	3.1	@	203,000	627,397
4 bed House	0.4	@	245,000	88,893
5 bed House	0.0	@	0	-
1 bed Flat	2.2	@	112,000	241,171
2 bed Flat	0.0	@	133,000	-
	13.1			2,276,827
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	6.5	@	200,000	1,300,698
4 bed House	2.7	@	232,000	618,520
5 bed House	0.3	@	250,000	78,246
1 bed Flat	0.0	@	0	-
2 bed Flat	1.9	@	128,000	237,759
0.00%	0.0	@	152,000	-
	11.3			2,235,223
<b>Sub-total GDV Residential</b>	<b>149.8</b>			<b>37,107,783</b>
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)	EMV less £GDV	5,035,347
			33,569	£ per unit (total units)
<b>Grant</b>	150	@	0	-
<b>Total GDV</b>				<b>37,107,783</b>



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(90,000)
Statutory Planning Fees (Residential)				(30,549)
CIL	9,130 sqm	143.29 £ psm		(1,308,293)
	3.53% % of GDV	8,722 £ per unit (total units)		
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	150 units @	1,500 per unit	(225,000)
		0.61% % of GDV	1,500 £ per unit (total units)	
AH Commuted Sum	12,921 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	14.26 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -				
	Policy SP10 - Climate Change	2,557 per dwelling		(383,550)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(150,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(18,284)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(352,646)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(525,000)
	Enhanced S106	8,600		(1,290,000)
	total	14.26 acres @	0 per acre	(2,717,479)
	Infra. Costs analysis:	7.32% % of GDV	18,117 £ per unit (total units)	
1 bed House	187 sqm @		1,155 psm	(215,540)
2 bed House	3,717 sqm @		1,155 psm	(4,293,637)
3 bed House	4,617 sqm @		1,155 psm	(5,332,625)
4 bed House	3,894 sqm @		1,155 psm	(4,497,920)
5 bed House	- sqm @		1,155 psm	-
1 bed Flat	506 sqm @		1,296 psm	(655,585)
2 bed Flat	12,921 - sqm @		1,296 psm	-
External works	14,995,308 @		15.0% 14,995 £ per unit	(2,249,296)
M4(2) Category 2 Housing	50% of All units	150 units @	521 £ per dwelling	(39,075)
M4(3) Category 3 Housing	0% of All units	150 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		150 units @	9 £ per dwelling	(1,350)
Contingency	20,002,508 @		5.0%	(1,000,125)
<b>Professional Fees</b>	20,002,508 @		10.0%	(2,000,251)
<b>Disposal Costs -</b>				
Marketing and Promotion	29,153,475 OMS @		1.50%	(437,302)
Residential Sales Agent Costs	29,153,475 OMS @		1.50%	(437,302)
Residential Sales Legal Costs	29,153,475 OMS @		0.50%	(145,767)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(676,303)
<b>Developers Profit -</b>				
Margin on AH	5,719,085		6.00% on AH values	(343,145)
Profit on GDV	29,153,475		20.00%	(5,830,695)
	26,353,401		22.13% on costs	(5,830,695)
	34,872,560		17.70% blended	(6,173,840)
<b>TOTAL COSTS</b>				<b>(32,527,241)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 150 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				4,580,542
SDLT	4,580,542	@	5.0% (slabbed)	(218,527)
Acquisition Agent fees	4,580,542	@	1.0%	(45,805)
Acquisition Legal fees	4,580,542	@	0.5%	(22,903)
Interest on Land	4,580,542	@	7.5%	(343,541)
Residual Land Value				<b>3,949,767</b>
<i>RLV analysis:</i>	26,332 £ per plot	684,626 £ per ha	277,064 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	26.0	dp net ha		
Site Area (Resi)	5.77	net ha	14.26	net acres
<i>Density analysis:</i>	2,240	sqm/ha	9,756	sqft/ac
Threshold Land Value	11,538 £ per plot	299,987 £ per net ha	121,403 £ per net acre	<b>1,730,693</b>
	70%	Gross to net	8.24	Gross hectares

BALANCE			
Surplus/(Deficit)	384,639 £ per ha	155,661 £ per acre	<b>2,219,073</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **F**  
 Title: **150 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

SENSITIVITY ANALYSIS		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	2,219,073								
	0	5,762,848	4,211,144	3,900,515	3,589,758	3,278,657	2,967,555	2,655,920	
	80	4,581,312	3,332,092	3,081,937	2,831,308	2,580,615	2,329,458	2,078,091	
	100	4,281,363	3,109,114	2,874,343	2,639,026	2,403,699	2,167,801	1,931,658	
	120	3,979,544	2,884,820	2,665,505	2,445,650	2,225,770	2,005,270	1,784,463	
	140	3,675,827	2,659,191	2,455,439	2,251,166	2,046,791	1,841,854	1,636,496	
	160	3,370,111	2,432,213	2,244,141	2,055,560	1,866,807	1,677,542	1,487,746	
	180	3,062,446	2,203,868	2,031,597	1,858,819	1,685,804	1,512,321	1,338,204	
	200	2,752,808	1,974,140	1,817,790	1,660,928	1,503,771	1,346,182	1,187,859	
	220	2,441,176	1,743,013	1,602,706	1,461,872	1,320,693	1,179,101	1,036,701	
	240	2,127,525	1,510,469	1,386,328	1,261,639	1,136,558	1,011,020	884,719	
	260	1,811,831	1,276,491	1,168,642	1,060,212	951,353	841,991	731,904	
	280	1,494,072	1,041,063	949,631	857,579	765,065	672,000	578,170	
	300	1,174,221	804,166	729,280	653,724	577,680	501,037	423,580	
	320	852,257	565,784	507,571	448,631	389,186	329,090	268,129	
	340	528,153	325,899	284,490	242,288	199,567	156,145	111,807	
	360	201,885	84,492	60,001	34,677	8,812	(17,809)	(45,399)	
	380	(126,648)	(158,454)	(165,933)	(174,216)	(183,095)	(192,785)	(203,499)	
	400	(457,427)	(402,957)	(393,299)	(384,406)	(376,167)	(368,796)	(362,503)	
	420	(790,392)	(649,036)	(622,112)	(595,909)	(570,418)	(545,853)	(522,424)	
440	(1,125,569)	(896,659)	(852,345)	(808,741)	(765,863)	(723,970)	(683,273)		
460	(1,462,127)	(1,145,845)	(1,084,014)	(1,022,873)	(962,515)	(903,159)	(846,061)		
480	(1,812,014)	(1,396,613)	(1,317,136)	(1,238,324)	(1,160,349)	(1,083,435)	(1,007,800)		
500	(2,205,726)	(1,648,981)	(1,551,728)	(1,455,107)	(1,359,381)	(1,264,773)	(1,171,501)		
520	(2,599,824)	(1,930,898)	(1,798,246)	(1,673,239)	(1,559,624)	(1,447,186)	(1,336,143)		
540	(2,995,916)	(2,225,974)	(2,072,539)	(1,919,970)	(1,767,751)	(1,630,688)	(1,501,738)		
		AH - % on site 35%							
Site Specific S106	2,219,073								
	-	3,869,160	2,863,066	2,661,252	2,458,769	2,256,076	2,052,843	1,848,913	
	1,500	3,625,552	2,621,937	2,420,742	2,219,073	2,017,269	1,814,862	1,612,105	
	3,000	3,380,750	2,379,272	2,178,614	1,977,709	1,776,514	1,575,081	1,373,277	
	4,500	3,134,500	2,135,052	1,934,860	1,734,657	1,533,999	1,333,341	1,132,286	
	6,000	2,886,999	1,889,259	1,689,461	1,489,662	1,289,706	1,089,514	889,322	
	7,500	2,638,261	1,641,875	1,442,398	1,242,920	1,043,443	843,816	644,018	
	9,000	2,388,271	1,392,880	1,193,651	994,423	795,194	595,965	396,736	
	10,500	2,137,011	1,142,245	943,203	744,149	545,095	346,041	146,986	
	12,000	1,884,465	889,832	690,905	491,978	293,052	94,125	(104,802)	
	13,500	1,630,617	635,742	436,767	237,792	38,817	(160,158)	(359,132)	
	15,000	1,375,299	379,956	180,858	(18,241)	(217,339)	(416,437)	(615,620)	
	16,500	1,118,587	122,454	(76,844)	(276,141)	(475,526)	(675,099)	(874,671)	
	18,000	860,527	(136,784)	(336,357)	(536,079)	(736,004)	(935,928)	(1,136,057)	
	19,500	601,103	(397,777)	(597,772)	(798,125)	(998,478)	(1,199,077)	(1,399,939)	
	21,000	340,297	(660,547)	(861,207)	(1,062,069)	(1,263,069)	(1,464,522)	(1,666,261)	
	22,500	78,091	(925,062)	(1,126,480)	(1,327,934)	(1,529,937)	(1,734,123)	(1,970,032)	
	24,000	(185,467)	(1,191,486)	(1,393,612)	(1,595,958)	(1,811,643)	(2,047,551)	(2,283,902)	
	25,500	(450,395)	(1,459,743)	(1,662,625)	(1,889,162)	(2,125,148)	(2,362,186)	(2,599,224)	
	27,000	(716,714)	(1,730,773)	(1,966,681)	(2,203,432)	(2,440,470)	(2,677,918)	(2,916,339)	
28,500	(984,639)	(2,044,678)	(2,281,716)	(2,518,755)	(2,756,725)	(2,995,146)	(3,234,823)		
30,000	(1,253,980)	(2,380,001)	(2,597,111)	(2,835,532)	(3,073,954)	(3,313,910)	(3,554,697)		

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **F**  
 Title: **150 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

		AH - % on site 35%							
		2,219,073	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		2,219,073							
		50,000	4,643,457	3,639,842	3,438,646	3,236,978	3,035,174	2,832,766	2,630,010
		75,000	4,287,062	3,283,448	3,082,252	2,880,584	2,678,780	2,476,372	2,273,615
	TLV (per net acre)	100,000	3,930,668	2,927,053	2,725,858	2,524,190	2,322,386	2,119,978	1,917,221
		121,403	3,574,274	2,570,659	2,369,464	2,167,795	1,965,991	1,763,584	1,560,827
		150,000	3,217,880	2,214,265	2,013,070	1,811,401	1,609,597	1,407,189	1,204,433
		175,000	2,861,486	1,857,871	1,656,675	1,455,007	1,253,203	1,050,795	848,039
		200,000	2,505,091	1,501,476	1,300,281	1,098,613	896,809	694,401	491,644
		225,000	2,148,697	1,145,082	943,887	742,218	540,414	338,007	135,250
		250,000	1,792,303	788,688	587,493	385,824	184,020	(18,387)	(221,144)
275,000	1,435,909	432,294	231,098	29,430	(172,374)	(374,782)	(577,538)		

		AH - % on site 35%							
		2,219,073	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		2,219,073							
	5	(5,248,527)	(6,243,798)	(6,442,852)	(6,642,074)	(6,841,303)	(7,040,532)	(7,239,761)	
	10	248,857	(750,801)	(950,993)	(1,151,464)	(1,352,122)	(1,552,967)	(1,754,163)	
	Density (dph)	15	2,078,497	1,076,741	876,084	674,907	473,711	271,981	70,014
		20	2,992,666	1,990,039	1,788,844	1,587,648	1,385,844	1,183,894	981,411
		25	3,541,167	2,537,684	2,336,489	2,134,883	1,933,079	1,730,733	1,528,035
		28	3,776,239	2,772,389	2,571,194	2,369,413	2,167,576	1,965,092	1,762,230
		30	3,906,835	2,902,781	2,701,511	2,499,707	2,297,775	2,095,292	1,892,337
		34	4,121,848	3,117,543	2,916,113	2,714,309	2,512,222	2,309,738	2,106,633
		40	4,363,643	3,359,152	3,157,541	2,955,737	2,753,474	2,550,949	2,347,715
45		4,515,883	3,511,275	3,309,550	3,107,746	2,905,373	2,702,741	2,499,508	
50	4,637,676	3,632,962	3,431,158	3,229,354	3,026,893	2,824,175	2,620,942		

		AH - % on site 35%							
		2,219,073	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		2,219,073							
	95%	4,626,871	3,562,038	3,348,124	3,133,875	2,919,183	2,703,777	2,487,774	
	100%	3,625,552	2,621,937	2,420,742	2,219,073	2,017,269	1,814,862	1,612,105	
	Build rate (£psm)	105%	2,612,816	1,670,095	1,481,253	1,292,411	1,103,149	913,864	724,192
		110%	1,585,924	702,906	526,289	349,672	172,977	(3,851)	(180,679)
		115%	541,101	(284,340)	(449,511)	(614,687)	(779,863)	(945,039)	(1,110,216)
		120%	(526,142)	(1,299,080)	(1,454,009)	(1,609,237)	(1,771,870)	(1,952,566)	(2,133,261)
		125%	(1,618,670)	(2,439,454)	(2,607,191)	(2,775,760)	(2,944,328)	(3,113,225)	(3,283,009)
		130%	(2,887,091)	(3,662,930)	(3,819,214)	(3,976,327)	(4,133,827)	(4,292,579)	(4,452,554)

		AH - % on site 0%							
		2,219,073	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)		2,219,073							
	75%	(5,060,251)	(3,758,347)	(3,499,377)	(3,240,500)	(2,982,829)	(2,725,813)	(2,469,898)	
	80%	(3,053,275)	(2,267,873)	(2,111,644)	(1,956,064)	(1,801,069)	(1,657,404)	(1,527,488)	
	Changes in sales values (£)	85%	(1,175,227)	(936,452)	(890,714)	(845,933)	(802,228)	(759,743)	(718,895)
		90%	468,715	275,739	235,888	195,488	154,366	112,404	69,454
		95%	2,062,663	1,458,336	1,336,516	1,214,458	1,091,939	968,760	844,972
		100%	3,625,552	2,621,937	2,420,742	2,219,073	2,017,269	1,814,862	1,612,105
		105%	5,168,292	3,773,164	3,493,604	3,214,045	2,934,045	2,653,900	2,373,257
		110%	6,697,045	4,915,355	4,558,674	4,201,992	3,844,881	3,487,663	3,130,157
		115%	8,215,781	6,051,257	5,617,954	5,184,650	4,751,347	4,317,608	3,883,774
		120%	9,726,941	7,181,992	6,672,888	6,163,725	5,654,166	5,144,608	4,635,042
		125%	11,232,492	8,309,234	7,724,522	7,139,469	6,554,416	5,969,363	5,384,164

		Site Specific S106							
		2,219,073	-	1,500	3,000	4,500	6,000	7,500	9,000
Balance (RLV - TLV)		2,219,073							
	0	3,819,927	3,589,758	3,357,997	3,124,531	2,889,468	2,652,789	2,414,478	
	40	3,445,403	3,212,641	2,978,296	2,742,286	2,504,515	2,265,097	2,024,010	
	80	3,066,720	2,831,308	2,594,278	2,355,613	2,115,140	1,872,918	1,628,995	
	CIL £psm	143	2,461,581	2,221,902	1,980,555	1,737,520	1,492,560	1,245,836	997,356
		160	2,296,457	2,055,560	1,812,979	1,568,693	1,322,672	1,074,656	824,867
		200	1,904,659	1,660,928	1,415,476	1,168,286	919,337	668,342	415,523
		240	1,508,268	1,261,639	1,013,254	763,094	511,140	257,083	1,167
		280	1,107,171	857,579	606,196	353,001	97,957	(159,241)	(418,322)
		320	701,252	448,631	194,183	(62,113)	(320,358)	(580,752)	(843,068)
		360	290,392	34,677	(222,904)	(482,370)	(743,916)	(1,007,533)	(1,273,068)
		400	(125,528)	(384,406)	(645,187)	(907,892)	(1,172,713)	(1,439,580)	(1,708,404)
		440	(546,631)	(808,741)	(1,072,749)	(1,338,678)	(1,606,833)	(1,901,807)	(2,216,153)
		480	(972,998)	(1,238,324)	(1,505,587)	(1,783,701)	(2,097,333)	(2,412,656)	(2,728,792)
		520	(1,404,626)	(1,673,239)	(1,979,023)	(2,293,836)	(2,609,254)	(2,926,483)	(3,244,439)
		560	(1,860,917)	(2,175,016)	(2,490,339)	(2,806,945)	(3,124,178)	(3,443,324)	(3,763,129)
		600	(2,371,519)	(2,687,407)	(3,004,635)	(3,323,064)	(3,642,210)	(3,963,217)	(4,284,902)
		640	(2,885,097)	(3,202,803)	(3,521,949)	(3,842,230)	(4,163,305)	(4,486,199)	(4,809,794)
680	(3,401,689)	(3,721,242)	(4,042,318)	(4,364,480)	(4,687,497)	(5,012,308)	(5,337,843)		
720	(3,921,330)	(4,242,761)	(4,565,778)	(4,889,853)	(5,214,822)	(5,541,581)	(5,869,088)		
760	(4,444,059)	(4,767,398)	(5,092,367)	(5,418,386)	(5,745,320)	(6,074,058)	(6,403,567)		
800	(4,969,912)	(5,295,191)	(5,622,125)	(5,950,118)	(6,279,028)	(6,609,776)	(6,941,319)		

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 250 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		250 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	5.4	0.0%	0.0	2%	5.4			
2 bed House	20.9%	34.0	57.4%	50.2	34%	84.1			
3 bed House	40.8%	66.3	23.5%	20.6	35%	86.9			
4 bed House	35.0%	56.9	2.8%	2.4	24%	59.3			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	14.3	6%	14.3			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	162.5	100.0%	87.5	100%	250.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	311	3,348	0	0	311	3,348			
2 bed House	2,683	28,880	3,513	37,810	6,196	66,690			
3 bed House	5,967	64,228	1,728	18,600	7,695	82,828			
4 bed House	6,256	67,342	234	2,521	6,491	69,863			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	843	9,075	843	9,075			
2 bed Flat	0	0	0	0	0	0			
	15,217	163,798	6,318	68,007	21,535	231,804			
<i>AH % by floor area:</i>		<i>29.34% AH % by floor area due to mix</i>							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf			total MV £ (no AH)			
1 bed House	180,000	3,103	288			965,250			
2 bed House	250,000	3,165	294			21,035,938			
3 bed House	290,000	3,222	299			25,192,663			
4 bed House	350,000	3,182	296			20,751,500			
5 bed House	0	#DIV/0!	#DIV/0!			0			
1 bed Flat	160,000	3,200	297			2,293,200			
2 bed Flat	190,000	3,115	289			0			
						70,238,550			
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	5.4	@	180,000	965,250
2 bed House	34.0	@	250,000	8,490,625
3 bed House	66.3	@	290,000	19,227,000
4 bed House	56.9	@	350,000	19,906,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	162.5			48,589,125
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	26.6	@	125,000	3,324,508
3 bed House	10.9	@	145,000	1,580,901
4 bed House	1.3	@	175,000	223,991
5 bed House	0.0	@	0	-
1 bed Flat	7.6	@	80,000	607,698
2 bed Flat	0.0	@	95,000	-
	46.4			5,737,098
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	12.6	@	175,000	2,198,942
3 bed House	5.2	@	203,000	1,045,661
4 bed House	0.6	@	245,000	148,155
5 bed House	0.0	@	0	-
1 bed Flat	3.6	@	112,000	401,952
2 bed Flat	0.0	@	133,000	-
	21.9			3,794,711
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	10.8	@	200,000	2,167,830
4 bed House	4.4	@	232,000	1,030,866
5 bed House	0.5	@	250,000	130,410
1 bed Flat	0.0	@	0	-
2 bed Flat	3.1	@	128,000	396,265
0.00%	0.0	@	152,000	-
	18.9			3,725,371
<b>Sub-total GDV Residential</b>	<b>249.7</b>			<b>61,846,305</b>
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>
	390	£ psm (total GIA sqm)		8,392,245
				33,569 £ per unit (total units)
<b>Grant</b>	250	@	0	-
<b>Total GDV</b>				<b>61,846,305</b>

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**Scheme Ref:** F  
**Title:** 250 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(130,000)
Statutory Planning Fees (Residential)					(42,049)
CIL					(2,180,489)
CIL analysis:		15,217 sqm	143.29 £ psm		
		3.53% % of GDV	8,722 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		250 units @	1,500 per unit	(375,000)	(375,000)
<i>S106 analysis:</i>		0.61% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum		21,535 sqm (total)	0 £ psm		-
<i>Comm. Sum analysis:</i>		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition					-
		23.76 acres @	0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change					(639,250)
Policy LP32 - Electric charging point					(250,000)
Policy SP09 - Cross-boundary mitiga					(30,473)
Policy LP18 - Biodiversity & Geodiv					(584,409)
Policy LP25 - Sustainable Construct					(875,000)
Enhanced S106					(2,150,000)
total					
		23.76 acres @	0 per acre	(4,529,132)	-
<i>Infra. Costs analysis:</i>		7.32% % of GDV	18,117 £ per unit (total units)		
<b>1 bed House</b>					
		311 sqm @	1,155 psm		(359,234)
<b>2 bed House</b>					
		6,196 sqm @	1,155 psm		(7,156,062)
<b>3 bed House</b>					
		7,695 sqm @	1,155 psm		(8,887,708)
<b>4 bed House</b>					
		6,491 sqm @	1,155 psm		(7,496,533)
<b>5 bed House</b>					
		- sqm @	1,155 psm		-
<b>1 bed Flat</b>					
		843 sqm @	1,296 psm		(1,092,642)
<b>2 bed Flat</b>					
21,535		- sqm @	1,296 psm		-
<b>External works</b>					
		24,992,180 @	15.0%		(3,748,827)
			14,995 £ per unit		
<b>M4(2) Category 2 Housing</b>					
		50% of All units	250 units @	521 £ per dwelling	(65,125)
<b>M4(3) Category 3 Housing</b>					
		0% of All units	250 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design					(2,250)
		250 units @	9 £ per dwelling		
<b>Contingency</b>					
		33,337,513 @	5.0%		(1,666,876)
<b>Professional Fees</b>					
		33,337,513 @	10.0%		(3,333,751)
<b>Disposal Costs -</b>					
Marketing and Promotion					(728,837)
Residential Sales Agent Costs					(728,837)
Residential Sales Legal Costs					(242,946)
<b>Interest (on Development Costs) -</b>					
		7.50% APR	0.604% pcm		(967,507)
<b>Developers Profit -</b>					
Margin on AH					(571,909)
		9,531,809	6.00% on AH values		
Profit on GDV					(9,717,825)
		48,589,125	20.00%		
		43,733,804	22.22% on costs	(9,717,825)	
		58,120,934	17.70% blended	(10,289,734)	
<b>TOTAL COSTS</b>					<b>(54,023,538)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 250 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				7,822,767
SDLT	7,822,767 @		5.0% (slabbed)	(380,638)
Acquisition Agent fees	7,822,767 @		1.0%	(78,228)
Acquisition Legal fees	7,822,767 @		0.5%	(39,114)
Interest on Land	7,822,767 @		7.5%	(586,708)
Residual Land Value				<b>6,738,080</b>
<i>RLV analysis:</i>	26,952 £ per plot	700,760 £ per ha	283,594 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		26.0 dp net ha		
Site Area (Resi)		9.62 net ha	23.76 net acres	
<i>Density analysis:</i>		2,240 sqm/ha	9,756 sqft/ac	
Threshold Land Value	11,538 £ per plot	299,987 £ per net ha	121,403 £ per net acre	<b>2,884,489</b>
		70% Gross to net	13.74 Gross hectares	

BALANCE				
Surplus/(Deficit)		400,774 £ per ha	162,191 £ per acre	<b>3,853,591</b>



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Scheme Ref: F  
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 Notes: Greenfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	3,853,591	0%	25%	30%	35%	40%	45%	50%	
	0	9,942,882	7,257,887	6,720,710	6,183,386	5,645,809	5,108,232	4,570,329	
	80	7,949,244	5,773,680	5,338,000	4,902,320	4,466,217	4,029,979	3,593,220	
	100	7,437,943	5,393,320	4,984,008	4,574,329	4,164,450	3,754,165	3,343,620	
	120	6,920,969	5,009,311	4,626,416	4,243,221	3,859,765	3,475,922	3,091,541	
	140	6,398,461	4,621,409	4,265,229	3,908,972	3,552,131	3,194,987	2,837,396	
CIL Epsm	160	5,870,363	4,229,379	3,900,553	3,571,203	3,241,673	2,911,426	2,580,679	
143.29	180	5,336,531	3,833,417	3,532,033	3,230,216	2,927,930	2,625,214	2,321,802	
	200	4,796,817	3,433,417	3,159,700	2,885,810	2,611,249	2,336,114	2,060,297	
	220	4,250,923	3,028,991	2,783,608	2,537,732	2,291,423	2,044,369	1,796,471	
	240	3,698,783	2,620,272	2,403,623	2,186,184	1,968,237	1,749,598	1,530,052	
	260	3,140,339	2,207,213	2,019,393	1,831,073	1,641,882	1,451,952	1,261,068	
	280	2,575,433	1,789,701	1,631,120	1,472,033	1,312,226	1,151,450	999,587	
	300	2,003,906	1,367,619	1,238,698	1,109,213	978,951	847,695	715,234	
	320	1,425,592	940,644	842,020	742,562	642,264	540,912	438,294	
	340	840,325	508,893	440,936	371,979	302,075	231,050	158,598	
	360	247,935	72,245	35,229	(2,697)	(41,747)	(82,131)	(124,059)	
	380	(351,751)	(369,424)	(375,042)	(381,647)	(389,453)	(398,670)	(409,506)	
	400	(958,909)	(816,238)	(789,991)	(764,815)	(740,921)	(718,520)	(697,821)	
	420	(1,573,717)	(1,268,325)	(1,209,737)	(1,152,307)	(1,096,248)	(1,041,768)	(989,348)	
	440	(2,196,360)	(1,725,816)	(1,634,398)	(1,544,233)	(1,455,532)	(1,368,531)	(1,283,878)	
	460	(2,827,114)	(2,188,842)	(2,064,097)	(1,940,704)	(1,818,874)	(1,699,029)	(1,581,490)	
	480	(3,562,723)	(2,657,540)	(2,498,957)	(2,341,833)	(2,186,376)	(2,033,174)	(1,882,265)	
	500	(4,315,792)	(3,174,054)	(2,949,704)	(2,747,734)	(2,558,153)	(2,371,058)	(2,186,443)	
	520	(5,078,918)	(3,732,721)	(3,467,801)	(3,204,846)	(2,944,179)	(2,712,776)	(2,493,968)	
	540	(5,852,335)	(4,298,468)	(3,992,348)	(3,688,336)	(3,386,797)	(3,088,448)	(2,804,889)	
Balance (RLV - TLV)	3,853,591	0%	25%	30%	35%	40%	45%	50%	
	-	6,731,576	4,971,945	4,619,112	4,265,754	3,911,821	3,557,326	3,202,054	
	1,500	6,312,106	4,557,176	4,205,505	3,853,591	3,501,247	3,148,623	2,795,266	
	3,000	5,888,748	4,137,895	3,787,139	3,436,383	3,085,374	2,734,075	2,382,456	
	4,500	5,461,832	3,713,781	3,363,894	3,014,006	2,664,076	2,313,791	1,963,505	
	6,000	5,031,068	3,284,960	2,935,648	2,586,337	2,237,025	1,887,664	1,538,101	
Site Specific S106	7,500	4,596,475	2,851,313	2,502,281	2,153,248	1,804,216	1,455,184	1,106,151	
1,500	9,000	4,157,980	2,412,717	2,063,664	1,714,612	1,365,559	1,016,506	667,454	
	10,500	3,715,474	1,969,048	1,619,672	1,270,295	920,919	571,282	221,629	
	12,000	3,268,916	1,520,181	1,170,173	820,166	469,786	119,347	(231,319)	
	13,500	2,818,256	1,065,985	715,036	363,877	12,339	(339,503)	(691,709)	
	15,000	2,363,289	606,331	254,125	(98,597)	(451,654)	(805,435)	(1,159,968)	
	16,500	1,904,227	141,085	(212,696)	(567,338)	(922,638)	(1,278,835)	(1,636,165)	
	18,000	1,440,499	(329,890)	(685,741)	(1,042,497)	(1,400,399)	(1,759,685)	(2,120,601)	
	19,500	972,612	(806,731)	(1,165,063)	(1,524,632)	(1,885,681)	(2,248,453)	(2,613,585)	
	21,000	499,928	(1,289,579)	(1,650,761)	(2,013,516)	(2,378,158)	(2,745,371)	(3,154,743)	
	22,500	22,703	(1,778,579)	(2,142,984)	(2,509,470)	(2,879,276)	(3,311,908)	(3,748,984)	
	24,000	(459,058)	(2,273,875)	(2,642,006)	(3,035,475)	(3,470,195)	(3,909,414)	(4,354,307)	
	25,500	(946,002)	(2,775,617)	(3,192,783)	(3,629,355)	(4,070,547)	(4,517,334)	(4,971,116)	
	27,000	(1,437,665)	(3,350,951)	(3,789,496)	(4,232,523)	(4,680,951)	(5,136,058)	(5,599,823)	
	28,500	(1,934,178)	(3,950,269)	(4,394,797)	(4,844,778)	(5,301,409)	(5,765,946)	(6,240,642)	
	30,000	(2,436,169)	(4,557,668)	(5,009,056)	(5,466,759)	(5,932,262)	(6,407,135)	(6,891,052)	

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Scheme Ref: F  
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 Notes: Greenfield allocation  
 Enhanced S106 costs

		AH - % on site 35%								
		3,853,591	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)		3,853,591								
	50,000		8,008,614	6,253,683	5,902,013	5,550,099	5,197,755	4,845,131	4,491,774	
	75,000		7,414,624	5,659,693	5,308,023	4,956,109	4,603,765	4,251,141	3,897,783	
	TLV (per net acre) 121,403	100,000		6,820,634	5,065,703	4,714,032	4,362,118	4,009,774	3,657,150	3,303,793
		125,000		6,226,643	4,471,712	4,120,042	3,768,128	3,415,784	3,063,160	2,709,802
		150,000		5,632,653	3,877,722	3,526,052	3,174,138	2,821,794	2,469,170	2,115,812
		175,000		5,038,662	3,283,732	2,932,061	2,580,147	2,227,803	1,875,179	1,521,822
		200,000		4,444,672	2,689,741	2,338,071	1,986,157	1,633,813	1,281,189	927,831
		225,000		3,850,682	2,095,751	1,744,080	1,392,167	1,039,822	687,198	333,841
250,000			3,256,691	1,501,760	1,150,090	798,176	445,832	93,208	(260,149)	
275,000		2,662,701	907,770	556,100	204,186	(148,158)	(500,782)	(854,140)		

		AH - % on site 35%								
		3,853,591	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5		(8,429,710)	(10,175,179)	(10,524,314)	(10,873,449)	(11,222,584)	(11,571,719)	(11,920,854)	
	10		701,476	(1,048,677)	(1,398,963)	(1,749,575)	(2,100,331)	(2,451,323)	(2,802,622)	
	Density (dph) 26	15		3,741,259	1,988,731	1,637,696	1,286,397	934,875	582,961	230,586
		20		5,260,513	3,506,557	3,155,257	2,803,536	2,451,622	2,099,140	1,746,293
		25		6,171,947	4,417,093	4,065,498	3,713,584	3,361,313	3,008,713	2,655,403
		27		6,441,884	4,686,882	4,335,142	3,983,228	3,630,816	3,278,126	2,924,769
		30		6,779,305	5,024,111	4,672,197	4,320,283	3,967,695	3,614,833	3,261,476
		35		7,213,133	5,457,467	5,105,553	4,753,425	4,400,824	4,047,743	3,694,174
		40		7,538,504	5,782,484	5,430,570	5,078,272	4,725,672	4,372,425	4,018,696
		45		7,791,570	6,035,275	5,683,361	5,330,931	4,978,312	4,624,955	4,271,101
		50		7,994,023	6,237,508	5,885,594	5,533,058	5,180,337	4,826,979	4,473,025

		AH - % on site 35%								
		3,853,591	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	95%		7,955,027	6,102,397	5,730,660	5,358,706	4,986,103	4,612,790	4,238,746	
	100%		6,312,106	4,557,176	4,205,505	3,853,591	3,501,247	3,148,623	2,795,266	
	Build rate (Epsm)	105%		4,653,554	2,995,742	2,663,802	2,331,861	1,999,696	1,667,298	1,334,691
		110%		2,975,405	1,412,990	1,100,507	788,024	475,425	162,783	(149,859)
		115%		1,272,870	(197,979)	(492,149)	(786,340)	(1,080,717)	(1,375,094)	(1,669,471)
		120%		(461,594)	(1,847,792)	(2,125,800)	(2,404,336)	(2,683,374)	(2,977,647)	(3,304,051)
		125%		(2,238,050)	(3,663,815)	(3,973,344)	(4,285,195)	(4,599,762)	(4,918,099)	(5,241,945)
		130%		(4,266,696)	(5,744,086)	(6,050,905)	(6,364,644)	(6,687,438)	(7,015,766)	(7,348,182)

		AH - % on site 0%								
		3,853,591	0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	75%		(8,436,056)	(6,165,758)	(5,717,283)	(5,274,865)	(4,839,364)	(4,411,622)	(3,992,198)	
	80%		(4,772,428)	(3,532,695)	(3,291,110)	(3,052,246)	(2,824,557)	(2,624,856)	(2,428,525)	
	Cahnges in sales values (E)	85%		(1,638,359)	(1,346,638)	(1,291,074)	(1,236,720)	(1,183,695)	(1,132,379)	(1,082,854)
		90%		1,081,219	663,028	577,750	491,813	405,063	317,346	228,510
		95%		3,720,595	2,624,854	2,404,795	2,184,205	1,963,037	1,741,293	1,518,784
		100%		6,312,106	4,557,176	4,205,505	3,853,591	3,501,247	3,148,623	2,795,266
		105%		8,872,317	6,469,719	5,988,647	5,507,576	5,026,998	4,544,324	4,062,063
		110%		11,411,203	8,368,461	7,759,586	7,150,426	6,541,267	5,931,736	5,321,990
		115%		13,934,969	10,257,298	9,521,346	8,785,393	8,049,440	7,313,137	6,576,650
		120%		16,447,357	12,138,463	11,276,527	10,414,336	9,552,145	8,689,954	7,827,388
		125%		18,951,021	14,013,789	13,026,218	12,038,647	11,050,983	10,062,974	9,074,966

		Site Specific S106 £1,500							
		3,853,591	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	0		6,568,568	6,183,386	5,793,824	5,399,785	5,001,158	4,597,827	4,189,678
	40		5,941,198	5,548,905	5,151,998	4,750,438	4,344,111	3,932,899	3,516,684
	80		5,302,060	4,902,320	4,497,835	4,088,487	3,674,158	3,254,727	2,830,070
	143		4,270,584	3,858,480	3,441,330	3,019,013	2,591,405	2,158,378	1,719,804
	160		3,986,766	3,571,203	3,150,524	2,724,603	2,293,316	1,856,534	1,414,046
	200		3,309,722	2,885,810	2,456,586	2,021,787	1,581,384	1,135,247	683,243
	240		2,618,878	2,186,184	1,747,947	1,304,035	854,314	398,648	(63,404)
	280		1,913,746	1,472,033	1,024,571	571,023	111,365	(354,442)	(826,691)
	320		1,193,856	742,562	285,272	(178,156)	(647,970)	(1,124,489)	(1,610,619)
	360		458,327	(2,697)	(470,214)	(944,188)	(1,424,707)	(1,912,207)	(2,406,765)
	400		(293,358)	(764,815)	(1,242,752)	(1,727,731)	(2,219,555)	(2,718,542)	(3,282,191)
	440		(1,061,863)	(1,544,233)	(2,033,355)	(2,529,671)	(3,029,249)	(3,529,249)	(4,027,025)
	480		(1,848,151)	(2,341,833)	(2,842,646)	(3,428,572)	(4,028,557)	(4,637,739)	(5,256,350)
	520		(2,653,029)	(3,204,846)	(3,801,391)	(4,407,100)	(5,022,077)	(5,646,925)	(6,281,420)
	560		(3,575,512)	(4,177,793)	(4,789,174)	(5,410,355)	(6,041,145)	(6,682,028)	(7,330,773)
	600		(4,557,625)	(5,175,185)	(5,802,269)	(6,439,380)	(7,085,993)	(7,737,632)	(8,394,145)
	640		(5,564,776)	(6,198,156)	(6,841,455)	(7,491,616)	(8,146,426)	(8,805,937)	(9,470,468)
680		(6,597,875)	(7,245,868)	(7,898,922)	(8,556,937)	(9,219,696)	(9,887,253)	(10,560,057)	
720		(7,652,458)	(8,308,240)	(8,969,192)	(9,635,234)	(10,306,118)	(10,981,896)	(11,663,233)	
760		(8,719,730)	(9,383,473)	(10,052,576)	(10,726,822)	(11,406,008)	(12,090,188)	(12,780,323)	
800		(9,800,001)	(10,471,880)	(11,149,391)	(11,832,020)	(12,519,690)	(13,280,959)	(14,072,048)	

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 350 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		350 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	7.5	0.0%	0.0	2%	7.5			
2 bed House	20.9%	47.5	57.4%	70.3	34%	117.8			
3 bed House	40.8%	92.8	23.5%	28.8	35%	121.6			
4 bed House	35.0%	79.6	2.8%	3.4	24%	83.0			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	20.1	6%	20.1			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	227.5	100.0%	122.5	100%	350.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538		50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	435	4,687	0	0	435	4,687			
2 bed House	3,756	40,432	4,918	52,934	8,674	93,366			
3 bed House	8,354	89,920	2,419	26,040	10,773	115,959			
4 bed House	8,759	94,278	328	3,530	9,087	97,808			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	1,180	12,705	1,180	12,705			
2 bed Flat	0	0	0	0	0	0			
	21,304	229,317	8,845	95,209	30,149	324,526			
AH % by floor area:		29.34% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	1,351,350					
2 bed House	250,000	3,165	294	29,450,313					
3 bed House	290,000	3,222	299	35,269,728					
4 bed House	350,000	3,182	296	29,052,100					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	3,210,480					
2 bed Flat	190,000	3,115	289	0					
				98,333,970					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	7.5	@	180,000	1,351,350
2 bed House	47.5	@	250,000	11,886,875
3 bed House	92.8	@	290,000	26,917,800
4 bed House	79.6	@	350,000	27,868,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	227.5			68,024,775
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	37.2	@	125,000	4,654,311
3 bed House	15.3	@	145,000	2,213,261
4 bed House	1.8	@	175,000	313,588
5 bed House	0.0	@	0	-
1 bed Flat	10.6	@	80,000	850,777
2 bed Flat	0.0	@	95,000	-
	64.9			8,031,937
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	17.6	@	175,000	3,078,519
3 bed House	7.2	@	203,000	1,463,926
4 bed House	0.8	@	245,000	207,418
5 bed House	0.0	@	0	-
1 bed Flat	5.0	@	112,000	562,733
2 bed Flat	0.0	@	133,000	-
	30.7			5,312,596
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	15.2	@	200,000	3,034,962
4 bed House	6.2	@	232,000	1,443,213
5 bed House	0.7	@	250,000	182,574
1 bed Flat	0.0	@	0	-
2 bed Flat	4.3	@	128,000	554,771
0.00%	0.0	@	152,000	-
	26.5			5,215,520
<b>Sub-total GDV Residential</b>				
	<b>349.6</b>			<b>86,584,827</b>
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)		£MV less EGDV 11,749,143
				33,569 £ per unit (total units)
<b>Grant</b>				
	350	@	0	-
<b>Total GDV</b>				<b>86,584,827</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 350 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(160,000)
Statutory Planning Fees (Residential)					(53,549)
CIL					(3,052,684)
CIL analysis:		21,304 sqm	143.29 £ psm		
		3.53% % of GDV	8,722 £ per unit (total units)		
<b>Site Specific S106 Contributions</b>					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		350 units @	1,500 per unit	(525,000)	(525,000)
<i>S106 analysis:</i>		0.61% % of GDV	1,500 £ per unit (total units)		
AH Commuted Sum		30,149 sqm (total)	0 £ psm		-
<i>Comm. Sum analysis:</i>		0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition					-
		30.89 acres @	0 £ per acre (if brownfield)		-
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change					(894,950)
Policy LP32 - Electric charging point					(350,000)
Policy SP09 - Cross-boundary mitiga					(42,662)
Policy LP18 - Biodiversity & Geodiv					(759,732)
Policy LP25 - Sustainable Construct					(1,225,000)
Enhanced S106					(3,010,000)
total					
		30.89 acres @	0 per acre	(6,282,344)	-
<i>Infra. Costs analysis:</i>		7.26% % of GDV	17,950 £ per unit (total units)		
1 bed House		435 sqm @	1,155 psm		(502,927)
2 bed House		8,674 sqm @	1,155 psm		(10,018,487)
3 bed House		10,773 sqm @	1,155 psm		(12,442,791)
4 bed House		9,087 sqm @	1,155 psm		(10,495,147)
5 bed House		- sqm @	1,155 psm		-
1 bed Flat		1,180 sqm @	1,296 psm		(1,529,699)
2 bed Flat	30,149	- sqm @	1,296 psm		-
<b>External works</b>					
		34,989,051 @	15.0%		(5,248,358)
			14,995 £ per unit		
<b>M4(2) Category 2 Housing</b>					
		50% of All units	350 units @	521 £ per dwelling	(91,175)
<b>M4(3) Category 3 Housing</b>					
		0% of All units	350 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design					(3,150)
		46,614,078 @	5.0%		(2,330,704)
<b>Contingency</b>					
<b>Professional Fees</b>					(4,661,408)
		46,614,078 @	10.0%		
<b>Disposal Costs -</b>					
Marketing and Promotion					(1,020,372)
Residential Sales Agent Costs					(1,020,372)
Residential Sales Legal Costs					(340,124)
<b>Interest (on Development Costs) -</b>					
		7.50% APR	0.604% pcm		(1,297,173)
<b>Developers Profit -</b>					
Margin on AH					(800,672)
		13,344,532	6.00% on AH values		
Profit on GDV					(13,604,955)
		68,024,775	20.00%		
		61,075,463	22.28% on costs	(13,604,955)	
		81,369,307	17.70% blended	(14,405,627)	
<b>TOTAL COSTS</b>					<b>(75,481,089)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** F  
**Title:** 350 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				11,103,738
SDLT	11,103,738	@	5.0% (slabbed)	(544,687)
Acquisition Agent fees	11,103,738	@	1.0%	(111,037)
Acquisition Legal fees	11,103,738	@	0.5%	(55,519)
Interest on Land	11,103,738	@	7.5%	(832,780)
Residual Land Value				<b>9,559,715</b>
<i>RLV analysis:</i>	27,313	£ per plot	764,777	£ per ha
			309,501	£ per acre

THRESHOLD LAND VALUE				
Residential Density	28.0	dp net ha		
Site Area (Resi)	12.50	net ha	30.89	net acres
<i>Density analysis:</i>	2,412	sqm/ha	10,507	sqft/ac
Threshold Land Value	10,714	£ per plot	299,987	£ per net ha
	70%		121,403	£ per net acre
			17.86	Gross hectares
				<b>3,749,835</b>

BALANCE				
Surplus/(Deficit)	464,790	£ per ha	188,098	£ per acre
				<b>5,809,879</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	5,809,879	0%	25%	30%	35%	40%	45%	50%	
	0	14,482,809	10,663,558	9,899,665	9,135,478	8,371,259	7,607,040	6,842,574	
	80	11,657,810	8,559,109	7,939,062	7,318,560	6,698,059	6,077,067	5,455,931	
	100	10,925,384	8,014,525	7,431,865	6,848,973	6,265,728	5,682,181	5,098,279	
	120	10,181,728	7,462,247	6,917,582	6,372,843	5,827,585	5,282,103	4,735,969	
	140	9,426,645	6,901,669	6,396,109	5,889,895	5,383,497	4,876,541	4,368,942	
CIL Epsm	160	8,659,795	6,333,075	5,866,759	5,400,212	4,933,140	4,465,427	3,997,086	
143.29	180	7,880,526	5,755,715	5,329,827	4,903,370	4,476,338	4,048,717	3,620,290	
	200	7,088,848	5,169,811	4,784,728	4,399,210	4,013,133	3,626,246	3,238,386	
	220	6,284,153	4,574,593	4,231,467	3,887,647	3,543,018	3,197,564	2,851,068	
	240	5,465,779	3,970,275	3,669,535	3,368,195	3,066,040	2,762,855	2,458,426	
	260	4,633,575	3,356,138	3,099,027	2,840,895	2,581,877	2,321,759	2,060,329	
	280	3,787,014	2,732,075	2,519,136	2,305,300	2,090,352	1,874,082	1,656,278	
	300	2,925,554	2,097,846	1,930,015	1,761,196	1,591,175	1,419,741	1,246,496	
	320	2,048,640	1,452,984	1,331,314	1,208,481	1,084,297	958,368	830,575	
	340	1,155,699	796,981	722,439	646,547	569,095	489,874	408,439	
	360	246,145	129,661	103,209	75,280	45,666	14,046	(20,164)	
	380	(680,627)	(549,403)	(526,688)	(505,588)	(486,312)	(469,553)	(455,344)	
	400	(1,625,235)	(1,240,648)	(1,167,653)	(1,096,426)	(1,027,381)	(960,912)	(897,492)	
	420	(2,588,370)	(1,944,525)	(1,820,100)	(1,697,609)	(1,577,662)	(1,460,334)	(1,346,571)	
	440	(3,571,170)	(2,661,497)	(2,484,455)	(2,309,525)	(2,137,459)	(1,968,354)	(1,803,030)	
	460	(4,709,748)	(3,392,038)	(3,161,153)	(2,932,572)	(2,707,129)	(2,485,024)	(2,267,069)	
	480	(5,900,160)	(4,201,377)	(3,868,762)	(3,567,161)	(3,287,042)	(3,010,628)	(2,738,841)	
	500	(7,116,006)	(5,084,563)	(4,685,904)	(4,290,933)	(3,900,078)	(3,545,619)	(3,218,641)	
	520	(8,358,498)	(5,985,383)	(5,519,216)	(5,057,145)	(4,599,545)	(4,147,350)	(3,706,776)	
	540	(9,628,517)	(6,904,549)	(6,369,352)	(5,838,282)	(5,312,277)	(4,792,257)	(4,279,130)	
		AH - % on site 35%							
Balance (RLV - TLV)	5,809,879	0%	25%	30%	35%	40%	45%	50%	
	-	9,908,499	7,408,335	6,907,043	6,405,302	5,902,693	5,399,294	4,894,941	
	1,500	9,301,297	6,808,785	6,309,435	5,809,879	5,309,821	4,809,242	4,308,128	
	3,000	8,686,482	6,199,592	5,701,937	5,203,985	4,705,837	4,207,508	3,708,795	
	4,500	8,063,870	5,580,784	5,084,119	4,587,229	4,090,339	3,593,450	3,096,446	
	6,000	7,433,215	4,951,800	4,455,505	3,959,210	3,462,914	2,966,619	2,470,324	
Site Specific S106	7,500	6,794,155	4,312,269	3,815,892	3,319,515	2,823,121	2,326,564	1,830,007	
1,500	9,000	6,146,682	3,662,015	3,164,868	2,667,696	2,170,137	1,672,577	1,174,774	
	10,500	5,490,599	3,000,629	2,502,010	2,003,104	1,503,837	1,004,076	503,873	
	12,000	4,825,707	2,327,689	1,826,885	1,325,453	823,407	320,512	(183,472)	
	13,500	4,151,505	1,642,762	1,139,046	634,279	128,405	(378,882)	(888,068)	
	15,000	3,467,813	945,403	437,861	(71,208)	(582,049)	(1,094,911)	(1,610,750)	
	16,500	2,774,631	235,155	(277,133)	(791,459)	(1,308,388)	(1,826,389)	(2,352,462)	
	18,000	2,071,348	(488,453)	(1,006,339)	(1,527,146)	(2,051,427)	(2,580,189)	(3,114,458)	
	19,500	1,357,790	(1,225,903)	(1,750,391)	(2,278,850)	(2,812,010)	(3,351,195)	(3,923,325)	
	21,000	633,844	(1,977,691)	(2,510,142)	(3,047,567)	(3,591,016)	(4,207,935)	(4,860,011)	
	22,500	(101,241)	(2,744,381)	(3,285,870)	(3,849,170)	(4,495,170)	(5,152,663)	(5,824,482)	
	24,000	(847,283)	(3,526,907)	(4,133,909)	(4,784,781)	(5,447,043)	(6,123,531)	(6,818,228)	
	25,500	(1,605,095)	(4,420,849)	(5,076,213)	(5,742,859)	(6,423,625)	(7,122,108)	(7,843,196)	
	27,000	(2,374,736)	(5,369,222)	(6,039,863)	(6,724,515)	(7,426,211)	(8,149,872)	(8,901,448)	
	28,500	(3,156,530)	(6,337,876)	(7,025,947)	(7,730,905)	(8,456,547)	(9,208,661)	(9,994,830)	
	30,000	(3,985,856)	(7,328,271)	(8,035,598)	(8,763,222)	(9,515,874)	(10,300,361)	(11,121,582)	

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Scheme Ref: F  
 Title: 350 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5,809,879								
	50,000	11,506,757	9,014,245	8,514,895	8,015,340	7,515,281	7,014,702	6,513,588	
	75,000	10,734,570	8,242,058	7,742,708	7,243,152	6,743,094	6,242,514	5,741,401	
	TLV (per net acre) 121,403	100,000	9,962,382	7,469,870	6,970,520	6,470,965	5,970,906	5,470,327	4,969,213
		125,000	9,190,195	6,697,683	6,198,333	5,698,777	5,198,719	4,698,139	4,197,026
		150,000	8,418,007	5,925,495	5,426,145	4,926,590	4,426,531	3,925,952	3,424,838
		175,000	7,645,820	5,153,308	4,653,958	4,154,402	3,654,344	3,153,764	2,652,651
		200,000	6,873,632	4,381,120	3,881,770	3,382,215	2,882,156	2,381,577	1,880,463
		225,000	6,101,445	3,608,933	3,109,583	2,610,027	2,109,969	1,609,389	1,108,276
250,000		5,329,257	2,836,745	2,337,395	1,837,840	1,337,781	837,202	336,088	
275,000	4,557,070	2,064,558	1,565,208	1,065,652	565,594	65,014	(436,099)		

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5,809,879								
	5	(11,668,244)	(14,149,720)	(14,646,016)	(15,142,311)	(15,638,606)	(16,134,902)	(16,631,197)	
	10	1,103,423	(1,383,258)	(1,880,913)	(2,378,722)	(2,876,870)	(3,375,120)	(3,873,833)	
	Density (dph) 28	15	5,355,220	2,865,788	2,367,290	1,868,577	1,369,530	870,181	370,219
		20	7,480,321	4,989,139	4,490,418	3,991,068	3,491,597	2,991,539	2,490,955
		25	8,755,098	6,263,020	5,763,730	5,264,380	4,764,354	4,264,007	3,763,120
		27	9,132,717	6,640,358	6,141,008	5,641,525	5,141,467	4,640,959	4,139,916
		30	9,604,741	7,111,955	6,612,605	6,112,917	5,612,858	5,112,150	4,610,910
		35	10,211,629	7,718,294	7,218,944	6,718,991	6,218,804	5,717,966	5,216,475
		40	10,666,794	8,173,048	7,673,606	7,173,547	6,673,167	6,172,328	5,670,648
		45	11,020,812	8,526,746	8,027,149	7,527,091	7,026,559	6,525,582	6,023,894
50		11,304,026	8,809,705	8,309,984	7,809,926	7,309,274	6,808,179	6,306,423	

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5,809,879								
	95%	11,590,130	8,962,712	8,435,965	7,908,836	7,380,802	6,852,065	6,322,434	
	100%	9,301,297	6,808,785	6,309,435	5,809,879	5,309,821	4,809,242	4,308,128	
	Build rate (Epsm)	105%	6,991,654	4,633,085	4,161,020	3,688,773	3,216,525	2,743,809	2,271,051
		110%	4,656,082	2,428,964	1,983,540	1,538,117	1,092,604	647,054	201,504
		115%	2,287,517	186,726	(233,566)	(653,859)	(1,074,443)	(1,495,041)	(1,915,796)
		120%	(123,952)	(2,108,332)	(2,506,507)	(2,905,424)	(3,305,173)	(3,706,189)	(4,108,795)
		125%	(2,592,708)	(4,600,658)	(5,045,427)	(5,493,325)	(5,945,419)	(6,403,518)	(6,870,056)
		130%	(5,368,488)	(7,494,915)	(7,937,339)	(8,390,165)	(8,857,650)	(9,346,476)	(9,868,750)

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)	5,809,879								
	75%	(11,563,494)	(8,284,388)	(7,653,011)	(7,031,353)	(6,420,058)	(5,820,014)	(5,232,267)	
	80%	(6,247,120)	(4,537,663)	(4,204,667)	(3,875,467)	(3,576,896)	(3,301,572)	(3,030,865)	
	Cahnges in sales values (£)	85%	(1,849,637)	(1,474,324)	(1,402,786)	(1,332,946)	(1,264,859)	(1,198,947)	(1,135,446)
		90%	1,970,092	1,348,844	1,222,689	1,095,608	967,448	838,056	707,282
		95%	5,670,787	4,100,753	3,785,406	3,469,661	3,153,330	2,836,225	2,518,162
		100%	9,301,297	6,808,785	6,309,435	5,809,879	5,309,821	4,809,242	4,308,128
		105%	12,886,772	9,488,109	8,807,754	8,127,399	7,446,486	6,765,498	6,083,818
		110%	16,441,702	12,147,390	11,288,182	10,428,973	9,569,218	8,709,453	7,849,262
		115%	19,975,001	14,792,533	13,755,650	12,718,712	11,681,774	10,644,555	9,607,070
		120%	23,491,912	17,426,655	16,213,292	14,999,929	13,786,566	12,572,913	11,359,057
		125%	26,996,938	20,052,778	18,663,599	17,274,420	15,885,241	14,496,062	13,106,587

		Site Specific S106							£1,500
		0	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	5,809,879								
	0	9,676,344	9,135,478	8,585,948	8,027,609	7,459,941	6,882,673	6,295,590	
	40	8,794,041	8,239,114	7,674,933	7,101,306	6,517,994	5,924,627	5,320,827	
	80	7,888,591	7,318,560	6,738,973	6,149,463	5,549,656	4,939,165	4,317,593	
	143	6,412,229	5,816,933	5,211,167	4,594,542	3,966,656	3,327,097	2,675,441	
	160	6,002,697	5,400,212	4,786,994	4,162,646	3,526,758	2,878,911	2,218,437	
	200	5,019,316	4,399,210	3,767,711	3,124,403	2,468,859	1,800,377	1,118,666	
	240	4,007,018	3,368,195	2,717,289	2,053,865	1,377,157	686,927	(17,283)	
	280	2,963,985	2,305,300	1,633,790	948,653	249,706	(463,722)	(1,192,397)	
	320	1,888,315	1,208,481	514,737	(193,128)	(916,023)	(1,654,320)	(2,409,030)	
	360	777,832	75,280	(641,721)	(1,374,315)	(2,122,660)	(2,887,735)	(3,670,330)	
	400	(369,848)	(1,096,426)	(1,838,739)	(2,597,511)	(3,373,322)	(4,236,673)	(5,181,526)	
	440	(1,557,184)	(2,309,525)	(3,078,900)	(3,886,492)	(4,823,014)	(5,782,024)	(6,764,637)	
	480	(2,787,023)	(3,567,161)	(4,467,355)	(5,417,790)	(6,391,345)	(7,389,355)	(8,412,939)	
	520	(4,115,186)	(5,057,145)	(6,021,865)	(7,010,470)	(8,024,124)	(9,064,191)	(10,132,241)	
	560	(5,655,456)	(6,634,895)	(7,639,098)	(8,669,175)	(9,726,365)	(10,812,493)	(11,928,231)	
	600	(7,257,825)	(8,277,838)	(9,324,691)	(10,399,766)	(11,504,215)	(12,633,881)	(13,778,024)	
640	(8,927,060)	(9,991,134)	(11,084,611)	(12,206,289)	(13,344,961)	(14,498,673)	(15,667,490)		
680	(10,669,076)	(11,780,985)	(12,914,375)	(14,062,372)	(15,225,320)	(16,403,570)	(17,597,481)		
720	(12,485,745)	(13,628,092)	(14,785,238)	(15,957,530)	(17,145,757)	(18,377,331)	(23,204,555)		
760	(14,347,215)	(15,513,900)	(16,696,314)	(17,894,526)	(21,573,857)	(25,901,031)	(30,228,906)		
800	(16,249,051)	(17,441,088)	(19,943,159)	(24,270,684)	(28,598,208)	(32,925,732)	(37,253,256)		



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Scheme Ref: **G**  
 Title: **600 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

## ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme			600 Units					
AH Policy requirement (% Target)			35%					
AH tenure split %	Affordable Rent:				53.0%			
	Shared ownership				25.0%			
	Intermediate				21.6%			
Open Market Sale (OMS) housing			65%					
			100%					
CIL Rate (£ psm)			143.29		£ psm			
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	3.3%	12.9	0.0%	0.0	2%	12.9		
2 bed House	20.9%	81.5	57.4%	120.4	34%	201.9		
3 bed House	40.8%	159.1	23.5%	49.4	35%	208.5		
4 bed House	35.0%	136.5	2.8%	5.8	24%	142.3		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	16.4%	34.4	6%	34.4		
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units	100.0%	390.0	100.0%	210.0	100%	600.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	58.0	624			58.0	624		
2 bed House	79.0	850			79.0	850		
3 bed House	90.0	969			90.0	969		
4 bed House	110.0	1,184			110.0	1,184		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	61.0	657	85.0%		71.8	772		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	50.0	538			50.0	538		
2 bed House	70.0	753			70.0	753		
3 bed House	84.0	904			84.0	904		
4 bed House	97.0	1,044			97.0	1,044		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	61.0	657	85.0%		71.8	772		
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	746	8,035	0	0	746	8,035		
2 bed House	6,439	69,312	8,430	90,745	14,870	160,057		
3 bed House	14,321	154,148	4,147	44,640	18,468	198,788		
4 bed House	15,015	161,620	562	6,052	15,577	167,672		
5 bed House	0	0	0	0	0	0		
1 bed Flat	0	0	2,023	21,780	2,023	21,780		
2 bed Flat	0	0	0	0	0	0		
	36,522	393,115	15,163	163,216	51,685	556,330		
<i>AH % by floor area:</i>			<i>29.34% AH % by floor area due to mix</i>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£pof</b>	<b>total MV £ (no AH)</b>				
1 bed House	180,000	3,103	288	2,316,600				
2 bed House	250,000	3,165	294	50,486,250				
3 bed House	290,000	3,222	299	60,462,390				
4 bed House	350,000	3,182	296	49,803,600				
5 bed House	0	#DIV/0!	#DIV/0!	0				
1 bed Flat	160,000	3,200	297	5,503,680				
2 bed Flat	190,000	3,115	289	0				
				168,572,520				
<b>Affordable Housing values (£) -</b>	<b>Affordable Rent:</b>	<b>£psm</b>	<b>% of MV Shared ownership</b>	<b>£psm</b>	<b>% of MV</b>	<b>Intermediate</b>	<b>£psm</b>	<b>% of MV</b>
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%

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Scheme Ref: G  
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 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	12.9	@	180,000	2,316,600
2 bed House	81.5	@	250,000	20,377,500
3 bed House	159.1	@	290,000	46,144,800
4 bed House	136.5	@	350,000	47,775,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	390.0			116,613,900
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	63.8	@	125,000	7,978,819
3 bed House	26.2	@	145,000	3,794,161
4 bed House	3.1	@	175,000	537,579
5 bed House	0.0	@	0	-
1 bed Flat	18.2	@	80,000	1,458,475
2 bed Flat	0.0	@	95,000	-
	111.3			13,769,034
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	30.2	@	175,000	5,277,462
3 bed House	12.4	@	203,000	2,509,587
4 bed House	1.5	@	245,000	355,573
5 bed House	0.0	@	0	-
1 bed Flat	8.6	@	112,000	964,685
2 bed Flat	0.0	@	133,000	-
	52.6			9,107,307
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	26.0	@	200,000	5,202,792
4 bed House	10.7	@	232,000	2,474,080
5 bed House	1.3	@	250,000	312,984
1 bed Flat	0.0	@	0	-
2 bed Flat	7.4	@	128,000	951,036
0.00%	0.0	@	152,000	-
	45.4			8,940,891
<b>Sub-total GDV Residential</b>	<b>599.2</b>			<b>148,431,133</b>
<i>AH on-site cost analysis:</i>				
	390	£ psm (total GIA sqm)		EMV less £GDV 20,141,387
				33,569 £ per unit (total units)
<b>Grant</b>	600	@	0	-
<b>Total GDV</b>				<b>148,431,133</b>

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Scheme Ref: **G**  
 Title: **600 No. Units**  
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**Enhanced S106 costs**

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(250,000)
Statutory Planning Fees (Residential)				(82,299)
CIL	36,522 sqm	143.29 £ psm		(5,233,173)
	CIL analysis:	3.53% % of GDV	8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	600 units @	1,500 per unit	(900,000)
	S106 analysis:	0.61% % of GDV	1,500 £ per unit (total units)	
AH Commuted Sum	51,685 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	43.61 acres @		0 £ per acre (if brownfield)	-
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling		(1,534,200)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(600,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(73,134)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(1,072,563)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(2,100,000)
	Enhanced S106	8,600 per dwelling		(5,160,000)
	total	43.61 acres @	0 per acre	(10,539,897)
	Infra. Costs analysis:	7.10% % of GDV	17,566 £ per unit (total units)	
1 bed House	746 sqm @		1,155 psm	(862,161)
2 bed House	14,870 sqm @		1,155 psm	(17,174,550)
3 bed House	18,468 sqm @		1,155 psm	(21,330,498)
4 bed House	15,577 sqm @		1,155 psm	(17,991,680)
5 bed House	- sqm @		1,155 psm	-
1 bed Flat	2,023 sqm @		1,296 psm	(2,622,342)
2 bed Flat	51,685 - sqm @		1,296 psm	-
External works	59,981,231 @		15.0% 14,995 £per unit	(8,997,185)
M4(2) Category 2 Housing	50% of All units	600 units @	521 £ per dwelling	(156,300)
M4(3) Category 3 Housing	0% of All units	600 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		600 units @	9 £ per dwelling	(5,400)
Contingency	79,680,013 @		5.0%	(3,984,001)
<b>Professional Fees</b>	79,680,013 @		10.0%	(7,968,001)
<b>Disposal Costs -</b>				
Marketing and Promotion	116,613,900 OMS @		1.50%	(1,749,209)
Residential Sales Agent Costs	116,613,900 OMS @		1.50%	(1,749,209)
Residential Sales Legal Costs	116,613,900 OMS @		0.50%	(583,070)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(2,452,096)
<b>Developers Profit -</b>				
Margin on AH	22,876,341		6.00% on AH values	(1,372,580)
Profit on GDV	116,613,900		20.00%	(23,322,780)
	104,631,069		22.29% on costs	(23,322,780)
	139,490,241		17.70% blended	(24,695,360)
<b>TOTAL COSTS</b>				<b>(129,326,430)</b>

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				19,104,703
SDLT	19,104,703 @		5.0% (slabbed)	(944,735)
Acquisition Agent fees	19,104,703 @		1.0%	(191,047)
Acquisition Legal fees	19,104,703 @		0.5%	(95,524)
Interest on Land	19,104,703 @		7.5%	(1,432,853)
Residual Land Value				<b>16,440,545</b>
<i>RLV analysis:</i>	27,401 £ per plot	931,631 £ per ha	377,026 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		34.0 dp net ha		
Site Area (Resi)		17.65 net ha	43.61 net acres	
<i>Density analysis:</i>		2,929 sqm/ha	12,758 sqft/ac	
Threshold Land Value	8,823 £ per plot	299,987 £ per net ha	121,403 £ per net acre	<b>5,293,885</b>
		70% Gross to net	25.21 Gross hectares	

BALANCE				
Surplus/(Deficit)		631,644 £ per ha	255,623 £ per acre	11,146,660

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SENSITIVITY ANALYSIS		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
CIL Epsm 143.29	Balance (RLV - TLV)	11,146,660							
	0	25,480,925	19,171,951	17,909,330	16,645,685	15,381,494	14,116,785	12,850,785	
	80	20,746,669	15,651,289	14,629,965	13,608,442	12,585,656	11,562,109	10,536,653	
	100	19,541,409	14,755,299	13,796,200	12,836,132	11,875,204	10,912,991	9,949,029	
	120	18,327,188	13,853,092	12,956,737	12,058,607	11,160,047	10,259,648	9,357,682	
	140	17,102,941	12,944,598	12,111,054	11,275,807	10,440,102	9,602,030	8,762,567	
	160	15,869,751	12,029,745	11,259,249	10,487,672	9,714,884	8,940,089	8,163,641	
	180	14,627,519	11,108,462	10,401,514	9,694,140	8,984,768	8,273,773	7,560,859	
	200	13,375,407	10,179,902	9,537,782	8,894,889	8,249,696	7,603,031	6,954,174	
	220	12,113,061	9,244,534	8,667,986	8,089,659	7,509,613	6,927,813	6,343,543	
	240	10,841,314	8,302,477	7,791,842	7,278,813	6,764,461	6,248,068	5,728,905	
	260	9,559,824	7,353,655	6,908,771	6,462,286	6,014,182	5,563,553	5,109,892	
	280	8,267,053	6,397,564	6,019,392	5,640,017	5,258,508	4,874,072	4,486,769	
	300	6,964,511	5,433,810	5,123,632	4,811,848	4,497,094	4,179,877	3,859,486	
	320	5,651,794	4,463,021	4,221,422	3,976,998	3,730,346	3,480,915	3,227,996	
	340	4,327,285	3,485,119	3,311,749	3,136,172	2,958,202	2,777,130	2,592,250	
	360	2,992,621	2,499,245	2,395,280	2,289,303	2,180,602	2,068,468	1,952,200	
	380	1,646,756	1,505,525	1,472,102	1,436,326	1,397,288	1,354,741	1,307,797	
	400	289,150	504,409	542,024	576,336	607,716	635,458	658,863	
	420	(1,079,008)	(504,555)	(396,064)	(290,154)	(187,531)	(88,899)	5,046	
440	(2,460,017)	(1,522,205)	(1,341,128)	(1,162,997)	(988,518)	(818,389)	(653,303)		
460	(3,852,128)	(2,547,542)	(2,293,243)	(2,042,363)	(1,795,341)	(1,553,067)	(1,316,235)		
480	(5,256,403)	(3,581,050)	(3,253,581)	(2,929,336)	(2,609,018)	(2,293,322)	(1,983,802)		
500	(6,698,950)	(4,623,663)	(4,221,482)	(3,822,915)	(3,428,662)	(3,039,417)	(2,656,057)		
520	(8,558,812)	(5,737,897)	(5,196,711)	(4,723,171)	(4,254,341)	(3,790,909)	(3,333,560)		
540	(10,231,490)	(6,969,375)	(6,326,444)	(5,687,885)	(5,086,585)	(4,547,858)	(4,016,076)		
Site Specific S106 1,500	Balance (RLV - TLV)	11,146,660							
	-	17,882,690	13,765,551	12,939,625	12,111,399	11,282,005	10,450,877	9,617,039	
	1,500	16,900,628	12,794,681	11,971,131	11,146,660	10,320,889	9,493,408	8,664,413	
	3,000	15,912,566	11,816,532	10,995,136	10,173,570	9,350,834	8,527,284	7,701,998	
	4,500	14,918,433	10,830,051	10,011,714	9,191,895	8,372,076	7,551,358	6,729,793	
	6,000	13,918,155	9,836,259	9,019,213	8,202,167	7,384,162	6,565,849	5,747,438	
	7,500	12,911,660	8,835,076	8,019,054	7,203,032	6,387,010	5,570,988	4,754,086	
	9,000	11,898,873	7,825,340	7,010,634	6,195,927	5,380,694	4,565,452	3,750,210	
	10,500	10,879,719	6,807,628	5,993,210	5,178,792	4,364,374	3,549,955	2,735,537	
	12,000	9,854,123	5,782,233	4,967,855	4,153,477	3,338,962	2,524,374	1,709,787	
	13,500	8,822,008	4,747,958	3,932,910	3,117,862	2,302,814	1,487,767	672,675	
	15,000	7,783,297	3,705,294	2,889,533	2,073,699	1,256,970	440,242	(376,487)	
	16,500	6,737,912	2,654,645	1,836,846	1,018,894	200,942	(618,135)	(1,437,567)	
	18,000	5,685,683	1,594,320	774,887	(44,996)	(866,167)	(1,687,650)	(2,510,821)	
	19,500	4,626,207	525,634	(296,328)	(1,119,499)	(1,943,596)	(2,769,030)	(3,596,552)	
	21,000	3,559,778	(552,007)	(1,377,440)	(2,203,944)	(3,031,902)	(3,862,376)	(4,695,071)	
	22,500	2,486,316	(1,639,293)	(2,467,993)	(3,298,742)	(4,131,958)	(4,967,680)	(5,891,882)	
	24,000	1,405,740	(2,735,107)	(3,568,846)	(4,404,593)	(5,243,131)	(6,215,784)	(7,199,948)	
	25,500	317,965	(3,841,506)	(4,679,569)	(5,559,343)	(6,541,758)	(7,529,483)	(8,523,493)	
	27,000	(777,089)	(4,956,735)	(5,884,990)	(6,870,483)	(7,861,001)	(8,857,610)	(9,861,010)	
28,500	(1,879,508)	(6,212,293)	(7,200,445)	(8,193,973)	(9,193,853)	(10,197,253)	(11,206,494)		
30,000	(2,989,376)	(7,531,963)	(8,527,997)	(9,530,096)	(10,534,060)	(11,544,148)	(12,560,043)		

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Scheme Ref: **G**  
 Title: **600 No. Units**  
 Notes: **Greenfield allocation**  
**Enhanced S106 costs**

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)		11,146,660							
	50,000	20,014,218	15,908,272	15,084,722	14,260,250	13,434,480	12,606,999	11,778,004	
	75,000	18,924,071	14,818,125	13,994,575	13,170,103	12,344,333	11,516,852	10,687,857	
	100,000	17,833,924	13,727,978	12,904,428	12,079,956	11,254,186	10,426,705	9,597,710	
	121,403	16,743,777	12,637,830	11,814,281	10,989,809	10,164,039	9,336,558	8,507,563	
	150,000	15,653,630	11,547,683	10,724,134	9,899,662	9,073,892	8,246,411	7,417,416	
	175,000	14,563,483	10,457,536	9,633,986	8,809,515	7,983,745	7,156,264	6,327,269	
	200,000	13,473,336	9,367,389	8,543,839	7,719,368	6,893,597	6,066,117	5,237,122	
	225,000	12,383,189	8,277,242	7,453,692	6,629,221	5,803,450	4,975,970	4,146,975	
	275,000	10,202,895	6,096,948	5,273,398	4,448,927	3,623,156	2,795,676	1,966,681	

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)		11,146,660							
	5	(20,520,901)	(24,594,812)	(25,410,053)	(26,225,295)	(27,040,537)	(27,855,779)	(28,671,243)	
	10	1,432,108	(2,657,143)	(3,476,577)	(4,296,396)	(5,116,689)	(5,936,254)	(6,760,621)	
	15	8,739,271	4,642,790	3,821,225	2,999,659	2,176,434	1,352,760	526,990	
	20	12,391,698	8,290,181	7,468,511	6,644,961	5,821,165	4,995,394	4,168,268	
	25	14,581,884	10,478,616	9,655,498	8,831,948	8,006,745	7,180,710	6,352,483	
	30	16,041,834	11,937,039	11,113,489	10,289,569	9,463,799	8,636,853	7,808,377	
	32	16,498,068	12,392,661	11,569,111	10,744,899	9,919,128	9,091,898	8,263,146	
	35	17,084,655	12,978,461	12,154,911	11,330,322	10,504,551	9,676,956	8,847,849	
	40	17,866,771	13,759,528	12,935,978	12,110,886	11,285,116	10,457,033	9,627,453	
45	18,475,083	14,367,024	13,543,474	12,717,992	11,891,986	11,063,759	10,233,812		
50	18,961,733	14,853,021	14,029,447	13,203,676	12,377,367	11,549,140	10,718,899		

		AH - % on site 35%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)		11,146,660							
	95%	20,873,101	16,525,771	15,652,458	14,778,382	13,902,290	13,023,837	12,143,058	
	100%	16,900,628	12,794,681	11,971,131	11,146,660	10,320,889	9,493,408	8,664,413	
	105%	12,888,015	9,022,178	8,247,314	7,472,347	6,696,749	5,920,105	5,142,574	
	110%	8,824,704	5,194,807	4,468,241	3,741,675	3,015,110	2,288,433	1,560,956	
	115%	4,698,023	1,295,498	614,993	(65,512)	(746,017)	(1,426,522)	(2,107,027)	
	120%	490,040	(2,701,153)	(3,340,719)	(3,980,854)	(4,621,954)	(5,264,288)	(6,008,693)	
	125%	(3,824,418)	(7,088,462)	(7,795,654)	(8,506,718)	(9,222,545)	(9,940,001)	(10,660,016)	
	130%	(8,768,856)	(12,078,181)	(12,744,237)	(13,414,581)	(14,087,239)	(14,763,901)	(15,447,386)	

		AH - % on site 0%							
		0%	25%	30%	35%	40%	45%	50%	
Balance (RLV - TLV)		11,146,660							
	75%	(17,920,855)	(12,656,793)	(11,611,309)	(10,567,813)	(9,527,921)	(8,494,018)	(7,472,031)	
	80%	(9,649,937)	(6,539,433)	(5,932,421)	(5,333,044)	(4,817,952)	(4,318,300)	(3,828,279)	
	85%	(2,187,414)	(1,361,549)	(1,204,557)	(1,051,133)	(901,852)	(757,807)	(618,957)	
	90%	4,338,101	3,453,108	3,270,857	3,086,579	2,899,761	2,709,895	2,516,475	
	95%	10,676,044	8,158,051	7,651,247	7,143,106	6,632,707	6,120,456	5,605,738	
	100%	16,900,628	12,794,681	11,971,131	11,146,660	10,320,889	9,493,408	8,664,413	
	105%	23,050,690	17,385,366	16,250,025	15,114,685	13,977,958	12,840,515	11,701,227	
	110%	29,149,600	21,942,658	20,500,020	19,057,381	17,612,988	16,168,453	14,722,452	
	115%	35,210,899	26,476,795	24,728,681	22,980,567	21,232,060	19,482,108	17,732,155	
	120%	41,244,912	30,992,586	28,941,922	26,889,965	24,837,752	22,785,540	20,732,149	
	125%	47,257,113	35,495,214	33,141,586	30,787,957	28,434,329	26,080,465	23,725,094	

		Site Specific S106							
		£1,500	4,500	6,000	7,500	9,000			
Balance (RLV - TLV)		11,146,660	-	1,500	3,000	4,500	6,000	7,500	9,000
	0	17,565,063	16,645,685	15,718,886	14,783,956	13,841,844	12,891,518	11,933,165	
	40	16,068,778	15,137,461	14,197,679	13,250,456	12,295,492	11,331,865	10,360,708	
	80	14,552,714	13,608,442	12,656,057	11,696,280	10,727,429	9,750,878	8,765,609	
	143	12,122,714	11,158,043	10,185,092	9,203,486	8,213,900	7,214,835	6,207,810	
	160	11,458,066	10,487,672	9,508,982	8,521,478	7,525,904	6,520,760	5,507,555	
	200	9,878,609	8,894,889	7,901,825	6,900,873	5,890,105	4,871,121	3,842,147	
	240	8,277,347	7,278,813	6,272,175	5,255,955	4,231,107	3,196,434	2,152,818	
	280	6,652,398	5,640,017	4,618,268	3,587,496	2,547,042	1,497,319	437,360	
	320	5,004,356	3,976,998	2,940,244	1,893,926	838,035	(228,048)	(1,303,658)	
	360	3,332,099	2,289,303	1,237,040	174,919	(897,374)	(1,979,405)	(3,072,564)	
	400	1,634,629	576,336	(492,076)	(1,570,664)	(2,659,180)	(3,758,909)	(4,868,748)	
	440	(88,232)	(1,162,997)	(2,247,969)	(3,343,034)	(4,449,422)	(5,612,102)	(6,923,560)	
	480	(1,837,894)	(2,929,336)	(4,031,014)	(5,144,152)	(6,272,801)	(7,427,161)	(8,609,338)	
	520	(3,614,816)	(4,723,171)	(5,934,275)	(7,248,405)	(8,575,745)	(9,914,176)	(11,258,116)	
	560	(5,441,724)	(6,751,922)	(8,073,974)	(9,409,372)	(10,750,260)	(12,098,001)	(13,452,607)	
	600	(7,574,486)	(8,904,568)	(10,244,211)	(11,590,145)	(12,941,682)	(14,298,904)	(15,662,988)	
640	(9,739,407)	(11,082,289)	(12,430,756)	(13,786,644)	(15,148,974)	(16,517,104)	(17,891,120)		
680	(11,922,175)	(13,275,718)	(14,634,960)	(15,999,983)	(17,372,313)	(18,751,498)	(20,136,685)		
720	(14,120,946)	(15,485,030)	(16,855,191)	(18,231,251)	(19,613,293)	(21,002,265)	(22,398,773)		
760	(16,338,070)	(17,711,003)	(19,091,629)	(20,478,872)	(21,872,217)	(23,271,751)	(24,677,565)		
800	(18,571,382)	(19,955,480)	(21,345,661)	(22,743,029)	(24,147,826)	(25,558,933)	(26,976,439)		

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**Scheme Ref:** G  
**Title:** 1000 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		1,000 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	21.5	0.0%	0.0	2%	21.5			
2 bed House	20.9%	135.9	57.4%	200.7	34%	336.6			
3 bed House	40.8%	265.2	23.5%	82.3	35%	347.5			
4 bed House	35.0%	227.5	2.8%	9.7	24%	237.2			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	57.3	6%	57.3			
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0			
Total number of units	100.0%	650.0	100.0%	350.0	100%	1,000.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	1,244	13,391	0	0	1,244	13,391			
2 bed House	10,732	115,520	14,051	151,241	24,783	266,761			
3 bed House	23,868	256,913	6,912	74,400	30,780	331,313			
4 bed House	25,025	269,367	937	10,086	25,962	279,453			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	3,372	36,300	3,372	36,300			
2 bed Flat	0	0	0	0	0	0			
	60,869	655,191	25,272	272,026	86,141	927,217			
<i>AH % by floor area:</i>		<i>29.34% AH % by floor area due to mix</i>							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	3,861,000					
2 bed House	250,000	3,165	294	84,143,750					
3 bed House	290,000	3,222	299	100,770,650					
4 bed House	350,000	3,182	296	83,006,000					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	9,172,800					
2 bed Flat	190,000	3,115	289	0					
				280,954,200					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	21.5	@	180,000	3,861,000
2 bed House	135.9	@	250,000	33,962,500
3 bed House	265.2	@	290,000	76,908,000
4 bed House	227.5	@	350,000	79,625,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	650.0			194,356,500
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	106.4	@	125,000	13,298,031
3 bed House	43.6	@	145,000	6,323,602
4 bed House	5.1	@	175,000	895,965
5 bed House	0.0	@	0	-
1 bed Flat	30.4	@	80,000	2,430,792
2 bed Flat	0.0	@	95,000	-
	185.5			22,948,391
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	50.3	@	175,000	8,795,770
3 bed House	20.6	@	203,000	4,182,645
4 bed House	2.4	@	245,000	592,622
5 bed House	0.0	@	0	-
1 bed Flat	14.4	@	112,000	1,607,808
2 bed Flat	0.0	@	133,000	-
	87.6			15,178,845
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	43.4	@	200,000	8,671,320
4 bed House	17.8	@	232,000	4,123,466
5 bed House	2.1	@	250,000	521,640
1 bed Flat	0.0	@	0	-
2 bed Flat	12.4	@	128,000	1,585,060
0.00%	0.0	@	152,000	-
	75.6			14,901,486
<b>Sub-total GDV Residential</b>	<b>998.7</b>			<b>247,385,221</b>
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>
	390	£ psm (total GIA sqm)		33,568,979
				33,569 £ per unit (total units)
<b>Grant</b>	1,000	@	0	-
<b>Total GDV</b>				<b>247,385,221</b>



# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** G  
**Title:** 1000 No. Units  
**Notes:** Greenfield allocation  
Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(380,000)
Statutory Planning Fees (Residential)					(128,299)
CIL					(8,721,955)
CIL analysis:					
60,869 sqm					143.29 £ psm
3.53% % of GDV					8,722 £ per unit (total units)
<b>Site Specific S106 Contributions</b>					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		1,000 units @	1,500 per unit	(1,500,000)	(1,500,000)
<b>S106 analysis:</b>					
0.61% % of GDV					1,500 £ per unit (total units)
86,141 sqm (total)					0 £ psm
<b>AH Commuted Sum</b>					
86,141 sqm (total)					0 £ psm
<b>Comm. Sum analysis:</b>					
0.00% % of GDV					
<b>Construction Costs -</b>					
<b>Site Clearance and Demolition</b>					
72.68 acres @					0 £ per acre (if brownfield)
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change		2,557	per dwelling		(2,557,000)
Policy LP32 - Electric charging point		1,000	per dwelling		(1,000,000)
Policy SP09 - Cross-boundary mitiga		121.89	per dwelling		(121,890)
Policy LP18 - Biodiversity & Geodiv		42,545	per gross hectare		(1,925,113)
Policy LP25 - Sustainable Construct		3,500	per dwelling		(3,500,000)
Enhanced S106		8,600	per dwelling		(8,600,000)
total		72.68 acres @	0 per acre	(17,704,003)	-
<b>Infra. Costs analysis:</b>					
7.16% % of GDV					17,704 £ per unit (total units)
1 bed House		1,244	sqm @	1,155 psm	(1,436,936)
2 bed House		24,783	sqm @	1,155 psm	(28,624,250)
3 bed House		30,780	sqm @	1,155 psm	(35,550,831)
4 bed House		25,962	sqm @	1,155 psm	(29,986,133)
5 bed House		-	sqm @	1,155 psm	-
1 bed Flat		3,372	sqm @	1,296 psm	(4,370,569)
2 bed Flat	86,141	-	sqm @	1,296 psm	-
<b>External works</b>					
99,968,718 @					15.0%
					14,995 £ per unit
M4(2) Category 2 Housing		50% of All units	1,000 units @	521 £ per dwelling	(260,500)
M4(3) Category 3 Housing		0% of All units	1,000 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			1,000 units @	9 £ per dwelling	(9,000)
Contingency		132,937,529 @		5.0%	(6,646,876)
<b>Professional Fees</b>		132,937,529 @		10.0%	(13,293,753)
<b>Disposal Costs -</b>					
Marketing and Promotion		194,356,500 OMS @		1.50%	(2,915,348)
Residential Sales Agent Costs		194,356,500 OMS @		1.50%	(2,915,348)
Residential Sales Legal Costs		194,356,500 OMS @		0.50%	(971,783)
<b>Interest (on Development Costs) -</b>					
7.50% APR					0.604% pcm
					(3,710,784)
<b>Developers Profit -</b>					
Margin on AH		38,127,235		6.00% on AH values	(2,287,634)
Profit on GDV		194,356,500		20.00%	(38,871,300)
		174,121,674		22.32% on costs	(38,871,300)
		232,483,735		17.70% blended	(41,158,934)
<b>TOTAL COSTS</b>					<b>(215,280,608)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** G  
**Title:** 1000 No. Units  
**Notes:** Greenfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				32,104,613
SDLT	32,104,613 @	5.0%	(slabbed)	(1,594,731)
Acquisition Agent fees	32,104,613 @	1.0%		(321,046)
Acquisition Legal fees	32,104,613 @	0.5%		(160,523)
Interest on Land	32,104,613 @	7.5%		(2,407,846)
Residual Land Value				<b>27,620,467</b>
<i>RLV analysis:</i>	27,620 £ per plot	939,096 £ per ha	380,047 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	34.0	dp net ha		
Site Area (Resi)	29.41	net ha	72.68	net acres
<i>Density analysis:</i>	2,929	sqm/ha	12,758	sqft/ac
Threshold Land Value	9,502 £ per plot	323,063 £ per net ha	130,742 £ per net acre	<b>9,501,867</b>
	65.00%	Gross to net	45.25	Gross hectares

BALANCE			
Surplus/(Deficit)	616,032 £ per ha	249,305 £ per acre	<b>18,118,600</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	18,118,600	0%	25%	30%	35%	40%	45%	50%	
	0	43,367,154	32,322,853	30,113,993	27,905,011	25,695,652	23,486,292	21,276,933	
	80	35,149,323	26,196,771	24,405,625	22,613,803	20,821,604	19,028,825	17,235,428	
	100	32,981,983	24,586,301	22,905,644	21,224,987	19,543,274	17,861,229	16,177,897	
	120	30,765,836	22,940,768	21,374,572	19,807,145	18,239,367	16,670,325	15,100,120	
	140	28,498,386	21,259,816	19,810,097	18,359,960	16,908,232	15,455,514	14,001,371	
CIL Epsm	160	26,177,046	19,541,179	18,211,628	16,881,012	15,549,309	14,216,084	12,880,907	
143.29	180	23,799,134	17,783,163	16,577,439	15,369,930	14,160,975	12,950,221	11,737,242	
	200	21,361,866	15,984,204	14,905,346	13,824,936	12,742,472	11,657,750	10,570,126	
	220	18,862,358	14,142,245	13,194,113	12,244,062	11,291,666	10,336,503	9,378,153	
	240	16,297,621	12,255,152	11,441,781	10,626,076	9,807,615	8,985,979	8,160,559	
	260	13,663,295	10,320,715	9,646,318	8,969,122	8,288,711	7,604,669	6,915,721	
	280	10,956,592	8,336,642	7,805,616	7,271,276	6,733,211	6,191,009	5,642,898	
	300	8,172,185	6,299,492	5,916,835	5,530,543	5,139,306	4,743,338	4,340,658	
	320	5,306,434	4,207,517	3,977,926	3,744,105	3,505,123	3,260,085	3,007,516	
	340	2,354,212	2,056,713	1,986,141	1,910,250	1,828,517	1,739,392	1,641,932	
	360	(689,849)	(155,602)	(61,661)	26,079	106,881	179,489	242,310	
	380	(3,831,513)	(2,433,351)	(2,168,886)	(1,911,017)	(1,661,490)	(1,421,500)	(1,193,007)	
	400	(7,078,153)	(4,780,840)	(4,338,747)	(3,904,698)	(3,480,085)	(3,066,477)	(2,665,734)	
	420	(10,589,544)	(7,201,763)	(6,575,158)	(5,957,810)	(5,351,286)	(4,757,127)	(4,178,274)	
	440	(14,632,636)	(9,735,373)	(8,882,217)	(8,074,063)	(7,278,290)	(6,496,714)	(5,732,411)	
	460	(18,825,085)	(12,739,619)	(11,553,969)	(10,382,363)	(9,264,580)	(8,287,900)	(7,330,986)	
	480	(23,177,985)	(15,847,795)	(14,417,932)	(13,004,993)	(11,610,475)	(10,238,260)	(8,976,185)	
	500	(27,703,965)	(19,067,872)	(17,382,707)	(15,716,295)	(14,071,736)	(12,452,273)	(10,862,978)	
	520	(32,417,567)	(22,408,266)	(20,454,742)	(18,522,800)	(16,616,099)	(14,738,607)	(12,894,855)	
	540	(37,335,464)	(25,877,864)	(23,642,233)	(21,431,761)	(19,250,131)	(17,101,414)	(14,991,694)	
		AH - % on site 35%							
Balance (RLV - TLV)	18,118,600	0%	25%	30%	35%	40%	45%	50%	
	-	29,947,448	22,780,096	21,342,976	19,904,039	18,463,207	17,020,055	15,574,160	
	1,500	28,120,288	20,979,641	19,549,638	18,118,600	16,686,777	15,253,496	13,818,603	
	3,000	26,258,463	19,136,177	17,711,023	16,285,868	14,859,748	13,433,598	12,006,544	
	4,500	24,360,001	17,247,572	15,824,941	14,402,310	12,979,678	11,557,047	10,134,416	
	6,000	22,424,067	15,311,616	13,888,879	12,466,045	11,043,211	9,620,377	8,197,544	
Site Specific S106	7,500	20,449,397	13,325,334	11,899,582	10,473,708	9,046,836	7,619,788	6,191,637	
1,500	9,000	18,433,708	11,286,622	9,854,696	8,421,741	6,986,877	5,550,339	4,111,660	
	10,500	16,375,713	9,192,686	7,750,890	6,306,424	4,858,802	3,407,533	1,951,668	
	12,000	14,273,404	7,040,009	5,584,417	4,123,863	2,658,443	1,185,999	(294,507)	
	13,500	12,125,289	4,825,379	3,351,358	1,869,986	380,094	(1,120,315)	(2,634,240)	
	15,000	9,928,261	2,545,288	1,047,611	(460,600)	(1,981,427)	(3,518,474)	(5,075,338)	
	16,500	7,681,001	195,631	(1,331,113)	(2,872,828)	(4,432,740)	(6,015,679)	(7,627,579)	
	18,000	5,380,961	(2,227,886)	(3,790,238)	(5,372,920)	(6,980,835)	(8,620,527)	(10,432,706)	
	19,500	3,025,502	(4,730,162)	(6,335,074)	(7,967,445)	(9,656,819)	(11,644,164)	(13,696,415)	
	21,000	611,884	(7,316,678)	(8,972,171)	(10,854,401)	(12,873,610)	(14,958,917)	(17,131,605)	
	22,500	(1,862,732)	(10,074,706)	(12,069,366)	(14,117,781)	(16,234,295)	(18,438,314)	(20,757,295)	
	24,000	(4,401,321)	(13,298,723)	(15,374,892)	(17,520,048)	(19,752,793)	(22,098,795)	(24,595,791)	
	25,500	(7,008,370)	(16,643,126)	(18,815,026)	(21,073,997)	(23,444,195)	(25,960,563)	(28,673,772)	
	27,000	(9,717,679)	(20,117,098)	(22,400,572)	(24,792,923)	(27,326,994)	(30,047,544)	(33,022,252)	
	28,500	(12,919,769)	(23,731,681)	(26,144,311)	(28,693,852)	(31,421,316)	(34,386,136)	(37,583,435)	
	30,000	(16,214,249)	(27,498,190)	(30,061,776)	(32,795,088)	(35,751,338)	(38,930,041)	(42,302,920)	

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Scheme Ref: G  
 Title: 1000 No. Units  
 Notes: Greenfield allocation  
 Enhanced S106 costs

		AH - % on site 35%							
		18,118,600	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	130,742	18,118,600							
		50,000	33,988,332	26,847,684	25,417,682	23,986,644	22,554,821	21,121,540	19,686,646
		75,000	32,171,420	25,030,772	23,600,770	22,169,732	20,737,909	19,304,628	17,869,735
		100,000	30,354,508	23,213,861	21,783,858	20,352,820	18,920,997	17,487,716	16,052,823
		125,000	28,537,597	21,396,949	19,966,947	18,535,908	17,104,085	15,670,805	14,235,911
		150,000	26,720,685	19,580,037	18,150,035	16,718,996	15,287,174	13,853,893	12,418,999
		175,000	24,903,773	17,763,125	16,333,123	14,902,085	13,470,262	12,036,981	10,602,088
		200,000	23,086,861	15,946,214	14,516,211	13,085,173	11,653,350	10,220,069	8,785,176
		225,000	21,269,950	14,129,302	12,689,300	11,268,261	9,836,438	8,403,158	6,968,264
		250,000	19,453,038	12,312,390	10,882,388	9,451,349	8,019,527	6,586,246	5,151,352
275,000	17,636,126	10,495,478	9,065,476	7,634,438	6,202,615	4,769,334	3,334,440		

		AH - % on site 35%							
		18,118,600	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	34	18,118,600							
		5	(38,886,719)	(45,998,214)	(47,420,513)	(48,842,812)	(50,265,111)	(51,687,410)	(53,109,709)
		10	422,356	(6,699,612)	(8,124,766)	(9,549,930)	(10,976,080)	(12,402,230)	(13,829,475)
		15	13,506,216	6,376,605	4,949,314	3,521,611	2,093,036	663,606	(766,707)
		20	20,045,308	12,911,043	11,482,468	10,053,411	8,623,409	7,192,235	5,769,932
		25	23,967,745	16,830,412	15,401,294	13,971,292	12,540,229	11,108,208	9,674,794
		30	26,582,685	19,443,217	18,013,215	16,582,748	15,151,177	13,718,204	12,283,859
		32	27,399,537	20,259,442	18,829,440	17,398,669	15,967,098	14,533,828	13,099,192
		35	28,449,775	21,308,874	19,878,872	18,447,711	17,015,768	15,582,487	14,147,476
		40	29,850,092	22,708,117	21,278,005	19,846,433	18,413,981	16,980,321	15,545,020
45	30,939,227	23,796,417	22,365,900	20,934,329	19,501,479	18,067,431	16,631,750		
50	31,810,536	24,667,057	23,236,216	21,804,645	20,371,478	18,937,119	17,501,134		

		AH - % on site 35%							
		18,118,600	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	Build rate (Epsm)	95%	34,655,576	27,130,575	25,622,475	24,113,087	22,601,779	21,088,396	19,572,716
		100%	28,120,288	20,979,641	19,549,638	18,118,600	16,686,777	15,253,496	13,818,603
		105%	21,524,185	14,764,995	13,412,136	12,059,277	10,705,817	9,351,942	7,997,304
		110%	14,851,271	8,465,766	7,188,665	5,911,564	4,634,321	3,357,035	2,079,748
		115%	8,079,618	2,051,949	845,791	(360,822)	(1,567,568)	(2,775,120)	(3,983,193)
		120%	1,177,883	(4,523,806)	(5,668,683)	(6,815,977)	(7,966,287)	(9,120,880)	(10,409,474)
		125%	(5,900,716)	(11,639,939)	(12,924,069)	(14,219,514)	(15,529,667)	(16,860,363)	(18,220,563)
		130%	(13,836,189)	(20,004,452)	(21,297,161)	(22,626,499)	(24,007,820)	(25,467,366)	(27,050,757)

		AH - % on site 0%							
		18,118,600	0%	25%	30%	35%	40%	45%	50%
Balance (RLV - TLV)	Changes in sales values (£)	75%	(33,096,913)	(23,022,342)	(21,102,615)	(19,218,910)	(17,373,613)	(15,568,912)	(13,807,757)
		80%	(16,933,233)	(11,821,975)	(10,829,531)	(9,849,481)	(8,968,372)	(8,150,672)	(7,347,998)
		85%	(4,025,019)	(2,880,476)	(2,662,377)	(2,449,322)	(2,241,644)	(2,040,267)	(1,846,103)
		90%	7,036,365	5,282,529	4,926,231	4,567,432	4,205,491	3,840,341	3,471,061
		95%	17,694,283	13,203,440	12,302,125	11,399,450	10,495,046	9,588,544	8,679,580
		100%	28,120,288	20,979,641	19,549,638	18,118,600	16,686,777	15,253,496	13,818,603
		105%	38,400,541	28,662,022	26,713,155	24,763,651	22,813,437	20,862,320	18,910,438
		110%	48,583,318	36,280,260	33,818,922	31,357,296	28,894,779	26,433,262	23,968,387
		115%	58,697,230	43,852,695	40,883,529	37,913,485	34,943,328	31,973,172	29,001,840
		120%	68,761,086	51,391,047	47,916,697	44,442,346	40,967,357	37,492,066	34,016,776
125%	78,787,565	58,903,812	54,927,062	50,949,691	46,972,164	42,994,637	39,017,110		

		Site Specific S106 £1,500							
		18,118,600	0	1,500	3,000	4,500	6,000	7,500	9,000
Balance (RLV - TLV)	CIL Epsm 143.29	0	29,455,881	27,905,011	26,318,017	24,693,612	23,029,928	21,325,030	19,576,750
		40	26,920,218	25,310,267	23,661,631	21,972,394	20,240,571	18,464,103	16,640,469
		80	24,287,460	22,613,803	20,898,441	19,139,046	17,333,225	15,479,110	13,573,030
		143	19,924,807	18,139,875	16,307,693	14,424,770	12,489,193	10,497,542	8,446,190
		160	18,698,538	16,881,012	15,014,429	13,095,336	11,121,203	9,088,741	6,994,290
		200	15,723,647	13,824,936	11,871,785	9,861,681	7,791,030	5,656,070	3,452,855
		240	12,614,363	10,626,076	8,578,656	6,468,409	4,291,469	2,042,773	(281,450)
		280	9,357,393	7,271,276	5,119,989	2,898,706	603,628	(1,771,106)	(4,230,701)
		320	5,938,663	3,744,105	1,477,453	(866,672)	(3,293,467)	(5,809,209)	(8,420,527)
		360	2,340,345	26,079	(2,368,705)	(4,850,166)	(7,424,810)	(10,198,502)	(13,434,688)
		400	(1,456,481)	(3,904,698)	(6,443,201)	(9,079,361)	(12,199,598)	(15,519,628)	(18,983,307)
		440	(5,475,752)	(8,074,063)	(10,983,717)	(14,252,304)	(17,660,576)	(21,220,760)	(24,946,936)
		480	(9,785,696)	(13,004,993)	(16,359,270)	(19,860,440)	(23,522,368)	(27,360,106)	(31,391,484)
		520	(15,078,525)	(18,522,800)	(22,122,758)	(25,892,216)	(29,848,459)	(34,010,692)	(38,400,105)
		560	(20,747,205)	(24,450,834)	(28,334,577)	(32,416,589)	(36,718,640)	(41,222,600)	(45,847,215)
		600	(26,848,825)	(30,853,923)	(35,070,435)	(39,510,435)	(44,089,861)	(48,791,423)	(53,214,072)
640	(33,455,038)	(37,814,190)	(42,350,335)	(47,005,350)	(51,554,936)	(56,919,291)	(63,283,646)		
680	(40,627,751)	(45,236,369)	(49,969,177)	(55,126,155)	(60,324,510)	(65,988,865)	(72,493,220)		
720	(48,171,050)	(53,601,019)	(58,965,374)	(64,329,729)	(70,694,084)	(77,469,439)	(84,522,794)		
760	(56,306,238)	(62,670,593)	(68,903,948)	(75,399,303)	(82,763,658)	(90,228,013)	(98,492,368)		
800	(64,375,811)	(71,400,166)	(78,104,521)	(85,368,876)	(93,033,231)	(101,338,586)	(110,338,586)		

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Scheme Ref: H  
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 Notes: Brownfield allocation  
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ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme				8 Units				
AH Policy requirement (% Target)				0%				
AH tenure split %	Affordable Rent:			53.0%				
	Shared ownership			25.0%				
	Intermediate			21.6%				
Open Market Sale (OMS) housing				100%				
CIL Rate (£ psm)				143.29	£ psm			
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>		<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>		
1 bed House	3.3%	0.3		0.0%	0.0	3%		
2 bed House	20.9%	1.7		0.0%	0.0	21%		
3 bed House	40.8%	3.3		23.5%	0.0	41%		
4 bed House	35.0%	2.8		2.8%	0.0	35%		
5 bed House	0.0%	0.0		0.0%	0.0	0%		
1 bed Flat	0.0%	0.0		16.4%	0.0	0%		
2 bed Flat	0.0%	0.0		57.4%	0.0	0%		
Total number of units	100.0%	8.0		100.0%	0.0	100%		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>		
1 bed House	58.0	624		%		58.0		
2 bed House	79.0	850				79.0		
3 bed House	90.0	969				90.0		
4 bed House	110.0	1,184				110.0		
5 bed House	0.0	0				0.0		
1 bed Flat	50.0	538		85.0%		58.8		
2 bed Flat	61.0	657		85.0%		71.8		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>		
1 bed House	50.0	538		%		50.0		
2 bed House	70.0	753				70.0		
3 bed House	84.0	904				84.0		
4 bed House	97.0	1,044				97.0		
5 bed House	0.0	0				0.0		
1 bed Flat	50.0	538		85.0%		58.8		
2 bed Flat	61.0	657		85.0%		71.8		
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>		<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>		
1 bed House	15	165		0	0	15		
2 bed House	132	1,422		0	0	132		
3 bed House	294	3,162		0	0	294		
4 bed House	308	3,315		0	0	308		
5 bed House	0	0		0	0	0		
1 bed Flat	0	0		0	0	0		
2 bed Flat	0	0		0	0	0		
	749	8,064		0	0	749		
AH % by floor area:		0.00% AH % by floor area due to mix						
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£pof</b>			<b>total MV £ (no AH)</b>		
1 bed House	180,000	3,103	288			47,520		
2 bed House	250,000	3,165	294			418,000		
3 bed House	290,000	3,222	299			946,560		
4 bed House	350,000	3,182	296			980,000		
5 bed House	0	#DIV/0!	#DIV/0!			0		
1 bed Flat	160,000	3,200	297			0		
2 bed Flat	190,000	3,115	289			0		
						2,392,080		
<b>Affordable Housing values (£) -</b>	<b>Affordable Rent:</b>	<b>£psm</b>	<b>% of MV Shared ownership</b>	<b>£psm</b>	<b>% of MV</b>	<b>Intermediate</b>	<b>£psm</b>	<b>% of MV</b>
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%

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GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.3	@	180,000		47,520
2 bed House	1.7	@	250,000		418,000
3 bed House	3.3	@	290,000		946,560
4 bed House	2.8	@	350,000		980,000
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	160,000		-
2 bed Flat	0.0	@	190,000		-
	8.0				2,392,080
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	90,000		-
2 bed House	0.0	@	125,000		-
3 bed House	0.0	@	145,000		-
4 bed House	0.0	@	175,000		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	80,000		-
2 bed Flat	0.0	@	95,000		-
	0.0				-
<b>Shared ownership</b>					
1 bed House	0.0	@	126,000		-
2 bed House	0.0	@	175,000		-
3 bed House	0.0	@	203,000		-
4 bed House	0.0	@	245,000		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	112,000		-
2 bed Flat	0.0	@	133,000		-
	0.0				-
<b>Intermediate</b>					
2 bed House	0.0	@	144,000		-
3 bed House	0.0	@	200,000		-
4 bed House	0.0	@	232,000		-
5 bed House	0.0	@	250,000		-
1 bed Flat	0.0	@	0		-
2 bed Flat	0.0	@	128,000		-
0.00%	0.0	@	152,000		-
	0.0				-
<b>Sub-total GDV Residential</b>	<b>8.0</b>				<b>2,392,080</b>
<i>AH on-site cost analysis:</i>					
			<i>0 £ psm (total GIA sqm)</i>	<i>EMV less £GDV</i>	<i>0</i>
				<i>0 £ per unit (total units)</i>	
<b>Grant</b>	<b>8</b>	@	<b>0</b>		<b>-</b>
<b>Total GDV</b>					<b>2,392,080</b>

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**Scheme Ref:** H  
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DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL	749 sqm		143.29 £ psm	(107,347)
	CIL analysis:	4.49% % of GDV	13,418 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8 units @	1,500 per unit	(12,000)
	S106 analysis:	0.50% % of GDV	1,500 £ per unit (total units)	
AH Commuted Sum	749 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	0.90 acres @		110,000 £ per acre (if brownfield)	(98,840)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling		(20,456)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(8,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(975)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(17,190)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(28,000)
	Enhanced S106	8,600		(68,800)
	total	0.90 acres @	0 per acre	(143,421)
	Infra. Costs analysis:	6.00% % of GDV	17,928 £ per unit (total units)	
1 bed House	15 sqm @		1,155 psm	(17,685)
2 bed House	132 sqm @		1,155 psm	(152,562)
3 bed House	294 sqm @		1,155 psm	(339,293)
4 bed House	308 sqm @		1,155 psm	(355,740)
5 bed House	- sqm @		1,155 psm	-
1 bed Flat	- sqm @		1,296 psm	-
2 bed Flat	749 - sqm @		1,296 psm	-
External works	865,280 @		15.0% 16,224 £per unit	(129,792)
M4(2) Category 2 Housing	50% of All units	8 units @	521 £ per dwelling	(2,084)
M4(3) Category 3 Housing	0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		8 units @	9 £ per dwelling	(72)
Contingency	1,239,489 @		5.0%	(61,974)
<b>Professional Fees</b>	1,239,489 @		10.0%	(123,949)
<b>Disposal Costs -</b>				
Marketing and Promotion	2,392,080 OMS @		1.50%	(35,881)
Residential Sales Agent Costs	2,392,080 OMS @		1.50%	(35,881)
Residential Sales Legal Costs	2,392,080 OMS @		0.50%	(11,960)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(67,901)
<b>Developers Profit -</b>				
Margin on AH	0		6.00% on AH values	-
Profit on GDV	2,392,080		20.00%	(478,416)
	1,709,463		27.99% on costs	(478,416)
	2,392,080		20.00% blended	(478,416)
<b>TOTAL COSTS</b>				<b>(2,187,879)</b>

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				204,201
SDLT	204,201	@	5.0% (slabbed)	290
Acquisition Agent fees	204,201	@	1.0%	(2,042)
Acquisition Legal fees	204,201	@	0.5%	(1,021)
Interest on Land	204,201	@	7.5%	(15,315)
Residual Land Value				<b>186,113</b>
<i>RLV analysis:</i>				
	23,264 £ per plot	511,810 £ per ha	207,127 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		22.0	dp net ha	
Site Area (Resi)		0.36	net ha	0.90 net acres
<i>Density analysis:</i>				
		2,060	sqm/ha	8,974 sqft/ac
Threshold Land Value	18,720 £ per plot	411,833	£ per net ha	166,667 £ per net acre
		90%	Gross to net	0.40 Gross hectares
				<b>149,758</b>

BALANCE				
Surplus/(Deficit)		99,976 £ per ha	40,460 £ per acre	36,355



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SENSITIVITY ANALYSIS		AH - % on site 0%							
	36,355	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	0	136,801	83,811	57,316	30,821	4,326	(22,170)	(48,665)	
	20	122,781	71,193	45,399	19,605	(6,189)	(31,984)	(57,778)	
	40	108,761	58,575	33,482	8,389	(16,704)	(41,797)	(66,891)	
	60	94,741	45,957	21,565	(2,827)	(27,219)	(51,611)	(76,004)	
	80	80,721	33,339	9,648	(14,043)	(37,734)	(61,425)	(85,116)	
	CIL Epsm 143.29	100	66,701	20,721	(2,269)	(25,259)	(48,249)	(71,239)	(94,279)
		120	52,681	8,103	(14,186)	(36,475)	(58,764)	(81,067)	(103,448)
		140	38,661	(4,515)	(26,103)	(47,691)	(69,279)	(90,940)	(112,616)
		160	24,641	(17,133)	(38,020)	(58,907)	(79,843)	(100,813)	(121,784)
		180	10,621	(29,751)	(49,937)	(70,156)	(90,421)	(110,686)	(130,952)
		200	(3,399)	(42,369)	(61,879)	(81,439)	(101,000)	(120,560)	(140,260)
		220	(17,418)	(55,013)	(73,868)	(92,723)	(111,578)	(130,433)	(150,921)
		240	(31,438)	(67,708)	(85,857)	(104,007)	(122,157)	(140,477)	(161,581)
		260	(45,513)	(80,402)	(97,846)	(115,291)	(132,735)	(151,957)	(172,242)
		280	(59,618)	(93,096)	(109,835)	(126,574)	(143,974)	(163,438)	(182,902)
	300	(73,723)	(105,790)	(121,824)	(137,858)	(156,275)	(174,919)	(193,563)	
	320	(87,827)	(118,485)	(133,813)	(150,751)	(168,575)	(186,399)	(204,223)	
	340	(101,932)	(131,179)	(146,868)	(163,872)	(180,876)	(197,880)	(214,884)	
	360	(116,037)	(144,624)	(160,808)	(176,992)	(193,176)	(209,360)	(225,544)	
	380	(130,141)	(159,385)	(174,749)	(190,113)	(205,477)	(220,841)	(236,205)	
400	(145,058)	(174,146)	(188,690)	(203,234)	(217,778)	(232,321)	(246,865)		
420	(161,459)	(188,907)	(202,630)	(216,354)	(230,078)	(243,802)	(257,526)		
440	(177,860)	(203,667)	(216,571)	(229,475)	(242,379)	(255,283)	(268,186)		
460	(194,260)	(218,428)	(230,512)	(242,596)	(254,679)	(266,763)	(278,891)		
480	(210,661)	(233,189)	(244,452)	(255,716)	(266,980)	(278,244)	(289,615)		
		AH - % on site 0%							
	36,355	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	-	47,584	4,638	(16,835)	(38,308)	(59,780)	(81,268)	(102,827)	
	1,500	36,355	(6,591)	(28,063)	(49,536)	(71,009)	(92,564)	(114,124)	
	3,000	25,126	(17,819)	(39,292)	(60,765)	(82,301)	(103,860)	(125,420)	
	4,500	13,898	(29,048)	(50,520)	(72,037)	(93,597)	(115,157)	(136,717)	
	6,000	2,669	(40,276)	(61,774)	(83,334)	(104,893)	(126,453)	(149,438)	
	Site Specific S106 1,500	7,500	(8,559)	(51,510)	(73,070)	(94,630)	(116,190)	(137,750)	(162,574)
		9,000	(19,788)	(62,807)	(84,367)	(105,926)	(127,486)	(150,639)	(175,709)
		10,500	(31,016)	(74,103)	(95,663)	(117,223)	(138,783)	(163,775)	(188,844)
		12,000	(42,280)	(85,400)	(106,959)	(128,519)	(151,841)	(176,910)	(201,980)
		13,500	(53,576)	(96,696)	(118,256)	(139,906)	(164,976)	(190,046)	(215,115)
		15,000	(64,873)	(107,992)	(129,552)	(153,042)	(178,111)	(203,181)	(228,250)
		16,500	(76,169)	(119,289)	(141,108)	(166,177)	(191,247)	(216,316)	(241,386)
		18,000	(87,466)	(130,585)	(154,243)	(179,313)	(204,382)	(229,452)	(254,521)
		19,500	(98,762)	(142,309)	(167,378)	(192,448)	(217,517)	(242,587)	(267,656)
		21,000	(110,058)	(155,444)	(180,514)	(205,583)	(230,653)	(255,722)	(280,847)
	22,500	(121,355)	(168,580)	(193,649)	(218,719)	(243,788)	(268,858)	(294,062)	
	24,000	(132,651)	(181,715)	(206,784)	(231,854)	(256,923)	(282,015)	(307,277)	
	25,500	(144,711)	(194,850)	(219,920)	(244,989)	(270,059)	(295,230)	(320,491)	
	27,000	(157,847)	(207,986)	(233,055)	(258,125)	(283,194)	(308,445)	(333,706)	
	28,500	(170,982)	(221,121)	(246,190)	(271,260)	(296,398)	(321,659)	(346,921)	
30,000	(184,117)	(234,256)	(259,326)	(284,395)	(309,612)	(334,874)	(360,136)		

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Scheme Ref: **H**  
 Title: **8 No. Units**  
 Notes: **Brownfield allocation**  
**Enhanced S106 costs**

	Balance (RLV - TLV)	AH - % on site 0%							
		36,355	0%	10%	15%	20%	25%	30%	35%
	50,000	141,185	98,240	76,767	55,294	33,821	12,266	(9,293)	
	75,000	118,722	75,776	54,303	32,831	11,358	(10,197)	(31,757)	
TLV (per net acre)	100,000	96,258	53,312	31,840	10,367	(11,106)	(32,661)	(54,221)	
166,667	125,000	73,794	30,849	9,376	(12,097)	(33,570)	(55,125)	(76,684)	
	150,000	51,331	8,385	(13,088)	(34,560)	(56,033)	(77,588)	(99,148)	
	175,000	28,867	(14,078)	(35,551)	(57,024)	(78,497)	(100,052)	(121,612)	
	200,000	6,403	(36,542)	(58,015)	(79,488)	(100,960)	(122,515)	(144,075)	
	225,000	(16,060)	(59,006)	(80,478)	(101,951)	(123,424)	(144,979)	(166,539)	
	250,000	(38,524)	(81,469)	(102,942)	(124,415)	(145,888)	(167,443)	(189,003)	
	275,000	(60,987)	(103,933)	(125,406)	(146,879)	(168,351)	(189,906)	(211,466)	

	Balance (RLV - TLV)	AH - % on site 0%							
		36,355	0%	10%	15%	20%	25%	30%	35%
	5	(934,587)	(985,110)	(1,010,372)	(1,035,633)	(1,367,939)	(1,733,118)	(2,098,296)	
	10	(291,712)	(337,414)	(362,483)	(387,553)	(412,622)	(437,692)	(462,831)	
Density (dph)	15	(91,050)	(134,077)	(155,637)	(177,197)	(198,757)	(222,135)	(242,205)	
22	20	9,054	(33,892)	(55,364)	(76,837)	(98,300)	(119,939)	(141,499)	
	25	69,116	26,171	4,698	(16,775)	(38,248)	(59,720)	(81,273)	
	30	109,158	66,212	44,739	23,267	1,794	(19,679)	(41,152)	
	35	137,759	94,813	73,341	51,868	30,395	8,922	(12,551)	
	40	159,210	116,264	94,791	73,319	51,846	30,373	8,900	
	45	175,894	132,948	111,475	90,003	68,530	47,057	25,584	
	50	189,241	146,295	124,822	103,350	81,877	60,404	38,931	
	55	200,161	157,216	135,743	114,270	92,797	71,325	49,852	

	Balance (RLV - TLV)	AH - % on site 0%							
		36,355	0%	10%	15%	20%	25%	30%	35%
	95%	88,159	44,428	22,563	697	(21,168)	(43,034)	(64,899)	
	100%	36,355	(6,591)	(28,063)	(49,536)	(71,009)	(92,564)	(114,124)	
Build rate (£psm)	105%	(15,449)	(57,652)	(78,817)	(99,981)	(121,146)	(142,808)	(167,418)	
	110%	(67,439)	(108,979)	(129,748)	(152,351)	(176,502)	(200,653)	(224,804)	
	115%	(119,556)	(163,732)	(187,424)	(211,115)	(234,807)	(258,498)	(282,254)	
	120%	(176,950)	(223,415)	(246,647)	(269,879)	(293,160)	(316,573)	(339,986)	
	125%	(237,552)	(283,097)	(305,915)	(328,866)	(351,817)	(374,768)	(397,719)	
	130%	(298,153)	(343,007)	(365,496)	(387,985)	(410,474)	(432,963)	(455,452)	

	Balance (RLV - TLV)	AH - % on site 0%							
		36,355	0%	10%	15%	20%	25%	30%	35%
	75%	(401,047)	(404,688)	(406,508)	(408,329)	(410,150)	(470,168)	(598,809)	
	80%	(307,282)	(320,300)	(326,809)	(333,317)	(339,826)	(346,335)	(352,843)	
Changes in sales values (£)	85%	(213,988)	(236,183)	(247,280)	(258,377)	(269,502)	(280,699)	(291,896)	
	90%	(123,419)	(152,350)	(168,105)	(183,859)	(199,614)	(215,369)	(231,124)	
	95%	(43,312)	(78,421)	(95,975)	(113,530)	(131,084)	(150,166)	(170,578)	
	100%	36,355	(6,591)	(28,063)	(49,536)	(71,009)	(92,564)	(114,124)	
	105%	116,011	65,100	39,645	14,189	(11,267)	(36,722)	(62,178)	
	110%	195,668	136,791	107,352	77,914	48,476	19,037	(10,401)	
	115%	275,321	208,482	175,060	141,639	108,218	74,797	41,375	
	120%	354,606	279,965	242,644	205,324	167,960	130,556	93,152	
	125%	433,892	351,322	310,037	268,752	227,467	186,182	144,897	

	Balance (RLV - TLV)	Site Specific S106							
		36,355	-	1,500	3,000	4,500	6,000	7,500	9,000
	0	148,029	136,801	125,572	114,344	103,115	91,887	80,658	
	20	134,009	122,781	111,552	100,324	89,095	77,867	66,638	
	40	119,990	108,761	97,532	86,304	75,075	63,847	52,618	
	60	105,970	94,741	83,513	72,284	61,055	49,827	38,598	
	80	91,950	80,721	69,493	58,264	47,036	35,807	24,578	
CIL £psm	100	77,930	66,701	55,473	44,244	33,016	21,787	10,559	
143.29	120	63,910	52,681	41,453	30,224	18,996	7,767	(3,461)	
	140	49,890	38,661	27,433	16,204	4,976	(6,253)	(17,481)	
	160	35,870	24,641	13,413	2,184	(9,044)	(20,273)	(31,501)	
	180	21,850	10,621	(607)	(11,836)	(23,064)	(34,293)	(45,576)	
	200	7,830	(3,399)	(14,627)	(25,856)	(37,088)	(48,385)	(59,681)	
	220	(6,190)	(17,418)	(28,647)	(39,897)	(51,193)	(62,489)	(73,786)	
	240	(20,210)	(31,438)	(42,705)	(54,001)	(65,298)	(76,594)	(87,890)	
	260	(34,230)	(45,513)	(56,810)	(68,106)	(79,402)	(90,699)	(101,995)	
	280	(48,251)	(59,618)	(70,914)	(82,211)	(93,507)	(104,803)	(116,100)	
	300	(62,272)	(73,723)	(85,019)	(96,315)	(107,612)	(118,908)	(130,205)	
	320	(76,293)	(87,827)	(99,124)	(110,420)	(121,716)	(133,013)	(144,312)	
	340	(90,314)	(101,932)	(113,228)	(124,525)	(135,821)	(147,117)	(158,414)	
	360	(104,335)	(116,037)	(127,333)	(138,629)	(151,663)	(162,958)	(174,303)	
	380	(118,356)	(130,141)	(141,793)	(154,928)	(168,063)	(181,199)	(194,334)	
	400	(132,377)	(145,058)	(158,193)	(171,329)	(184,464)	(197,599)	(210,735)	

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Scheme Ref: **H**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Brownfield allocation**  
**Enhanced S106 costs**

ASSUMPTIONS - RESIDENTIAL USES																			
Total number of units in scheme				8 Units															
AH Policy requirement (% Target)				35%															
AH tenure split %		Affordable Rent:		53.0%															
		Shared ownership		25.0%															
		Intermediate		21.6%															
Open Market Sale (OMS) housing				65%															
				100%															
CIL Rate (£ psm)				143.29		£ psm													
<b>Unit mix -</b>		<b>Mkt Units mix%</b>		<b>MV # units</b>		<b>AH mix%</b>		<b>AH # units</b>		<b>Overall mix%</b>		<b>Total # units</b>							
1 bed House		3.3%		0.2		0.0%		0.0		2%		0.2							
2 bed House		20.9%		1.1		0.0%		0.0		14%		1.1							
3 bed House		40.8%		2.1		23.5%		0.7		35%		2.8							
4 bed House		35.0%		1.8		2.8%		0.1		24%		1.9							
5 bed House		0.0%		0.0		0.0%		0.0		0%		0.0							
1 bed Flat		0.0%		0.0		16.4%		0.5		6%		0.5							
2 bed Flat		0.0%		0.0		57.4%		1.6		20%		1.6							
Total number of units		100.0%		5.2		100.0%		2.8		100%		8.0							
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>		<b>(sqm)</b>		<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		<b>(sqm)</b>		<b>(sqft)</b>					
1 bed House		58.0		624						58.0		624							
2 bed House		79.0		850						79.0		850							
3 bed House		90.0		969						90.0		969							
4 bed House		110.0		1,184						110.0		1,184							
5 bed House		0.0		0						0.0		0							
1 bed Flat		50.0		538				85.0%		58.8		633							
2 bed Flat		61.0		657				85.0%		71.8		772							
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>		<b>(sqm)</b>		<b>(sqft)</b>		<b>Net to Gross %</b>		<b>Gross (GIA) per unit</b>		<b>(sqm)</b>		<b>(sqft)</b>					
1 bed House		50.0		538						50.0		538							
2 bed House		70.0		753						70.0		753							
3 bed House		84.0		904						84.0		904							
4 bed House		97.0		1,044						97.0		1,044							
5 bed House		0.0		0						0.0		0							
1 bed Flat		50.0		538				85.0%		58.8		633							
2 bed Flat		61.0		657				85.0%		71.8		772							
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA</b>		<b>(sqm)</b>		<b>(sqft)</b>		<b>AH units GIA</b>		<b>(sqm)</b>		<b>(sqft)</b>		<b>Total GIA (all units)</b>		<b>(sqm)</b>		<b>(sqft)</b>	
1 bed House		10		107				0		0		10		107					
2 bed House		86		924				0		0		86		924					
3 bed House		191		2,055				55		595		246		2,651					
4 bed House		200		2,155				7		80		208		2,235					
5 bed House		0		0				0		0		0		0					
1 bed Flat		0		0				27		290		27		290					
2 bed Flat		0		0				115		1,242		115		1,242					
		487		5,242				205		2,208		692		7,449					
<i>AH % by floor area:</i>								<i>29.63% AH % by floor area due to mix</i>											
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>		<b>£psm</b>		<b>£pof</b>								<b>total MV £ (no AH)</b>					
1 bed House		180,000		3,103		288								30,888					
2 bed House		250,000		3,165		294								271,700					
3 bed House		290,000		3,222		299								806,165					
4 bed House		350,000		3,182		296								663,950					
5 bed House		0		#DIV/0!		#DIV/0!								0					
1 bed Flat		160,000		3,200		297								73,382					
2 bed Flat		190,000		3,115		289								305,368					
														2,151,454					
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>		<b>£psm</b>		<b>% of MV Shared ownership</b>		<b>£psm</b>		<b>% of MV</b>		<b>Intermediate</b>		<b>£psm</b>		<b>% of MV</b>			
1 bed House		90,000		1,800		50%		126,000		70%		144,000		2,880		80%			
2 bed House		125,000		1,786		50%		175,000		70%		200,000		2,857		80%			
3 bed House		145,000		1,726		50%		203,000		70%		232,000		2,762		80%			
4 bed House		175,000		1,804		50%		245,000		70%		250,000		2,577		71%			
5 bed House		0		#DIV/0!		50%		0		70%		0		#DIV/0!		71%			
1 bed Flat		80,000		1,600		50%		112,000		70%		128,000		2,560		80%			
2 bed Flat		95,000		1,557		50%		133,000		70%		152,000		2,492		80%			

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Scheme Ref: H  
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 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.2	@	180,000	30,888
2 bed House	1.1	@	250,000	271,700
3 bed House	2.1	@	290,000	615,264
4 bed House	1.8	@	350,000	637,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	5.2			1,554,852
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	0.3	@	145,000	50,589
4 bed House	0.0	@	175,000	7,142
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	80,000	19,446
2 bed Flat	0.9	@	95,000	80,923
	1.5			158,099
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.2	@	203,000	33,461
4 bed House	0.0	@	245,000	4,724
5 bed House	0.0	@	0	-
1 bed Flat	0.1	@	112,000	12,862
2 bed Flat	0.4	@	133,000	53,525
	0.7			104,572
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.1	@	232,000	32,988
5 bed House	0.0	@	250,000	4,158
1 bed Flat	0.0	@	0	-
2 bed Flat	0.1	@	128,000	12,680
0.00%	0.3	@	152,000	52,768
	0.6			102,594
<b>Sub-total GDV Residential</b>				
	<b>8.0</b>			<b>1,920,118</b>
<i>AH on-site cost analysis:</i>				
	334 £ psm (total GIA sqm)		EMV less £GDV	231,336
			28,917 £ per unit (total units)	
<b>Grant</b>				
	8	@	0	-
<b>Total GDV</b>				
				<b>1,920,118</b>

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**Scheme Ref:** H  
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DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
CIL	487 sqm		143.29 £ psm	(69,776)
	CIL analysis:	3.63% % of GDV	8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8 units @	1,500 per unit	(12,000)
	S106 analysis:	0.62% % of GDV	1,500 £ per unit (total units)	(12,000)
AH Commuted Sum	692 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	1.65 acres @		110,000 £ per acre (if brownfield)	(181,207)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling		(20,456)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(8,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(975)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(31,515)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(28,000)
	Enhanced S106	8,600		(68,800)
	total	1.65 acres @	0 per acre	(157,746)
	Infra. Costs analysis:	8.22% % of GDV	19,718 £ per unit (total units)	
1 bed House	10 sqm @		1,155 psm	(11,495)
2 bed House	86 sqm @		1,155 psm	(99,165)
3 bed House	246 sqm @		1,155 psm	(284,407)
4 bed House	208 sqm @		1,155 psm	(239,858)
5 bed House	- sqm @		1,155 psm	-
1 bed Flat	27 sqm @		1,296 psm	(34,965)
2 bed Flat	692 115 sqm @		1,296 psm	(149,481)
External works	819,370 @		15.0% 15,363 £per unit	(122,906)
M4(2) Category 2 Housing	50% of All units	8 units @	521 £ per dwelling	(2,084)
M4(3) Category 3 Housing	0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		8 units @	9 £ per dwelling	(72)
Contingency	1,283,385 @		5.0%	(64,169)
<b>Professional Fees</b>	1,283,385 @		10.0%	(128,338)
<b>Disposal Costs -</b>				
Marketing and Promotion	1,554,852 OMS @		1.50%	(23,323)
Residential Sales Agent Costs	1,554,852 OMS @		1.50%	(23,323)
Residential Sales Legal Costs	1,554,852 OMS @		0.50%	(7,774)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(59,147)
<b>Developers Profit -</b>				
Margin on AH	262,672		6.00% on AH values	(15,760)
Profit on GDV	1,554,852		20.00%	(310,970)
	1,684,314		18.46% on costs	(310,970)
	1,817,524		17.98% blended	(326,731)
<b>TOTAL COSTS</b>				<b>(2,011,045)</b>

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Scheme Ref: H  
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 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(90,928)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.5%	-
Residual Land Value				(80,428)
<i>RLV analysis:</i>				
	(10,053) £ per plot	(120,641) £ per ha	(48,823) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		12.0	dp net ha	
Site Area (Resi)		0.67	net ha	1.65 net acres
<i>Density analysis:</i>				
		1,038	sqm/ha	4,522 sqft/ac
Threshold Land Value	34,319 £ per plot	411,833	£ per net ha	166,667 £ per net acre
		90%	Gross to net	0.74 Gross hectares
				274,556

BALANCE			
Surplus/(Deficit)		(532,475) £ per ha	(215,490) £ per acre
			(354,983)

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SENSITIVITY ANALYSIS		AH - % on site 35%								
		0%	10%	15%	20%	25%	30%	35%		
Balance (RLV - TLV)	(354,983)									
	0	(90,708)	(143,698)	(170,193)	(196,731)	(223,344)	(249,956)	(278,606)		
	20	(104,728)	(156,316)	(182,110)	(208,015)	(233,922)	(259,830)	(289,266)		
	40	(118,748)	(168,934)	(194,097)	(219,299)	(244,501)	(270,622)	(299,927)		
	60	(132,768)	(181,589)	(206,086)	(230,583)	(255,079)	(282,103)	(310,587)		
	80	(146,788)	(194,283)	(218,075)	(241,866)	(265,919)	(293,583)	(321,248)		
	100	(160,807)	(206,978)	(230,064)	(253,150)	(278,219)	(305,064)	(331,908)		
	CIL Epsm 143.29	120	(174,910)	(219,672)	(242,053)	(264,496)	(290,520)	(316,544)	(342,569)	
		140	(189,015)	(232,366)	(254,042)	(277,616)	(302,821)	(328,025)	(353,229)	
		160	(203,119)	(245,060)	(266,352)	(290,737)	(315,121)	(339,506)	(363,890)	
		180	(217,224)	(257,755)	(280,293)	(303,857)	(327,422)	(350,986)	(374,551)	
		200	(231,329)	(271,490)	(294,234)	(316,978)	(339,722)	(362,467)	(385,211)	
		220	(245,433)	(286,250)	(308,175)	(330,099)	(352,023)	(373,947)	(395,872)	
		240	(259,538)	(301,011)	(322,115)	(343,219)	(364,324)	(385,428)	(406,593)	
		260	(273,643)	(315,772)	(336,056)	(356,340)	(376,624)	(396,908)	(417,318)	
		280	(287,748)	(330,532)	(349,997)	(369,461)	(388,925)	(408,421)	(428,043)	
		300	(301,853)	(345,293)	(363,937)	(382,581)	(401,225)	(419,971)	(438,768)	
		320	(315,958)	(360,054)	(377,878)	(395,702)	(413,548)	(431,521)	(449,493)	
		340	(330,063)	(374,815)	(391,819)	(408,823)	(425,923)	(443,071)	(460,218)	
		360	(344,168)	(389,575)	(405,759)	(421,976)	(438,298)	(454,621)	(470,943)	
		380	(358,273)	(404,336)	(419,700)	(435,176)	(450,673)	(466,170)	(481,668)	
400		(372,378)	(419,097)	(433,703)	(448,376)	(463,048)	(477,720)	(492,393)		
420		(386,483)	(433,858)	(447,728)	(461,576)	(475,423)	(489,270)	(503,118)		
440		(400,588)	(448,619)	(461,753)	(474,775)	(487,798)	(500,820)	(513,843)		
460		(414,693)	(463,380)	(475,778)	(487,975)	(500,173)	(512,370)	(524,568)		
480		(428,798)	(478,141)	(489,803)	(501,175)	(512,548)	(523,920)	(535,293)		
Balance (RLV - TLV)	(354,983)									
	-	(180,038)	(223,158)	(244,718)	(266,639)	(291,709)	(316,778)	(341,848)		
	1,500	(191,335)	(234,454)	(256,014)	(279,775)	(304,844)	(329,914)	(354,983)		
	3,000	(202,631)	(245,751)	(267,840)	(292,910)	(317,979)	(343,049)	(368,118)		
	4,500	(213,928)	(257,047)	(280,976)	(306,045)	(331,115)	(356,184)	(381,254)		
	6,000	(225,224)	(269,042)	(294,111)	(319,181)	(344,250)	(369,320)	(394,389)		
	7,500	(236,520)	(282,177)	(307,246)	(332,316)	(357,385)	(382,455)	(407,524)		
	9,000	(247,817)	(295,312)	(320,382)	(345,451)	(370,521)	(395,590)	(420,660)		
	10,500	(259,113)	(308,448)	(333,517)	(358,587)	(383,656)	(408,725)	(433,795)		
	12,000	(270,410)	(321,583)	(346,653)	(371,722)	(396,792)	(421,874)	(446,930)		
	13,500	(281,706)	(334,718)	(359,788)	(384,857)	(409,927)	(435,189)	(460,065)		
	15,000	(293,003)	(347,854)	(372,923)	(397,993)	(423,142)	(448,404)	(473,200)		
	16,500	(304,300)	(360,989)	(386,059)	(411,128)	(436,357)	(461,618)	(486,335)		
	18,000	(315,597)	(374,124)	(399,194)	(424,310)	(449,572)	(474,833)	(500,470)		
	19,500	(326,894)	(387,260)	(412,329)	(437,525)	(462,786)	(488,048)	(513,605)		
	21,000	(338,191)	(400,395)	(425,478)	(450,739)	(476,001)	(501,263)	(526,740)		
	22,500	(349,488)	(413,530)	(438,627)	(463,954)	(489,216)	(514,477)	(539,875)		
	24,000	(360,785)	(426,666)	(451,772)	(477,169)	(502,431)	(527,692)	(553,010)		
	25,500	(372,082)	(439,801)	(464,921)	(490,384)	(515,645)	(540,907)	(566,145)		
	27,000	(383,379)	(452,937)	(478,070)	(503,598)	(528,860)	(554,122)	(579,280)		
	28,500	(394,676)	(466,072)	(491,219)	(516,813)	(542,075)	(567,337)	(592,415)		
30,000	(405,973)	(479,208)	(504,368)	(530,028)	(555,290)	(580,551)	(714,650)			

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Scheme Ref: **H**  
 Title: **8 No. Units (with AFH)**  
 Notes: **Brownfield allocation**  
**Enhanced S106 costs**

		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)		(354,983)						
	50,000	854	(42,265)	(63,825)	(87,586)	(112,655)	(137,725)	(162,794)
	75,000	(40,329)	(83,449)	(105,009)	(128,769)	(153,839)	(178,908)	(203,978)
	100,000	(81,512)	(124,632)	(146,192)	(169,952)	(195,022)	(220,091)	(245,161)
	125,000	(122,696)	(165,815)	(187,375)	(211,136)	(236,205)	(261,275)	(286,344)
	150,000	(163,879)	(206,999)	(228,559)	(252,319)	(277,389)	(302,458)	(327,528)
	175,000	(205,062)	(248,182)	(269,742)	(293,502)	(318,572)	(343,641)	(368,711)
	200,000	(246,246)	(289,365)	(310,925)	(334,686)	(359,755)	(384,825)	(409,894)
	225,000	(287,429)	(330,549)	(352,109)	(375,869)	(400,939)	(426,008)	(451,078)
	250,000	(328,612)	(371,732)	(393,292)	(417,052)	(442,122)	(467,191)	(492,261)
275,000	(369,796)	(412,915)	(434,475)	(458,236)	(483,305)	(508,375)	(533,444)	
		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	5	(934,587)	(985,110)	(1,010,372)	(1,035,633)	(1,367,939)	(1,733,118)	(2,098,296)
	10	(291,712)	(337,414)	(362,483)	(387,553)	(412,622)	(437,692)	(462,831)
	15	(91,050)	(134,077)	(155,637)	(177,197)	(198,757)	(222,135)	(245,205)
	20	9,054	(33,892)	(55,364)	(76,837)	(98,308)	(119,939)	(141,499)
	25	69,116	26,171	4,698	(16,775)	(38,248)	(59,720)	(81,273)
	30	109,158	66,212	44,739	23,267	1,794	(19,679)	(41,152)
	35	137,759	94,813	73,341	51,868	30,395	8,922	(12,551)
	40	159,210	116,264	94,791	73,319	51,846	30,373	8,900
	45	175,894	132,948	111,475	90,003	68,530	47,057	25,584
	50	189,241	146,295	124,822	103,350	81,877	60,404	38,931
55	200,161	157,216	135,743	114,270	92,797	71,325	49,852	
		AH - % on site 35%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	95%	(139,350)	(183,127)	(205,082)	(227,037)	(248,992)	(272,068)	(297,597)
	100%	(191,335)	(234,454)	(256,014)	(279,775)	(304,844)	(329,914)	(354,983)
	105%	(243,452)	(289,318)	(313,928)	(338,538)	(363,149)	(387,759)	(412,465)
	110%	(300,899)	(349,001)	(373,151)	(397,302)	(421,523)	(445,861)	(470,198)
	115%	(361,300)	(408,683)	(432,429)	(456,305)	(480,180)	(504,056)	(527,931)
	120%	(421,901)	(468,597)	(492,011)	(515,424)	(538,837)	(562,250)	(585,664)
	125%	(482,738)	(528,641)	(551,592)	(574,543)	(597,494)	(620,445)	(643,446)
	130%	(543,706)	(588,684)	(611,173)	(633,662)	(656,153)	(678,644)	(701,135)
		AH - % on site 0%						
		0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	75%	(819,516)	(1,076,798)	(1,205,439)	(1,334,080)	(1,462,721)	(1,591,362)	(1,720,004)
	80%	(552,960)	(565,977)	(572,486)	(578,995)	(585,504)	(592,013)	(598,522)
	85%	(459,195)	(481,589)	(492,786)	(503,983)	(515,180)	(526,377)	(537,574)
	90%	(365,791)	(397,301)	(413,086)	(428,971)	(444,856)	(460,741)	(476,627)
	95%	(272,644)	(313,468)	(333,880)	(354,292)	(374,705)	(395,117)	(415,530)
	100%	(191,335)	(234,454)	(256,014)	(279,775)	(304,844)	(329,914)	(354,983)
	105%	(111,497)	(162,409)	(187,923)	(213,438)	(239,054)	(264,710)	(290,437)
	110%	(31,841)	(90,718)	(120,156)	(149,595)	(179,033)	(208,471)	(237,910)
	115%	47,815	(19,027)	(52,448)	(85,870)	(119,291)	(152,712)	(186,133)
	120%	127,472	52,664	15,260	(22,145)	(59,549)	(96,953)	(134,357)
	125%	207,001	124,354	82,967	41,581	194	(41,193)	(82,580)
			Site Specific S106					
			£1,500					
Balance (RLV - TLV)	0	(265,470)	(278,606)	(291,741)	(304,877)	(318,012)	(331,147)	(344,283)
	20	(276,131)	(289,266)	(302,402)	(315,537)	(328,672)	(341,808)	(354,943)
	40	(286,791)	(299,927)	(313,062)	(326,198)	(339,333)	(352,468)	(365,604)
	60	(297,452)	(310,587)	(323,723)	(336,858)	(349,993)	(363,129)	(376,264)
	80	(308,113)	(321,248)	(334,383)	(347,519)	(360,654)	(373,789)	(386,925)
	100	(318,773)	(331,908)	(345,044)	(358,179)	(371,314)	(384,450)	(397,592)
	120	(329,434)	(342,569)	(355,704)	(368,840)	(381,975)	(395,110)	(408,317)
	143	(341,848)	(354,983)	(368,118)	(381,254)	(394,389)	(407,524)	(420,659)
	160	(350,755)	(363,890)	(377,025)	(390,161)	(403,326)	(416,461)	(429,596)
	180	(361,415)	(374,551)	(387,686)	(400,848)	(414,063)	(427,277)	(440,492)
	200	(372,076)	(385,211)	(398,358)	(411,573)	(424,787)	(438,002)	(451,217)
	220	(382,736)	(395,872)	(409,083)	(422,298)	(435,512)	(448,727)	(464,942)
	240	(393,397)	(406,533)	(419,808)	(433,023)	(446,237)	(459,452)	(477,667)
	260	(404,103)	(417,318)	(430,533)	(443,748)	(456,962)	(470,177)	(488,392)
	280	(414,828)	(428,043)	(441,258)	(454,473)	(467,687)	(480,902)	(499,117)
	300	(425,553)	(438,768)	(451,983)	(465,198)	(478,412)	(491,627)	(507,842)
	320	(436,278)	(449,493)	(462,708)	(475,923)	(489,137)	(502,352)	(516,567)
340	(447,003)	(460,218)	(473,433)	(486,647)	(499,862)	(513,077)	(525,292)	
360	(457,728)	(470,943)	(484,158)	(497,372)	(510,587)	(523,802)	(534,017)	
380	(468,453)	(481,668)	(494,883)	(508,097)	(521,312)	(534,527)	(544,742)	
400	(479,178)	(492,393)	(505,608)	(518,822)	(532,037)	(545,252)	(555,467)	



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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		15 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.3	0.0%	0.0	2%	0.3			
2 bed House	20.9%	2.0	0.0%	0.0	14%	2.0			
3 bed House	40.8%	4.0	23.5%	1.2	35%	5.2			
4 bed House	35.0%	3.4	2.8%	0.1	24%	3.6			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	0.9	6%	0.9			
2 bed Flat	0.0%	0.0	57.4%	3.0	20%	3.0			
Total number of units	100.0%	9.8	100.0%	5.3	100%	15.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	58.0	624			58.0	624			
2 bed House	79.0	850			79.0	850			
3 bed House	90.0	969			90.0	969			
4 bed House	110.0	1,184			110.0	1,184			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)			
1 bed House	50.0	538			50.0	538			
2 bed House	70.0	753			70.0	753			
3 bed House	84.0	904			84.0	904			
4 bed House	97.0	1,044			97.0	1,044			
5 bed House	0.0	0			0.0	0			
1 bed Flat	50.0	538	85.0%		58.8	633			
2 bed Flat	61.0	657	85.0%		71.8	772			
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	19	201	0	0	19	201			
2 bed House	161	1,733	0	0	161	1,733			
3 bed House	358	3,854	104	1,116	462	4,970			
4 bed House	375	4,041	14	151	389	4,191			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	51	544	51	544			
2 bed Flat	0	0	216	2,328	216	2,328			
	913	9,828	385	4,139	1,298	13,967			
AH % by floor area:		29.63% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	57,915					
2 bed House	250,000	3,165	294	509,438					
3 bed House	290,000	3,222	299	1,511,560					
4 bed House	350,000	3,182	296	1,244,906					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	137,592					
2 bed Flat	190,000	3,115	289	572,565					
				4,033,976					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.3	@	180,000	57,915
2 bed House	2.0	@	250,000	509,438
3 bed House	4.0	@	290,000	1,153,620
4 bed House	3.4	@	350,000	1,194,375
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	9.8			2,915,348
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	0.7	@	145,000	94,854
4 bed House	0.1	@	175,000	13,391
5 bed House	0.0	@	0	-
1 bed Flat	0.5	@	80,000	36,462
2 bed Flat	1.6	@	95,000	151,730
	2.8			296,436
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.3	@	203,000	62,740
4 bed House	0.0	@	245,000	8,857
5 bed House	0.0	@	0	-
1 bed Flat	0.2	@	112,000	24,117
2 bed Flat	0.8	@	133,000	100,359
	1.3			196,073
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.3	@	232,000	61,852
5 bed House	0.0	@	250,000	7,796
1 bed Flat	0.0	@	0	-
2 bed Flat	0.2	@	128,000	23,776
0.00%	0.7	@	152,000	98,939
	1.1			192,363
<b>Sub-total GDV Residential</b>	<b>15.0</b>			<b>3,600,220</b>
<i>AH on-site cost analysis:</i>				
	334	£ psm (total GIA sqm)		£MV less EGDV 433,755
				28,917 £ per unit (total units)
<b>Grant</b>	15	@	0	-
<b>Total GDV</b>				<b>3,600,220</b>

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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(5,775)
CIL		913 sqm		143.29 £ psm	(130,829)
	CIL analysis:	3.63% of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	15 units @		1,500 per unit	(22,500)
	S106 analysis:	0.62% of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		1,298 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.77 acres @		110,000 £ per acre (if brownfield)	(194,150)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(38,355)
	Policy LP32 - Electric charging point	1,000 per dwelling			(15,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(1,828)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(33,766)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(52,500)
	Enhanced S106	8,600			(129,000)
	total	1.77 acres @		0 per acre	(270,449)
	Infra. Costs analysis:	7.51% of GDV		18,030 £ per unit (total units)	
1 bed House		19 sqm @		1,155 psm	(21,554)
2 bed House		161 sqm @		1,155 psm	(185,934)
3 bed House		462 sqm @		1,155 psm	(533,262)
4 bed House		389 sqm @		1,155 psm	(449,733)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		51 sqm @		1,298 psm	(65,559)
2 bed Flat	1,298	216 sqm @		1,298 psm	(280,277)
External works		1,536,319 @		15.0% 15,363 £ per unit	(230,448)
M4(2) Category 2 Housing		50% of All units	15 units @	521 £ per dwelling	(3,908)
M4(3) Category 3 Housing		0% of All units	15 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			15 units @	9 £ per dwelling	(135)
Contingency		2,235,409 @		5.0%	(111,770)
Professional Fees		2,235,409 @		10.0%	(223,541)
<b>Disposal Costs -</b>					
Marketing and Promotion		2,915,348 OMS @		1.50%	(43,730)
Residential Sales Agent Costs		2,915,348 OMS @		1.50%	(43,730)
Residential Sales Legal Costs		2,915,348 OMS @		0.50%	(14,577)
Interest (on Development Costs) -		7.50% APR		0.604% pcm	(118,883)
<b>Developers Profit -</b>					
Margin on AH		492,510		6.00% on AH values	(29,551)
Profit on GDV		2,915,348		20.00%	(583,070)
		2,970,745		19.63% on costs	(583,070)
		3,407,857		17.98% blended	(612,620)
<b>TOTAL COSTS</b>					<b>(3,583,365)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				16,856
SDLT	16,856 @	5.0% (slabbed)		9,657
Acquisition Agent fees	16,856 @	1.0%		(169)
Acquisition Legal fees	16,856 @	0.5%		(84)
Interest on Land	16,856 @	7.5%		(1,264)
Residual Land Value				<b>24,996</b>
<i>RLV analysis:</i>	1,666 £ per plot	34,994 £ per ha	14,162 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	21.0 dp net ha			
Site Area (Resi)	0.71 net ha	1.77 net acres		
<i>Density analysis:</i>	1,817 sqm/ha	7,913 sqft/ac		
Threshold Land Value	19,611 £ per plot	411,833 £ per net ha	166,667 £ per net acre	<b>294,167</b>
	90%	Gross to net	0.79 Gross hectares	

BALANCE			
Surplus/(Deficit)	(376,839) £ per ha	(152,505) £ per acre	(269,171)

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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	(269,171)	0%	10%	15%	20%	25%	30%	35%
	0	202,859	104,340	55,081	5,822	(43,437)	(92,810)	(142,245)
	20	175,767	79,958	32,053	(15,851)	(63,816)	(111,888)	(159,961)
	40	148,676	55,575	9,025	(37,548)	(84,257)	(130,967)	(177,677)
	60	121,584	31,193	(14,005)	(59,352)	(104,699)	(150,046)	(195,393)
	80	94,492	6,811	(37,172)	(81,156)	(125,140)	(169,124)	(213,109)
CIL Epsm	100	67,401	(17,718)	(60,339)	(102,961)	(145,582)	(188,203)	(230,825)
143.29	120	40,269	(42,248)	(83,506)	(124,765)	(166,023)	(207,282)	(248,540)
	140	13,014	(66,778)	(106,674)	(146,569)	(186,465)	(226,361)	(266,256)
	160	(14,242)	(91,308)	(129,841)	(168,374)	(206,907)	(245,439)	(284,097)
	180	(41,497)	(115,837)	(153,008)	(190,178)	(227,348)	(264,518)	(304,822)
	200	(68,752)	(140,367)	(176,175)	(211,982)	(247,790)	(283,703)	(325,546)
	220	(96,008)	(164,897)	(199,342)	(233,786)	(268,278)	(306,022)	(346,271)
	240	(123,263)	(189,427)	(222,509)	(255,600)	(289,686)	(328,341)	(366,995)
	260	(150,518)	(213,957)	(245,676)	(277,536)	(313,598)	(350,659)	(387,720)
	280	(177,774)	(238,486)	(268,971)	(302,045)	(337,511)	(372,978)	(408,444)
	300	(205,029)	(263,147)	(293,679)	(327,552)	(361,424)	(395,297)	(429,169)
	320	(232,307)	(288,502)	(320,781)	(353,059)	(385,337)	(417,615)	(449,893)
	340	(259,727)	(317,198)	(347,882)	(378,566)	(409,250)	(439,934)	(470,618)
	360	(287,714)	(345,893)	(374,983)	(404,073)	(433,163)	(462,253)	(491,412)
	380	(319,598)	(374,589)	(402,084)	(429,580)	(457,076)	(484,571)	(512,262)
	400	(351,481)	(403,284)	(429,186)	(455,087)	(480,989)	(507,002)	(533,112)
	420	(383,365)	(431,980)	(456,287)	(480,594)	(504,949)	(529,455)	(553,962)
	440	(415,249)	(460,675)	(483,388)	(506,104)	(529,007)	(551,909)	(574,811)
	460	(447,133)	(489,371)	(510,490)	(531,766)	(553,064)	(574,363)	(595,661)
	480	(479,017)	(518,066)	(537,732)	(557,427)	(577,122)	(596,816)	(616,511)
		AH - % on site 35%						
Balance (RLV - TLV)	(269,171)	0%	10%	15%	20%	25%	30%	35%
	-	30,359	(48,984)	(88,656)	(128,327)	(167,999)	(207,670)	(247,342)
	1,500	8,530	(70,813)	(110,484)	(150,156)	(189,828)	(229,499)	(269,171)
	3,000	(13,299)	(92,642)	(132,313)	(171,985)	(211,656)	(251,328)	(292,318)
	4,500	(35,127)	(114,470)	(154,142)	(193,814)	(233,485)	(273,195)	(317,854)
	6,000	(56,956)	(136,299)	(175,971)	(215,642)	(255,314)	(297,026)	(343,389)
Site Specific S106	7,500	(78,785)	(158,128)	(197,799)	(237,471)	(277,243)	(322,561)	(368,925)
1,500	9,000	(100,613)	(179,957)	(219,628)	(259,331)	(301,733)	(348,097)	(394,461)
	10,500	(122,442)	(201,785)	(241,457)	(281,292)	(327,269)	(373,633)	(419,996)
	12,000	(144,271)	(223,614)	(263,380)	(306,441)	(352,805)	(399,168)	(445,532)
	13,500	(166,100)	(245,468)	(285,613)	(331,977)	(378,340)	(424,704)	(471,068)
	15,000	(187,928)	(267,428)	(311,148)	(357,512)	(403,876)	(450,240)	(496,705)
	16,500	(209,757)	(290,320)	(336,684)	(383,048)	(429,412)	(475,775)	(522,395)
	18,000	(231,604)	(315,856)	(362,220)	(408,584)	(454,947)	(501,389)	(548,085)
	19,500	(253,565)	(341,392)	(387,756)	(434,119)	(480,483)	(527,079)	(573,775)
	21,000	(275,525)	(366,928)	(413,291)	(459,655)	(506,073)	(552,769)	(599,465)
	22,500	(299,736)	(392,463)	(438,827)	(485,191)	(531,763)	(578,459)	(625,155)
	24,000	(325,271)	(417,999)	(464,363)	(510,757)	(557,453)	(604,149)	(650,845)
	25,500	(350,807)	(443,535)	(489,898)	(536,447)	(583,143)	(629,839)	(676,535)
	27,000	(376,343)	(469,070)	(515,441)	(562,137)	(608,833)	(655,529)	(702,311)
	28,500	(401,878)	(494,606)	(541,131)	(587,827)	(634,523)	(681,219)	(728,156)
	30,000	(427,414)	(520,142)	(566,822)	(613,517)	(660,213)	(706,909)	(754,001)

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Scheme Ref: I  
 Title: 15 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

		AH - % on site 35%							
		0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	(269,171)								
	50,000	214,447	135,104	95,432	55,761	16,089	(23,583)	(63,254)	
	75,000	170,322	90,979	51,307	11,636	(28,036)	(67,708)	(107,379)	
	TLV (per net acre) 166,667	100,000	126,197	46,854	7,182	(32,489)	(72,161)	(111,833)	(151,504)
		125,000	82,072	2,729	(36,943)	(76,614)	(116,286)	(155,958)	(195,629)
		150,000	37,947	(41,396)	(81,068)	(120,739)	(160,411)	(200,083)	(239,754)
		175,000	(6,178)	(85,521)	(125,193)	(164,864)	(204,536)	(244,208)	(283,879)
		200,000	(50,303)	(129,646)	(169,318)	(208,989)	(248,661)	(288,333)	(328,004)
		225,000	(94,428)	(173,771)	(213,443)	(253,114)	(292,786)	(332,458)	(372,129)
250,000		(138,553)	(217,896)	(257,568)	(297,239)	(336,911)	(376,583)	(416,254)	
275,000	(182,678)	(262,021)	(301,693)	(341,364)	(381,036)	(420,708)	(460,379)		
		AH - % on site 35%							
		0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	(269,171)								
	5	(1,818,309)	(1,912,563)	(1,959,689)	(2,307,262)	(2,911,739)	(3,516,216)	(4,120,692)	
	10	(589,324)	(679,133)	(725,497)	(771,861)	(818,224)	(864,906)	(911,602)	
	Density (dph) 21	15	(208,790)	(288,133)	(327,805)	(367,476)	(408,298)	(454,662)	(501,026)
		20	(18,635)	(97,978)	(137,650)	(177,321)	(216,993)	(256,664)	(296,386)
		25	95,450	16,115	(23,556)	(63,228)	(102,899)	(142,571)	(182,243)
		30	171,302	92,177	52,506	12,834	(26,837)	(66,509)	(106,180)
		35	225,483	146,374	106,820	67,164	27,493	(12,179)	(51,850)
		40	266,118	187,009	147,455	107,901	68,240	28,569	(11,103)
		45	297,723	218,614	179,060	139,506	99,933	60,261	20,590
		50	323,007	243,899	204,344	164,790	125,236	85,615	45,944
		55	343,694	264,586	225,031	185,477	145,923	106,360	66,688
				AH - % on site 35%					
		0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	(269,171)								
	95%	107,673	27,065	(13,239)	(53,663)	(94,089)	(134,515)	(174,940)	
	100%	5,530	(70,813)	(110,484)	(150,156)	(189,828)	(229,499)	(269,171)	
	Build rate (Epsm)	105%	(90,980)	(168,815)	(207,732)	(246,649)	(286,052)	(331,533)	(377,015)
		110%	(190,490)	(266,970)	(308,851)	(353,450)	(398,049)	(442,648)	(487,292)
		115%	(291,463)	(378,896)	(422,613)	(466,330)	(510,125)	(554,125)	(598,191)
		120%	(407,872)	(493,541)	(536,509)	(579,654)	(622,800)	(665,945)	(709,217)
		125%	(524,281)	(608,701)	(650,959)	(693,216)	(735,474)	(778,125)	(820,787)
		130%	(641,299)	(724,038)	(765,408)	(807,050)	(848,818)	(890,587)	(1,161,433)
		AH - % on site 0%							
		0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	(269,171)								
	75%	(831,936)	(836,302)	(838,484)	(852,711)	(1,055,586)	(1,258,461)	(1,461,336)	
	80%	(652,717)	(674,700)	(685,691)	(696,846)	(708,017)	(719,189)	(730,360)	
	Changes in sales values (£)	85%	(474,358)	(514,028)	(533,946)	(553,863)	(573,780)	(593,698)	(613,615)
		90%	(296,984)	(354,237)	(382,863)	(411,489)	(440,116)	(468,742)	(497,375)
		99%	(21,798)	(98,108)	(136,264)	(174,419)	(212,574)	(250,729)	(288,841)
		100%	8,530	(70,813)	(110,484)	(150,156)	(189,828)	(229,499)	(269,171)
		105%	159,591	65,399	18,303	(28,843)	(76,097)	(123,350)	(170,604)
		110%	310,420	201,146	146,508	91,871	37,234	(17,403)	(72,041)
		115%	460,962	336,890	274,714	212,535	150,356	88,177	25,999
		120%	611,068	471,985	402,443	332,901	263,360	193,758	124,038
		125%	761,173	607,079	530,033	452,986	375,939	298,892	221,845
				Site Specific S106 £1,500					
		0	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)	(269,171)								
	0	(120,416)	(142,245)	(164,073)	(185,902)	(207,731)	(229,560)	(251,388)	
	20	(138,132)	(159,961)	(181,789)	(203,618)	(225,447)	(247,276)	(269,104)	
	CIL Epsm 143.29	40	(155,848)	(177,677)	(199,505)	(221,334)	(243,163)	(264,991)	(287,429)
		60	(173,564)	(195,393)	(217,221)	(239,050)	(260,879)	(282,708)	(304,536)
		80	(191,280)	(213,109)	(234,937)	(256,766)	(278,595)	(300,424)	(322,252)
		100	(208,996)	(230,825)	(252,653)	(274,482)	(296,311)	(318,140)	(339,968)
		120	(226,712)	(248,540)	(270,369)	(292,198)	(314,027)	(335,856)	(357,684)
		140	(244,428)	(266,256)	(288,090)	(314,444)	(339,980)	(365,516)	(391,051)
		160	(262,144)	(284,097)	(309,633)	(335,169)	(360,705)	(386,240)	(411,776)
		180	(279,900)	(304,822)	(330,358)	(355,893)	(381,429)	(406,965)	(432,500)
		200	(300,011)	(325,546)	(351,082)	(376,618)	(402,154)	(427,689)	(453,225)
		220	(320,735)	(346,271)	(371,807)	(397,342)	(422,878)	(448,414)	(473,949)
		240	(341,460)	(366,995)	(392,531)	(418,067)	(443,603)	(469,138)	(494,664)
		260	(362,184)	(387,720)	(413,256)	(438,791)	(464,327)	(489,923)	(515,613)
		280	(382,909)	(408,444)	(433,980)	(459,516)	(485,083)	(510,773)	(536,463)
		300	(403,633)	(429,169)	(454,705)	(480,243)	(505,933)	(531,623)	(557,313)
		320	(424,358)	(449,893)	(475,429)	(501,093)	(526,783)	(552,473)	(578,163)
		340	(445,082)	(470,618)	(496,252)	(521,942)	(547,633)	(573,323)	(598,013)
360		(465,807)	(491,412)	(517,102)	(542,792)	(568,482)	(594,172)	(619,862)	
380	(486,532)	(512,262)	(537,952)	(563,642)	(589,332)	(615,022)	(640,712)		
400	(507,257)	(533,112)	(558,802)	(584,492)	(610,182)	(635,872)	(661,562)		

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		40 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
		100%							
CIL Rate (£ psm)		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	0.9	0.0%	0.0	2%	0.9			
2 bed House	20.9%	5.4	0.0%	0.0	14%	5.4			
3 bed House	40.8%	10.6	23.5%	3.3	35%	13.9			
4 bed House	35.0%	9.1	2.8%	0.4	24%	9.5			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	2.3	6%	2.3			
2 bed Flat	0.0%	0.0	57.4%	8.0	20%	8.0			
Total number of units	100.0%	26.0	100.0%	14.0	100%	40.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538		50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	50	536	0	0	50	536			
2 bed House	429	4,621	0	0	429	4,621			
3 bed House	955	10,277	276	2,976	1,231	13,253			
4 bed House	1,001	10,775	37	402	1,038	11,177			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	135	1,452	135	1,452			
2 bed Flat	0	0	577	6,208	577	6,208			
	2,435	26,208	1,025	11,038	3,460	37,245			
AH % by floor area:		29.63% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV (£ no AH)					
1 bed House	180,000	3,103	288	154,440					
2 bed House	250,000	3,165	294	1,358,500					
3 bed House	290,000	3,222	299	4,030,826					
4 bed House	350,000	3,182	296	3,319,750					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	366,912					
2 bed Flat	190,000	3,115	289	1,526,840					
				10,757,268					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.9	@	180,000	154,440
2 bed House	5.4	@	250,000	1,358,500
3 bed House	10.6	@	290,000	3,076,320
4 bed House	9.1	@	350,000	3,185,000
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	26.0			7,774,260
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	1.7	@	145,000	252,944
4 bed House	0.2	@	175,000	35,709
5 bed House	0.0	@	0	-
1 bed Flat	1.2	@	80,000	97,232
2 bed Flat	4.3	@	95,000	404,613
	7.4			790,497
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.8	@	203,000	167,306
4 bed House	0.1	@	245,000	23,619
5 bed House	0.0	@	0	-
1 bed Flat	0.6	@	112,000	64,312
2 bed Flat	2.0	@	133,000	267,625
	3.5			522,862
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.7	@	232,000	164,939
5 bed House	0.1	@	250,000	20,790
1 bed Flat	0.0	@	0	-
2 bed Flat	0.5	@	128,000	63,402
0.00%	1.7	@	152,000	263,838
	3.0			512,969
<b>Sub-total GDV Residential</b>				
	40.0			9,600,588
<i>AH on-site cost analysis:</i>				
			£MV less EGDV	1,156,680
	334	£ psm (total GIA sqm)	28,917	£ per unit (total units)
<b>Grant</b>				
	40	@	0	-
<b>Total GDV</b>				
				9,600,588



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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(50,000)
Statutory Planning Fees (Residential)					(15,400)
CIL		2,435 sqm		143.29 £ psm	(348,878)
	CIL analysis:	3.63% of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	40 units @		1,500 per unit	(60,000)
	S106 analysis:	0.62% of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		3,460 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		4.30 acres @		110,000 £ per acre (if brownfield)	(472,713)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(102,280)
	Policy LP32 - Electric charging point	1,000 per dwelling			(40,000)
	Policy SP09 - Cross-boundary mitigate	121.89 per dwelling			(4,876)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(92,489)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(140,000)
	Enhanced S106	8,600			(344,000)
	total	4.30 acres @		0 per acre	(723,645)
	Infra. Costs analysis:	7.54% of GDV		18,091 £ per unit (total units)	
1 bed House		50 sqm @		1,155 psm	(57,477)
2 bed House		429 sqm @		1,155 psm	(495,825)
3 bed House		1,231 sqm @		1,155 psm	(1,422,033)
4 bed House		1,038 sqm @		1,155 psm	(1,199,288)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		135 sqm @		1,296 psm	(174,823)
2 bed Flat	3,460	577 sqm @		1,296 psm	(747,405)
External works		4,096,852 @		15.0% 15,363 £ per unit	(614,528)
M4(2) Category 2 Housing		50% of All units	40 units @	521 £ per dwelling	(10,420)
M4(3) Category 3 Housing		0% of All units	40 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			40 units @	9 £ per dwelling	(360)
Contingency		5,918,518 @		5.0%	(295,926)
Professional Fees		5,918,518 @		10.0%	(591,852)
<b>Disposal Costs -</b>					
Marketing and Promotion		7,774,260 OMS @		1.50%	(116,614)
Residential Sales Agent Costs		7,774,260 OMS @		1.50%	(116,614)
Residential Sales Legal Costs		7,774,260 OMS @		0.50%	(38,871)
Interest (on Development Costs) -		7.50% APR		0.604% pcm	(291,946)
<b>Developers Profit -</b>					
Margin on AH		1,313,359		6.00% on AH values	(78,802)
Profit on GDV		7,774,260		20.00%	(1,554,852)
		7,844,619		19.82% on costs	(1,554,852)
		9,087,619		17.98% blended	(1,633,654)
<b>TOTAL COSTS</b>					<b>(9,478,272)</b>

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				122,316
SDLT	122,316 @	5.0%	(slabbed)	4,384
Acquisition Agent fees	122,316 @	1.0%		(1,223)
Acquisition Legal fees	122,316 @	0.5%		(612)
Interest on Land	122,316 @	7.5%		(9,174)
Residual Land Value				<b>115,691</b>
<i>RLV analysis:</i>	2,892 £ per plot	66,523 £ per ha	26,921 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	23.0	dp net ha		
Site Area (Resi)	1.74	net ha	4.30	net acres
<i>Density analysis:</i>	1,990	sqm/ha	6,667	sqft/ac
Threshold Land Value	20,144 £ per plot	463,313 £ per net ha	187,500 £ per net acre	<b>805,761</b>
	80%	Gross to net	2.17	Gross hectares

BALANCE			
Surplus/(Deficit)	(396,790) £ per ha	(160,579) £ per acre	(690,070)

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	(690,070)	0%	10%	15%	20%	25%	30%	35%
	0	657,063	380,195	241,511	102,523	(36,720)	(176,337)	(316,446)
	20	580,331	310,718	175,566	40,244	(95,366)	(231,384)	(367,910)
	40	503,169	240,843	109,394	(22,262)	(154,320)	(286,739)	(419,622)
	60	425,760	170,732	42,982	(85,140)	(213,538)	(342,313)	(471,587)
	80	348,097	100,381	(23,821)	(148,246)	(272,959)	(398,083)	(523,743)
CIL Epsm	100	269,967	29,638	(90,861)	(211,561)	(332,627)	(454,110)	(576,096)
143.29	120	191,578	(41,384)	(158,118)	(275,207)	(392,613)	(510,420)	(628,752)
	140	112,925	(112,632)	(225,742)	(339,120)	(452,810)	(566,936)	(681,408)
	160	33,846	(184,233)	(293,630)	(403,251)	(513,220)	(623,642)	(734,063)
	180	(45,526)	(256,144)	(361,745)	(467,669)	(573,977)	(680,348)	(786,913)
	200	(125,146)	(328,291)	(430,189)	(532,413)	(634,734)	(737,057)	(847,152)
	220	(205,184)	(400,761)	(498,950)	(597,220)	(695,490)	(794,106)	(908,750)
	240	(285,540)	(473,588)	(567,807)	(662,027)	(756,475)	(860,254)	(970,422)
	260	(366,157)	(546,496)	(636,665)	(726,993)	(821,235)	(926,591)	(1,032,392)
	280	(447,166)	(619,404)	(705,662)	(792,192)	(892,310)	(993,166)	(1,094,362)
	300	(528,175)	(692,480)	(774,936)	(867,506)	(963,474)	(1,059,903)	(1,156,333)
	320	(609,184)	(765,829)	(852,178)	(943,318)	(1,034,978)	(1,126,640)	(1,218,605)
	340	(690,566)	(846,327)	(932,729)	(1,019,587)	(1,106,482)	(1,193,461)	(1,280,950)
	360	(772,065)	(931,616)	(1,013,729)	(1,095,858)	(1,177,986)	(1,260,601)	(1,343,295)
	380	(863,054)	(1,017,406)	(1,094,767)	(1,172,129)	(1,249,844)	(1,327,742)	(1,405,805)
	400	(958,021)	(1,103,211)	(1,175,805)	(1,248,678)	(1,321,780)	(1,394,883)	(1,468,527)
	420	(1,053,360)	(1,189,015)	(1,257,104)	(1,325,410)	(1,393,717)	(1,462,362)	(1,531,248)
	440	(1,148,699)	(1,275,121)	(1,338,632)	(1,402,142)	(1,465,848)	(1,529,909)	(1,594,003)
	460	(1,244,038)	(1,361,445)	(1,420,159)	(1,478,983)	(1,538,219)	(1,597,455)	(1,657,104)
	480	(1,339,930)	(1,447,768)	(1,501,767)	(1,556,179)	(1,610,590)	(1,665,200)	(1,720,205)
Balance (RLV - TLV)	(690,070)	0%	10%	15%	20%	25%	30%	35%
	-	162,997	(60,929)	(173,149)	(285,605)	(398,414)	(511,568)	(625,190)
	1,500	99,917	(124,410)	(236,866)	(349,653)	(462,744)	(576,264)	(690,070)
	3,000	36,582	(188,128)	(300,891)	(413,920)	(527,338)	(641,144)	(754,951)
	4,500	(26,933)	(252,130)	(365,096)	(478,412)	(592,218)	(706,023)	(824,287)
	6,000	(90,650)	(316,273)	(429,586)	(543,292)	(657,097)	(771,111)	(900,185)
Site Specific S106	7,500	(154,607)	(380,763)	(494,366)	(608,172)	(721,998)	(843,077)	(976,191)
1,500	9,000	(218,709)	(445,440)	(559,246)	(673,051)	(787,270)	(918,975)	(1,052,548)
	10,500	(283,115)	(510,320)	(624,125)	(738,157)	(861,867)	(995,124)	(1,128,904)
	12,000	(347,605)	(575,200)	(689,044)	(804,759)	(937,765)	(1,071,480)	(1,205,485)
	13,500	(412,468)	(640,079)	(754,317)	(880,657)	(1,014,056)	(1,147,837)	(1,282,303)
	15,000	(477,348)	(705,204)	(823,549)	(956,632)	(1,090,413)	(1,224,463)	(1,359,121)
	16,500	(542,227)	(770,476)	(899,447)	(1,032,989)	(1,166,769)	(1,301,281)	(1,436,287)
	18,000	(607,107)	(842,339)	(975,564)	(1,109,345)	(1,243,441)	(1,378,099)	(1,513,570)
	19,500	(672,250)	(918,236)	(1,051,921)	(1,185,702)	(1,320,259)	(1,455,214)	(1,590,867)
	21,000	(737,522)	(994,497)	(1,128,277)	(1,262,419)	(1,397,077)	(1,532,496)	(1,668,616)
	22,500	(804,021)	(1,070,853)	(1,204,634)	(1,339,237)	(1,474,140)	(1,609,778)	(1,746,366)
	24,000	(879,918)	(1,147,210)	(1,281,397)	(1,416,055)	(1,551,422)	(1,687,393)	(1,824,270)
	25,500	(956,005)	(1,223,566)	(1,358,215)	(1,493,066)	(1,628,705)	(1,765,142)	(1,902,489)
	27,000	(1,032,362)	(1,300,375)	(1,435,033)	(1,570,349)	(1,706,170)	(1,842,892)	(1,980,709)
	28,500	(1,108,718)	(1,377,193)	(1,511,993)	(1,647,631)	(1,783,919)	(1,921,018)	(2,059,232)
	30,000	(1,185,075)	(1,454,012)	(1,589,275)	(1,724,946)	(1,861,669)	(1,999,237)	(2,137,925)

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Scheme Ref: L  
 Title: 40 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

		AH - % on site 35%								
		(690,070)	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)		(690,070)								
	50,000		690,808	466,481	354,025	241,239	128,147	14,628	(99,178)	
	75,000		583,373	359,046	246,590	133,804	20,713	(92,807)	(206,613)	
	TLV (per net acre)	100,000		475,939	251,612	139,155	26,369	(86,722)	(200,242)	(314,048)
		125,000		368,504	144,177	31,721	(81,066)	(194,157)	(307,677)	(421,483)
		150,000		261,069	36,742	(75,714)	(188,500)	(301,592)	(415,112)	(528,917)
		175,000		153,634	(70,693)	(183,149)	(295,935)	(409,027)	(522,546)	(636,352)
		200,000		46,199	(178,128)	(290,584)	(403,370)	(516,461)	(629,981)	(743,787)
		225,000		(61,235)	(285,562)	(398,018)	(510,805)	(623,896)	(737,416)	(851,222)
250,000			(168,670)	(392,997)	(505,453)	(618,240)	(731,331)	(844,851)	(958,656)	
275,000		(276,105)	(500,432)	(612,888)	(725,674)	(838,766)	(952,285)	(1,066,091)		
		AH - % on site 35%								
		(690,070)	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	5		(5,522,276)	(5,802,015)	(6,912,261)	(8,397,083)	(9,881,905)	(11,366,727)	(12,851,549)	
	10		(1,821,035)	(2,084,127)	(2,217,908)	(2,352,304)	(2,486,999)	(2,622,637)	(2,759,015)	
	Density (dph)	15		(684,463)	(911,496)	(1,025,302)	(1,139,161)	(1,258,192)	(1,391,247)	(1,525,028)
		20		(120,007)	(345,028)	(457,892)	(571,136)	(684,773)	(798,579)	(912,608)
		25		217,025	(6,972)	(119,262)	(231,731)	(344,595)	(457,815)	(571,501)
		30		441,156	217,709	105,747	(6,344)	(118,765)	(231,441)	(344,496)
		35		600,891	377,863	266,098	154,234	42,144	(70,215)	(182,865)
		40		720,573	497,731	386,213	274,448	162,577	50,487	(61,916)
		45		813,511	590,910	479,430	367,871	256,105	144,157	32,005
		50		887,861	665,390	553,973	442,492	330,844	219,078	107,003
		55		948,682	726,222	614,963	503,482	391,993	280,228	168,315
		AH - % on site 35%								
		(690,070)	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	95%		368,079	141,067	27,281	(86,527)	(200,664)	(314,969)	(429,559)	
	100%		99,917	(124,410)	(236,866)	(349,653)	(462,744)	(576,674)	(690,070)	
	Build rate (Epsm)	105%		(171,376)	(393,428)	(505,012)	(616,722)	(728,492)	(848,178)	(978,857)
		110%		(446,333)	(665,569)	(775,738)	(900,663)	(1,029,251)	(1,158,099)	(1,287,666)
		115%		(723,355)	(963,127)	(1,089,509)	(1,215,974)	(1,343,189)	(1,470,794)	(1,599,008)
		120%		(1,035,716)	(1,283,902)	(1,408,636)	(1,533,808)	(1,659,463)	(1,786,042)	(1,913,411)
		125%		(1,361,754)	(1,606,806)	(1,729,965)	(1,853,931)	(1,978,460)	(2,103,855)	(2,230,421)
		130%		(1,689,788)	(1,931,864)	(2,053,614)	(2,176,368)	(2,299,958)	(2,424,595)	(2,550,895)
		AH - % on site 0%								
		(690,070)	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	75%		(2,267,189)	(2,286,144)	(2,295,862)	(2,467,799)	(2,953,566)	(3,439,333)	(3,925,100)	
	80%		(1,751,188)	(1,819,596)	(1,854,148)	(1,888,834)	(1,923,670)	(1,958,920)	(1,994,438)	
	85%		(1,242,825)	(1,360,374)	(1,419,327)	(1,478,588)	(1,537,849)	(1,597,595)	(1,657,429)	
	Cahnges in sales values (E)	90%		(748,394)	(906,844)	(990,259)	(1,073,768)	(1,157,278)	(1,241,374)	(1,325,416)
		95%		(320,914)	(505,496)	(597,943)	(690,390)	(783,188)	(889,245)	(997,530)
		100%		99,917	(124,410)	(236,866)	(349,653)	(462,744)	(576,264)	(690,070)
		105%		514,475	250,495	118,314	(14,246)	(147,021)	(280,122)	(413,683)
		110%		924,682	621,090	469,024	316,817	164,368	11,576	(141,560)
		115%		1,331,718	988,478	816,679	644,702	472,537	300,081	127,360
		120%		1,736,459	1,353,597	1,162,013	970,249	778,398	586,245	393,849
		125%		2,139,399	1,716,878	1,505,582	1,294,075	1,082,435	870,632	658,589
				Site Specific S106						
		(690,070)	1,500	3,000	4,500	6,000	7,500	9,000		
Balance (RLV - TLV)	0		(253,306)	(316,446)	(379,915)	(443,717)	(507,856)	(572,346)	(637,216)	
	20		(304,513)	(367,910)	(431,639)	(495,742)	(560,195)	(624,992)	(689,872)	
	40		(355,915)	(419,622)	(483,664)	(548,045)	(612,768)	(677,648)	(742,528)	
	60		(407,617)	(471,587)	(535,894)	(600,544)	(665,424)	(730,304)	(795,456)	
	CIL Epsm	80		(459,509)	(523,743)	(588,320)	(653,200)	(718,080)	(783,131)	(857,054)
		100		(511,593)	(576,096)	(640,976)	(705,856)	(770,833)	(842,754)	(918,652)
		120		(563,932)	(628,752)	(693,632)	(758,535)	(828,454)	(904,352)	(980,383)
		140		(616,528)	(681,408)	(746,287)	(814,154)	(890,052)	(965,997)	(1,042,354)
		160		(669,184)	(734,063)	(799,854)	(875,752)	(951,650)	(1,027,967)	(1,104,324)
		180		(721,839)	(786,913)	(861,452)	(937,350)	(1,013,581)	(1,089,938)	(1,166,294)
		200		(774,616)	(847,152)	(923,050)	(999,195)	(1,075,551)	(1,151,908)	(1,228,627)
		220		(832,852)	(908,750)	(984,808)	(1,061,165)	(1,137,521)	(1,214,154)	(1,290,972)
		240		(894,450)	(970,422)	(1,046,779)	(1,123,135)	(1,199,681)	(1,276,499)	(1,353,317)
		260		(956,048)	(1,032,392)	(1,108,749)	(1,185,207)	(1,262,025)	(1,338,843)	(1,415,887)
	280		(1,018,006)	(1,094,362)	(1,170,734)	(1,247,552)	(1,324,370)	(1,401,326)	(1,478,609)	
	300		(1,079,976)	(1,156,333)	(1,233,079)	(1,309,897)	(1,386,766)	(1,464,040)	(1,541,331)	
	320		(1,141,946)	(1,218,605)	(1,295,424)	(1,372,242)	(1,449,487)	(1,526,778)	(1,604,146)	
340		(1,204,132)	(1,280,950)	(1,357,768)	(1,434,926)	(1,512,209)	(1,589,498)	(1,667,247)		
360		(1,266,477)	(1,343,295)	(1,420,366)	(1,497,648)	(1,574,931)	(1,652,598)	(1,730,348)		
380		(1,328,822)	(1,405,805)	(1,483,087)	(1,560,370)	(1,637,950)	(1,715,699)	(1,793,449)		
400		(1,391,244)	(1,468,527)	(1,545,809)	(1,623,301)	(1,701,050)	(1,778,800)	(1,856,900)		

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Scheme Ref: J  
 Title: 50 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES								
Total number of units in scheme			50 Units					
AH Policy requirement (% Target)			35%					
AH tenure split %	Affordable Rent:			53.0%				
	Shared ownership			25.0%				
	Intermediate			21.6%				
Open Market Sale (OMS) housing			65%					
			100%					
CIL Rate (£ psm)			143.29	£ psm				
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House	3.3%	1.1	0.0%	0.0	2%	1.1		
2 bed House	20.9%	6.8	0.0%	0.0	14%	6.8		
3 bed House	40.8%	13.3	23.5%	4.1	35%	17.4		
4 bed House	35.0%	11.4	2.8%	0.5	24%	11.9		
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat	0.0%	0.0	16.4%	2.9	6%	2.9		
2 bed Flat	0.0%	0.0	57.4%	10.0	20%	10.0		
Total number of units	100.0%	32.5	100.0%	17.5	100%	50.0		
<b>OMS Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	58.0	624	%		58.0	624		
2 bed House	79.0	850			79.0	850		
3 bed House	90.0	969			90.0	969		
4 bed House	110.0	1,184			110.0	1,184		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	61.0	657	85.0%		71.8	772		
<b>AH Unit Floor areas -</b>	<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>		<b>Gross (GIA) per unit (sqm)</b>	<b>(sqft)</b>		
1 bed House	50.0	538	%		50.0	538		
2 bed House	70.0	753			70.0	753		
3 bed House	84.0	904			84.0	904		
4 bed House	97.0	1,044			97.0	1,044		
5 bed House	0.0	0			0.0	0		
1 bed Flat	50.0	538	85.0%		58.8	633		
2 bed Flat	61.0	657	85.0%		71.8	772		
<b>Total Gross Floor areas -</b>	<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units) (sqm)</b>	<b>(sqft)</b>		
1 bed House	62	670	0	0	62	670		
2 bed House	537	5,776	0	0	537	5,776		
3 bed House	1,193	12,846	346	3,720	1,539	16,566		
4 bed House	1,251	13,468	47	502	1,298	13,971		
5 bed House	0	0	0	0	0	0		
1 bed Flat	0	0	169	1,815	169	1,815		
2 bed Flat	0	0	721	7,759	721	7,759		
	3,043	32,760	1,282	13,797	4,325	46,556		
<i>AH % by floor area:</i>			<i>29.63% AH % by floor area due to mix</i>					
<b>Open Market Sales values (£) -</b>	<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£pof</b>		<b>total MV £ (no AH)</b>			
1 bed House	180,000	3,103	288		193,050			
2 bed House	250,000	3,165	294		1,698,125			
3 bed House	290,000	3,222	299		5,038,533			
4 bed House	350,000	3,182	296		4,149,888			
5 bed House	0	#DIV/0!	#DIV/0!		0			
1 bed Flat	160,000	3,200	297		458,640			
2 bed Flat	190,000	3,115	289		1,908,550			
					13,446,585			
<b>Affordable Housing values (£) -</b>	<b>Affordable Rent:</b>	<b>£psm</b>	<b>% of MV Shared ownership</b>	<b>£psm</b>	<b>% of MV</b>	<b>Intermediate</b>	<b>£psm</b>	<b>% of MV</b>
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%

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GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	1.1	@	180,000	193,050
2 bed House	6.8	@	250,000	1,698,125
3 bed House	13.3	@	290,000	3,845,400
4 bed House	11.4	@	350,000	3,981,250
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	32.5			9,717,825
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	2.2	@	145,000	316,180
4 bed House	0.3	@	175,000	44,636
5 bed House	0.0	@	0	-
1 bed Flat	1.5	@	80,000	121,540
2 bed Flat	5.3	@	95,000	505,766
	9.3			988,121
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	1.0	@	203,000	209,132
4 bed House	0.1	@	245,000	29,524
5 bed House	0.0	@	0	-
1 bed Flat	0.7	@	112,000	80,390
2 bed Flat	2.5	@	133,000	334,531
	4.4			653,577
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	0.9	@	232,000	206,173
5 bed House	0.1	@	250,000	25,988
1 bed Flat	0.0	@	0	-
2 bed Flat	0.6	@	128,000	79,253
0.00%	2.2	@	152,000	329,797
	3.8			641,211
<b>Sub-total GDV Residential</b>	<b>49.9</b>			<b>12,000,735</b>
<i>AH on-site cost analysis:</i>			<i>EMV less £GDV</i>	<i>1,445,850</i>
	<i>334 £ psm (total GIA sqm)</i>		<i>28,917 £ per unit (total units)</i>	
<b>Grant</b>	50	@	0	-
<b>Total GDV</b>				<b>12,000,735</b>

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DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(60,000)
Statutory Planning Fees (Residential)				(19,250)
CIL	3,043 sqm		143.29 £ psm	(436,098)
	3.63% % of GDV		8,722 £ per unit (total units)	
CIL analysis:				
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	50 units @	1,500 per unit	(75,000)
		0.62% % of GDV	1,500 £ per unit (total units)	(75,000)
AH Commuted Sum	4,325 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV		
<b>Construction Costs -</b>				
Site Clearance and Demolition	4.94 acres @		110,000 £ per acre (if brownfield)	(543,620)
Infrastructure costs -				
	Policy SP10 - Climate Change	2,557 per dwelling		(127,850)
	Policy LP32 - Electric charging poin	1,000 per dwelling		(50,000)
	Policy SP09 - Cross-boundary mitig	121.89 per dwelling		(6,095)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare		(106,363)
	Policy LP25 - Sustainable Construct	3,500 per dwelling		(175,000)
	Enhanced S106	8,600		(430,000)
	total	4.94 acres @	0 per acre	(895,307)
	Infra. Costs analysis:	7.46% % of GDV	17,906 £ per unit (total units)	
1 bed House	62 sqm @		1,155 psm	(71,847)
2 bed House	537 sqm @		1,155 psm	(619,782)
3 bed House	1,539 sqm @		1,155 psm	(1,777,542)
4 bed House	1,298 sqm @		1,155 psm	(1,499,111)
5 bed House	- sqm @		1,155 psm	-
1 bed Flat	169 sqm @		1,296 psm	(218,528)
2 bed Flat	4,325 721 sqm @		1,296 psm	(934,256)
External works	5,121,065 @		15.0% 15,363 £per unit	(768,160)
M4(2) Category 2 Housing	50% of All units	50 units @	521 £ per dwelling	(13,025)
M4(3) Category 3 Housing	0% of All units	50 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design		50 units @	9 £ per dwelling	(450)
Contingency	7,341,627 @		5.0%	(367,081)
<b>Professional Fees</b>	7,341,627 @		10.0%	(734,163)
<b>Disposal Costs -</b>				
Marketing and Promotion	9,717,825 OMS @		1.50%	(145,767)
Residential Sales Agent Costs	9,717,825 OMS @		1.50%	(145,767)
Residential Sales Legal Costs	9,717,825 OMS @		0.50%	(48,589)
<b>Interest (on Development Costs) -</b>	7.50% APR		0.604% pcm	(369,956)
<b>Developers Profit -</b>				
Margin on AH	1,641,698		6.00% on AH values	(98,502)
Profit on GDV	9,717,825		20.00%	(1,943,565)
	9,743,299		19.95% on costs	(1,943,565)
	11,359,523		17.98% blended	(2,042,067)
<b>TOTAL COSTS</b>				<b>(11,785,365)</b>

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RESIDUAL LAND VALUE				
Residual Land Value (gross)				215,369
SDLT	215,369 @	5.0% (slabbed)		(268)
Acquisition Agent fees	215,369 @	1.0%		(2,154)
Acquisition Legal fees	215,369 @	0.5%		(1,077)
Interest on Land	215,369 @	7.5%		(16,153)
Residual Land Value				<b>195,718</b>
<i>RLV analysis:</i>	3,914 £ per plot	97,859 £ per ha	39,603 £ per acre	

THRESHOLD LAND VALUE				
Residential Density		25.0 dp net ha		
Site Area (Resi)		2.00 net ha	4.94 net acres	
<i>Density analysis:</i>		2,163 sqm/ha	9,421 sqft/ac	
Threshold Land Value	18,533 £ per plot	463,313 £ per net ha	187,500 £ per net acre	<b>926,625</b>
		80% Gross to net	2.50 Gross hectares	

BALANCE			
Surplus/(Deficit)	(365,454) £ per ha	(147,897) £ per acre	(730,907)



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SENSITIVITY ANALYSIS		AH - % on site 35%							
	(730,907)	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	10	820,905	492,294	327,988	163,303	(1,473)	(166,249)	(331,025)	
	20	775,205	451,164	288,998	126,521	(35,956)	(198,433)	(360,910)	
	40	683,805	368,718	210,839	52,959	(104,920)	(262,800)	(420,679)	
	60	592,404	285,960	132,679	(20,603)	(173,885)	(327,167)	(480,493)	
	80	500,571	203,203	54,519	(94,165)	(242,849)	(391,534)	(540,624)	
	CIL Epsm 143.29	100	408,618	120,445	(23,641)	(167,728)	(311,814)	(456,116)	(600,755)
		120	316,665	37,688	(101,801)	(241,290)	(380,858)	(520,872)	(660,885)
		140	224,712	(45,070)	(179,961)	(314,852)	(450,240)	(585,628)	(721,016)
		160	132,760	(127,828)	(258,121)	(388,859)	(519,622)	(650,384)	(781,147)
		180	40,807	(210,592)	(336,729)	(462,866)	(589,003)	(715,140)	(841,277)
		200	(51,146)	(293,850)	(415,361)	(536,873)	(658,385)	(779,896)	(901,408)
		220	(143,335)	(377,107)	(493,994)	(610,880)	(727,766)	(844,652)	(969,274)
		240	(235,844)	(460,365)	(572,626)	(684,887)	(797,148)	(909,502)	(1,039,616)
		260	(328,352)	(543,623)	(651,258)	(758,894)	(866,529)	(984,176)	(1,109,958)
		280	(420,861)	(626,881)	(729,891)	(832,901)	(939,559)	(1,059,929)	(1,180,300)
	300	(513,370)	(710,139)	(808,523)	(907,214)	(1,020,723)	(1,135,682)	(1,250,642)	
	320	(605,878)	(793,397)	(887,456)	(992,338)	(1,101,887)	(1,211,435)	(1,320,984)	
	340	(698,387)	(877,006)	(974,775)	(1,078,913)	(1,183,050)	(1,287,188)	(1,391,326)	
	360	(790,957)	(968,034)	(1,066,761)	(1,165,488)	(1,264,214)	(1,362,941)	(1,461,897)	
	380	(884,025)	(1,065,431)	(1,158,747)	(1,252,062)	(1,345,378)	(1,438,694)	(1,532,664)	
400	(987,018)	(1,162,828)	(1,250,732)	(1,338,637)	(1,426,542)	(1,514,890)	(1,603,431)		
420	(1,095,236)	(1,260,224)	(1,342,718)	(1,425,212)	(1,508,003)	(1,591,101)	(1,674,198)		
440	(1,203,455)	(1,357,621)	(1,434,704)	(1,512,003)	(1,589,657)	(1,667,312)	(1,744,966)		
460	(1,311,673)	(1,455,017)	(1,526,891)	(1,599,101)	(1,671,312)	(1,743,522)	(1,815,733)		
480	(1,419,892)	(1,552,666)	(1,619,433)	(1,686,199)	(1,752,966)	(1,819,733)	(1,886,500)		
		AH - % on site 35%							
	(730,907)	0%	10%	15%	20%	25%	30%	35%	
Balance (RLV - TLV)	-	283,231	14,961	(119,174)	(253,308)	(387,563)	(522,190)	(656,818)	
	1,500	209,586	(58,684)	(192,818)	(327,026)	(461,653)	(596,280)	(730,907)	
	3,000	135,941	(132,328)	(266,489)	(401,116)	(535,743)	(670,370)	(804,997)	
	4,500	62,297	(205,973)	(340,579)	(475,206)	(609,833)	(744,460)	(879,087)	
	6,000	(11,348)	(280,042)	(414,669)	(549,296)	(683,923)	(818,550)	(959,492)	
	Site Specific S106 1,500	7,500	(84,993)	(354,132)	(488,759)	(623,386)	(758,013)	(892,640)	(1,046,164)
		9,000	(158,967)	(428,222)	(562,849)	(697,476)	(832,103)	(975,479)	(1,132,836)
		10,500	(233,057)	(502,312)	(636,939)	(771,566)	(906,381)	(1,062,151)	(1,219,508)
		12,000	(307,147)	(576,402)	(711,029)	(845,656)	(991,466)	(1,148,823)	(1,306,180)
		13,500	(381,237)	(650,492)	(785,119)	(920,781)	(1,078,138)	(1,235,495)	(1,392,852)
		15,000	(455,327)	(724,581)	(859,340)	(1,007,453)	(1,164,810)	(1,322,167)	(1,479,861)
		16,500	(529,417)	(798,671)	(936,768)	(1,094,125)	(1,251,482)	(1,408,839)	(1,567,056)
		18,000	(603,507)	(873,089)	(1,023,440)	(1,180,797)	(1,338,154)	(1,495,839)	(1,654,252)
		19,500	(677,597)	(952,755)	(1,110,112)	(1,267,469)	(1,424,826)	(1,583,035)	(1,741,448)
		21,000	(751,687)	(1,039,427)	(1,196,784)	(1,354,141)	(1,511,817)	(1,670,230)	(1,828,644)
	22,500	(826,049)	(1,126,099)	(1,283,456)	(1,440,813)	(1,599,013)	(1,757,426)	(1,915,840)	
	24,000	(900,587)	(1,212,771)	(1,370,128)	(1,527,796)	(1,686,209)	(1,844,622)	(2,003,445)	
	25,500	(984,729)	(1,299,443)	(1,456,800)	(1,614,991)	(1,773,405)	(1,931,818)	(2,091,168)	
	27,000	(1,071,401)	(1,386,115)	(1,543,774)	(1,702,187)	(1,860,600)	(2,019,177)	(2,178,891)	
	28,500	(1,158,073)	(1,472,787)	(1,630,970)	(1,789,383)	(1,947,796)	(2,106,900)	(2,266,614)	
30,000	(1,244,745)	(1,559,752)	(1,718,166)	(1,876,579)	(2,034,992)	(2,194,623)	(2,354,337)		

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		AH - % on site 35%						
	(730,907)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(730,907)							
	50,000	889,111	620,841	486,707	352,499	217,872	83,245	(51,382)
	75,000	765,561	497,291	363,157	228,949	94,322	(40,305)	(174,932)
TLV (per net acre)	100,000	642,011	373,741	239,607	105,399	(29,228)	(163,855)	(298,482)
	125,000	518,461	250,191	116,057	(18,151)	(152,778)	(287,405)	(422,032)
	150,000	394,911	126,641	(7,493)	(141,701)	(276,328)	(410,955)	(545,582)
	175,000	271,361	3,091	(131,043)	(265,251)	(399,878)	(534,505)	(669,132)
	200,000	147,811	(120,459)	(254,593)	(388,801)	(523,428)	(658,055)	(792,682)
	225,000	24,261	(244,009)	(378,143)	(512,351)	(646,978)	(781,605)	(916,232)
	250,000	(99,289)	(367,559)	(501,693)	(635,901)	(770,528)	(905,155)	(1,039,782)
	275,000	(222,839)	(491,109)	(625,243)	(759,451)	(894,078)	(1,028,705)	(1,163,332)

		AH - % on site 35%						
	(730,907)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(730,907)							
Density (dph)	5	(6,708,116)	(7,029,924)	(7,191,185)	(9,090,689)	(11,084,320)	(13,077,950)	(15,071,580)
	10	(2,266,020)	(2,574,215)	(2,731,572)	(2,889,067)	(3,047,480)	(3,205,894)	(3,364,543)
	15	(889,375)	(1,158,629)	(1,293,257)	(1,427,884)	(1,567,662)	(1,725,019)	(1,882,375)
	20	(202,147)	(470,594)	(605,221)	(739,848)	(874,475)	(1,009,102)	(1,143,729)
	25	209,586	(58,684)	(192,818)	(327,026)	(461,653)	(596,280)	(730,907)
	30	484,075	215,805	81,670	(52,465)	(186,599)	(321,066)	(455,693)
	35	680,138	411,868	277,734	143,599	9,464	(124,671)	(259,111)
	40	827,186	558,916	424,781	290,646	156,511	22,377	(111,758)
	45	941,556	673,286	539,151	405,017	270,882	136,747	2,612
	50	1,033,052	764,782	630,648	496,513	362,378	228,243	94,108
	55	1,107,733	839,643	705,508	571,373	437,238	303,104	168,969

		AH - % on site 35%						
	(730,907)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(730,907)							
Build rate (£psm)	95%	542,371	269,056	132,399	(4,258)	(140,915)	(277,573)	(414,230)
	100%	209,586	(58,684)	(192,818)	(327,026)	(461,653)	(596,280)	(730,907)
	105%	(123,314)	(387,493)	(519,582)	(651,672)	(783,761)	(915,983)	(1,070,348)
	110%	(458,110)	(717,214)	(846,822)	(986,960)	(1,138,380)	(1,289,800)	(1,441,325)
	115%	(792,980)	(1,069,835)	(1,218,286)	(1,366,737)	(1,515,530)	(1,664,984)	(1,814,438)
	120%	(1,164,584)	(1,455,549)	(1,601,682)	(1,748,149)	(1,894,616)	(2,041,380)	(2,188,076)
	125%	(1,556,299)	(1,843,261)	(1,986,741)	(2,130,371)	(2,275,062)	(2,419,753)	(2,565,156)
	130%	(1,950,318)	(2,231,381)	(2,373,067)	(2,514,754)	(2,656,546)	(2,799,670)	(2,942,794)

		AH - % on site 0%						
	(730,907)	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	(730,907)							
Changes in sales values (£)	75%	(2,602,217)	(2,619,330)	(2,627,887)	(2,636,443)	(2,645,000)	(3,167,391)	(3,834,391)
	80%	(1,995,855)	(2,072,368)	(2,110,785)	(2,149,202)	(2,187,620)	(2,226,037)	(2,265,084)
	85%	(1,393,790)	(1,529,546)	(1,597,597)	(1,665,648)	(1,733,700)	(1,801,751)	(1,870,241)
	90%	(812,118)	(990,179)	(1,087,676)	(1,185,172)	(1,282,669)	(1,380,165)	(1,478,234)
	95%	(300,264)	(518,344)	(627,384)	(736,423)	(845,463)	(961,142)	(1,088,569)
	100%	209,586	(58,684)	(192,818)	(327,026)	(461,653)	(596,280)	(730,907)
	105%	718,073	399,340	239,760	80,179	(79,401)	(238,982)	(398,563)
	110%	1,224,378	855,419	670,939	486,460	301,981	117,259	(67,768)
	115%	1,729,742	1,311,032	1,101,299	891,504	681,709	471,915	262,120
	120%	2,233,655	1,764,554	1,530,004	1,295,453	1,060,902	826,328	591,218
	125%	2,736,962	2,218,076	1,958,330	1,698,584	1,438,837	1,179,091	919,345

		Site Specific S106 £1,500						
	(730,907)	-	1,500	3,000	4,500	6,000	7,500	9,000
Balance (RLV - TLV)	(730,907)							
	0	(227,495)	(301,140)	(374,785)	(448,430)	(522,371)	(596,461)	(670,551)
	20	(287,265)	(360,910)	(434,554)	(508,412)	(582,502)	(656,592)	(730,682)
	40	(347,034)	(420,679)	(494,453)	(568,543)	(642,632)	(716,722)	(790,812)
	60	(406,804)	(480,493)	(554,583)	(628,673)	(702,763)	(776,853)	(850,943)
	80	(466,573)	(540,624)	(614,714)	(688,804)	(762,894)	(836,984)	(911,074)
	100	(526,342)	(600,755)	(674,845)	(748,935)	(823,024)	(897,114)	(971,204)
	120	(586,111)	(660,885)	(734,975)	(809,065)	(883,155)	(957,245)	(1,031,335)
	140	(645,880)	(721,016)	(795,106)	(869,196)	(943,286)	(1,017,376)	(1,091,466)
	160	(705,649)	(781,147)	(855,237)	(929,327)	(1,003,417)	(1,077,507)	(1,151,597)
	180	(765,418)	(841,277)	(915,327)	(989,417)	(1,063,507)	(1,137,597)	(1,211,687)
	200	(825,187)	(901,408)	(975,458)	(1,049,548)	(1,123,638)	(1,197,728)	(1,271,818)
	220	(884,956)	(969,274)	(1,043,524)	(1,117,614)	(1,191,704)	(1,265,794)	(1,340,004)
	240	(944,725)	(1,039,616)	(1,117,666)	(1,191,756)	(1,265,846)	(1,340,004)	(1,414,154)
	260	(1,004,494)	(1,109,958)	(1,188,008)	(1,262,098)	(1,336,188)	(1,410,278)	(1,484,368)
	280	(1,064,263)	(1,180,300)	(1,258,350)	(1,332,440)	(1,406,530)	(1,480,620)	(1,554,710)
	300	(1,124,032)	(1,250,642)	(1,328,692)	(1,402,782)	(1,476,872)	(1,550,962)	(1,625,052)
	320	(1,183,801)	(1,320,984)	(1,400,034)	(1,474,124)	(1,548,214)	(1,622,304)	(1,696,394)
	340	(1,243,570)	(1,391,326)	(1,470,376)	(1,544,466)	(1,618,556)	(1,692,646)	(1,766,736)
	360	(1,303,339)	(1,461,897)	(1,541,947)	(1,616,037)	(1,690,127)	(1,764,217)	(1,838,307)
	380	(1,363,108)	(1,532,664)	(1,613,714)	(1,687,804)	(1,761,894)	(1,835,984)	(1,910,074)
	400	(1,422,877)	(1,603,431)	(1,685,481)	(1,759,571)	(1,833,661)	(1,907,751)	(1,981,841)

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		70 Units							
AH Policy requirement (% Target)		35%							
AH tenure split %		Affordable Rent:		53.0%					
		Shared ownership		25.0%					
		Intermediate		21.6%					
Open Market Sale (OMS) housing		65%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units			
1 bed House	3.3%	1.5	0.0%	0.0	2%	1.5			
2 bed House	20.9%	9.5	0.0%	0.0	14%	9.5			
3 bed House	40.8%	18.6	23.5%	5.8	35%	24.3			
4 bed House	35.0%	15.9	2.8%	0.7	24%	16.6			
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0			
1 bed Flat	0.0%	0.0	16.4%	4.0	6%	4.0			
2 bed Flat	0.0%	0.0	57.4%	14.1	20%	14.1			
Total number of units	100.0%	45.5	100.0%	24.5	100%	70.0			
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	58.0	624		58.0	624				
2 bed House	79.0	850		79.0	850				
3 bed House	90.0	969		90.0	969				
4 bed House	110.0	1,184		110.0	1,184				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)	Net to Gross %	Gross (GIA) per unit (sqm)	(sqft)				
1 bed House	50.0	538		50.0	538				
2 bed House	70.0	753		70.0	753				
3 bed House	84.0	904		84.0	904				
4 bed House	97.0	1,044		97.0	1,044				
5 bed House	0.0	0		0.0	0				
1 bed Flat	50.0	538	85.0%	58.8	633				
2 bed Flat	61.0	657	85.0%	71.8	772				
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)			
1 bed House	87	937	0	0	87	937			
2 bed House	751	8,086	0	0	751	8,086			
3 bed House	1,671	17,984	484	5,208	2,155	23,192			
4 bed House	1,752	18,856	65	703	1,817	19,559			
5 bed House	0	0	0	0	0	0			
1 bed Flat	0	0	236	2,541	236	2,541			
2 bed Flat	0	0	1,009	10,863	1,009	10,863			
	4,261	45,863	1,794	19,316	6,055	65,179			
AH % by floor area:		29.63% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	Epsm	Epsf	total MV £ (no AH)					
1 bed House	180,000	3,103	288	270,270					
2 bed House	250,000	3,165	294	2,377,375					
3 bed House	290,000	3,222	299	7,053,946					
4 bed House	350,000	3,182	296	5,809,563					
5 bed House	0	#DIV/0!	#DIV/0!	0					
1 bed Flat	160,000	3,200	297	642,096					
2 bed Flat	190,000	3,115	289	2,671,970					
				18,825,219					
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	Epsm	% of MV Shared ownership	Epsm	% of MV	Intermediate	Epsm	% of MV	
1 bed House	90,000	1,800	50%	126,000	2,520	144,000	2,880	80%	
2 bed House	125,000	1,786	50%	175,000	2,500	200,000	2,857	80%	
3 bed House	145,000	1,726	50%	203,000	2,417	232,000	2,762	80%	
4 bed House	175,000	1,804	50%	245,000	2,526	250,000	2,577	71%	
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	71%	
1 bed Flat	80,000	1,600	50%	112,000	2,240	128,000	2,560	80%	
2 bed Flat	95,000	1,557	50%	133,000	2,180	152,000	2,492	80%	

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	1.5	@	180,000	270,270
2 bed House	9.5	@	250,000	2,377,375
3 bed House	18.6	@	290,000	5,383,560
4 bed House	15.9	@	350,000	5,573,750
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	160,000	-
2 bed Flat	0.0	@	190,000	-
	45.5			13,604,955
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	90,000	-
2 bed House	0.0	@	125,000	-
3 bed House	3.1	@	145,000	442,652
4 bed House	0.4	@	175,000	62,490
5 bed House	0.0	@	0	-
1 bed Flat	2.1	@	80,000	170,155
2 bed Flat	7.5	@	95,000	708,072
	13.0			1,383,370
<b>Shared ownership</b>				
1 bed House	0.0	@	126,000	-
2 bed House	0.0	@	175,000	-
3 bed House	1.4	@	203,000	282,785
4 bed House	0.2	@	245,000	41,333
5 bed House	0.0	@	0	-
1 bed Flat	1.0	@	112,000	112,547
2 bed Flat	3.5	@	133,000	468,343
	6.1			915,008
<b>Intermediate</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	200,000	-
4 bed House	1.2	@	232,000	288,643
5 bed House	0.1	@	250,000	36,383
1 bed Flat	0.0	@	0	-
2 bed Flat	0.9	@	128,000	110,954
0.00%	3.0	@	152,000	461,716
	5.3			897,696
<b>Sub-total GDV Residential</b>	<b>69.9</b>			<b>16,801,029</b>
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>
	334	£ psm (total GIA sqm)		2,024,190
				28,917 £ per unit (total units)
<b>Grant</b>	70	@	0	-
<b>Total GDV</b>				<b>16,801,029</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(21,349)
CIL		4,261 sqm		143.29 £ psm	(610,537)
	CIL analysis:	3.63% of GDV		8,722 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	70 units @		1,500 per unit	(105,000) (105,000)
	S106 analysis:	0.62% of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		6,055 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		3.93 acres @		110,000 £ per acre (if brownfield)	(432,425)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(178,990)
	Policy LP32 - Electric charging point	1,000 per dwelling			(70,000)
	Policy SP09 - Cross-boundary mitiga	121.89 per dwelling			(8,532)
	Policy LP18 - Biodiversity & Geodiv	42,545 per gross hectare			(84,607)
	Policy LP25 - Sustainable Constructi	3,500 per dwelling			(245,000)
	Enhanced S106	8,600			(602,000)
	total	3.93 acres @		0 per acre	(1,189,129) -
	Infra. Costs analysis:	7.08% of GDV		16,988 £ per unit (total units)	
1 bed House		87 sqm @		1,155 psm	(100,585)
2 bed House		751 sqm @		1,155 psm	(867,694)
3 bed House		2,155 sqm @		1,155 psm	(2,488,558)
4 bed House		1,817 sqm @		1,155 psm	(2,098,755)
5 bed House		- sqm @		1,155 psm	-
1 bed Flat		236 sqm @		1,296 psm	(305,940)
2 bed Flat	6,055	1,009 sqm @		1,296 psm	(1,307,958)
External works		7,169,491 @		15.0% 15,363 £ per unit	(1,075,424)
M4(2) Category 2 Housing		50% of All units	70 units @	521 £ per dwelling	(18,235)
M4(3) Category 3 Housing		0% of All units	70 units @	10,307 £ per dwelling	-
Water efficiency - Policy LP25 - Sustainable Construction and Design			70 units @	9 £ per dwelling	(630)
Contingency		9,885,333 @		5.0%	(494,267)
Professional Fees		9,885,333 @		10.0%	(988,533)
<b>Disposal Costs -</b>					
Marketing and Promotion		13,604,955 OMS @		1.50%	(204,074)
Residential Sales Agent Costs		13,604,955 OMS @		1.50%	(204,074)
Residential Sales Legal Costs		13,604,955 OMS @		0.50%	(68,025)
Interest (on Development Costs) -		7.50% APR		0.604% pcm	(425,430)
<b>Developers Profit -</b>					
Margin on AH		2,298,378		6.00% on AH values	(137,903)
Profit on GDV		13,604,955		20.00%	(2,720,991)
		13,066,623		20.82% on costs	(2,720,991)
		15,903,333		17.98% blended	(2,858,894)
<b>TOTAL COSTS</b>					<b>(15,925,517)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

RESIDUAL LAND VALUE				
Residual Land Value (gross)				875,512
SDLT	875,512 @	5.0% (slabbed)		(33,276)
Acquisition Agent fees	875,512 @	1.0%		(8,755)
Acquisition Legal fees	875,512 @	0.5%		(4,378)
Interest on Land	875,512 @	7.5%		(65,663)
Residual Land Value				<b>763,440</b>
<i>RLV analysis:</i>	10,906 £ per plot	479,877 £ per ha	194,203 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	44.0	dp net ha		
Site Area (Resi)	1.59	net ha	3.93	net acres
<i>Density analysis:</i>	3,806	sqm/ha	16,580	sqft/ac
Threshold Land Value	10,530 £ per plot	463,313 £ per net ha	187,500 £ per net acre	<b>737,088</b>
	80%	Gross to net	1.99	Gross hectares

BALANCE			
Surplus/(Deficit)	16,564 £ per ha	6,703 £ per acre	<b>26,352</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

SENSITIVITY ANALYSIS		AH - % on site 35%						
Balance (RLV - TLV)	26,352	0%	10%	15%	20%	25%	30%	35%
CIL Epsm 143.29	0	2,308,718	1,833,588	1,595,701	1,357,814	1,119,674	881,246	642,819
	20	2,178,279	1,715,614	1,484,281	1,252,601	1,020,767	788,934	557,100
	40	2,047,197	1,597,581	1,372,341	1,147,101	921,861	696,621	471,381
	60	1,916,114	1,478,893	1,260,247	1,041,601	822,955	604,309	385,486
	80	1,784,311	1,360,206	1,148,153	936,101	724,048	511,895	299,249
	100	1,652,435	1,241,518	1,036,059	830,601	625,037	419,024	213,012
	120	1,520,560	1,122,831	923,966	724,911	525,533	326,154	126,775
	140	1,388,685	1,004,143	811,519	618,773	426,028	233,283	40,538
	160	1,256,810	884,859	698,747	512,636	326,524	140,413	(45,763)
	180	1,124,409	765,454	585,976	406,498	227,020	47,542	(132,521)
	200	991,737	646,049	473,204	300,360	127,516	(45,869)	(219,279)
	220	859,065	526,644	360,433	194,172	27,435	(139,301)	(306,037)
	240	726,393	407,238	247,455	87,392	(72,670)	(232,733)	(392,796)
	260	593,720	287,391	134,002	(19,387)	(172,776)	(326,165)	(479,554)
	280	460,694	167,264	20,549	(126,167)	(272,882)	(419,597)	(566,803)
	300	327,220	47,137	(92,905)	(232,946)	(372,987)	(513,467)	(654,085)
	320	193,746	(72,990)	(206,358)	(339,725)	(473,560)	(607,464)	(743,774)
	340	60,271	(193,117)	(319,890)	(447,080)	(574,271)	(701,461)	(845,266)
	360	(73,203)	(313,553)	(434,029)	(554,505)	(674,981)	(806,669)	(946,757)
	380	(206,882)	(434,406)	(548,168)	(661,930)	(783,686)	(915,967)	(1,048,727)
400	(341,163)	(555,259)	(662,307)	(776,317)	(900,791)	(1,025,675)	(1,150,832)	
420	(475,445)	(676,112)	(784,563)	(901,230)	(1,018,333)	(1,135,633)	(1,252,937)	
440	(609,726)	(808,422)	(917,282)	(1,026,698)	(1,136,146)	(1,245,594)	(1,355,042)	
460	(746,842)	(949,179)	(1,050,772)	(1,152,366)	(1,253,960)	(1,355,553)	(1,457,147)	
480	(903,076)	(1,090,555)	(1,184,294)	(1,278,034)	(1,371,773)	(1,465,513)	(1,559,656)	
Balance (RLV - TLV)	26,352	0%	10%	15%	20%	25%	30%	35%
Site Specific S106 1,500	-	1,472,610	1,090,237	899,051	707,571	515,917	324,263	132,609
	1,500	1,366,992	984,619	792,968	601,314	409,660	218,006	26,352
	3,000	1,261,373	878,365	686,711	495,057	303,403	111,749	(80,175)
	4,500	1,155,416	772,108	580,454	388,800	197,146	5,259	(187,074)
	6,000	1,049,159	665,851	474,197	282,543	90,693	(101,640)	(293,973)
	7,500	942,902	559,594	367,940	176,128	(16,206)	(208,539)	(400,872)
	9,000	836,645	453,337	261,562	69,228	(123,105)	(315,438)	(507,908)
	10,500	730,388	346,996	154,663	(37,671)	(230,004)	(422,337)	(615,454)
	12,000	624,132	240,097	47,763	(144,570)	(336,903)	(529,773)	(722,999)
	13,500	517,864	133,198	(59,136)	(251,469)	(444,092)	(637,318)	(847,467)
	15,000	410,965	26,299	(166,035)	(358,411)	(551,637)	(747,838)	(972,540)
	16,500	304,066	(80,601)	(272,934)	(465,956)	(659,183)	(872,891)	(1,098,349)
	18,000	197,167	(187,500)	(380,276)	(573,502)	(773,262)	(998,188)	(1,224,158)
	19,500	90,268	(294,595)	(487,821)	(681,047)	(898,315)	(1,123,997)	(1,349,966)
	21,000	(16,631)	(402,140)	(595,366)	(798,686)	(1,023,836)	(1,249,806)	(1,475,775)
	22,500	(123,530)	(509,685)	(702,912)	(923,739)	(1,149,645)	(1,375,614)	(1,602,244)
	24,000	(230,778)	(617,231)	(824,110)	(1,049,484)	(1,275,454)	(1,501,423)	(1,728,813)
25,500	(338,324)	(724,776)	(949,324)	(1,175,293)	(1,401,262)	(1,627,874)	(1,855,382)	
27,000	(445,869)	(849,534)	(1,075,132)	(1,301,101)	(1,527,071)	(1,754,443)	(1,981,951)	
28,500	(553,414)	(974,971)	(1,200,941)	(1,426,910)	(1,653,504)	(1,881,012)	(2,109,081)	
30,000	(660,960)	(1,100,780)	(1,326,749)	(1,552,719)	(1,780,073)	(2,007,581)	(2,236,416)	

**201029\_babergh & mid Residential Appraisals\_BETA\_2.7**

Scheme Ref: L  
 Title: 70 No. Units  
 Notes: Brownfield allocation  
 Enhanced S106 costs

	AH - % on site 35%							
	26,352	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	26,352							
	50,000	1,907,523	1,525,150	1,333,499	1,141,845	950,191	758,537	566,883
	75,000	1,809,245	1,426,872	1,235,220	1,043,567	851,913	660,259	468,605
TLV (per net acre)	100,000	1,710,966	1,328,593	1,136,942	945,288	753,634	561,980	370,327
187,500	125,000	1,612,688	1,230,315	1,038,664	847,010	655,356	463,702	272,048
	150,000	1,514,409	1,132,036	940,385	748,731	557,078	365,424	173,770
	175,000	1,416,131	1,033,758	842,107	650,453	458,799	267,145	75,491
	200,000	1,317,853	935,480	743,828	552,175	360,521	168,867	(22,787)
	225,000	1,219,574	837,201	645,550	453,896	262,242	70,588	(121,065)
	250,000	1,121,296	738,923	547,272	355,618	163,964	(27,690)	(219,344)
	275,000	1,023,017	640,644	448,993	257,339	65,685	(125,968)	(317,622)

	AH - % on site 35%							
	26,352	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	26,352							
	5	(9,453,543)	(9,918,397)	(10,498,047)	(13,220,226)	(15,942,404)	(18,664,583)	(21,386,761)
	10	(3,144,823)	(3,580,867)	(3,806,836)	(4,032,806)	(4,260,003)	(4,487,511)	(4,716,187)
Density (dph)	15	(1,194,341)	(1,579,008)	(1,771,581)	(1,964,807)	(2,159,077)	(2,383,766)	(2,609,735)
44	20	(221,368)	(605,167)	(797,500)	(989,834)	(1,182,167)	(1,374,799)	(1,568,025)
	25	361,374	(21,933)	(213,587)	(405,529)	(597,863)	(790,196)	(982,529)
	30	749,869	366,561	174,908	(16,746)	(208,400)	(400,660)	(592,993)
	35	1,027,336	644,058	452,404	260,750	69,096	(122,558)	(314,753)
	40	1,234,903	852,180	660,526	468,872	277,218	85,565	(106,089)
	45	1,396,345	1,013,972	822,399	630,745	439,091	247,437	55,784
	50	1,525,498	1,143,125	951,897	760,243	568,590	376,936	185,282
	55	1,631,169	1,248,796	1,057,609	866,197	674,543	482,889	291,235

	AH - % on site 35%							
	26,352	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	26,352							
	95%	1,834,519	1,445,059	1,250,329	1,055,598	860,868	666,138	471,408
	100%	1,366,992	984,619	792,968	601,314	409,660	218,006	26,352
Build rate (Epsm)	105%	897,576	521,398	333,310	144,874	(43,873)	(232,619)	(421,366)
	110%	426,664	56,344	(128,816)	(313,976)	(499,760)	(685,769)	(895,415)
	115%	(46,532)	(410,572)	(592,973)	(783,316)	(995,710)	(1,209,016)	(1,422,322)
	120%	(521,826)	(904,290)	(1,113,336)	(1,322,420)	(1,531,505)	(1,741,918)	(1,952,440)
	125%	(1,042,981)	(1,452,709)	(1,657,880)	(1,864,155)	(2,070,430)	(2,277,867)	(2,485,805)
	130%	(1,599,882)	(2,003,379)	(2,205,407)	(2,408,555)	(2,612,221)	(2,816,902)	(3,022,459)

	AH - % on site 0%							
	26,352	0%	10%	15%	20%	25%	30%	35%
Balance (RLV - TLV)	26,352							
	75%	(2,542,186)	(2,568,144)	(2,581,475)	(2,594,806)	(2,608,137)	(2,621,477)	(2,635,536)
	80%	(1,678,950)	(1,789,843)	(1,845,290)	(1,900,737)	(1,956,597)	(2,012,688)	(2,068,779)
Cahnges in sales values (£)	85%	(823,266)	(1,018,507)	(1,116,249)	(1,213,991)	(1,311,733)	(1,409,475)	(1,507,876)
	90%	(79,916)	(319,330)	(439,485)	(559,640)	(679,795)	(811,893)	(951,608)
	95%	645,433	334,375	178,544	22,535	(133,474)	(289,483)	(445,492)
	100%	1,366,992	984,619	792,968	601,314	409,660	218,006	26,352
	105%	2,085,429	1,631,482	1,404,359	1,177,236	950,112	722,989	495,866
	110%	2,799,030	2,275,104	2,013,141	1,750,835	1,488,384	1,225,933	963,045
	115%	3,508,391	2,914,380	2,617,342	2,320,305	2,023,144	1,725,585	1,428,027
	120%	4,214,057	3,550,465	3,218,518	2,886,572	2,554,626	2,222,407	1,889,929
	125%	4,917,190	4,183,943	3,817,221	3,450,499	3,083,777	2,716,856	2,349,611

	Site Specific S106 £1,500							
	26,352	-	1,500	3,000	4,500	6,000	7,500	9,000
Balance (RLV - TLV)	26,352	-	1,500	3,000	4,500	6,000	7,500	9,000
	0	748,437	642,819	537,200	431,582	325,426	219,170	112,913
	20	662,718	557,100	451,482	345,446	239,189	132,933	26,676
	40	577,000	471,381	365,466	259,209	152,953	46,696	(59,709)
	60	491,281	385,486	279,229	172,972	66,716	(39,568)	(146,467)
	80	405,566	299,249	192,992	86,735	(19,521)	(126,326)	(233,225)
CIL Epsm	100	319,269	213,012	106,755	498	(106,185)	(213,084)	(319,983)
143.29	120	233,032	126,775	20,518	(86,044)	(192,943)	(299,842)	(406,742)
	140	146,795	40,538	(65,903)	(172,803)	(279,702)	(386,601)	(493,550)
	160	60,558	(45,763)	(152,662)	(259,561)	(366,460)	(473,359)	(580,833)
	180	(25,679)	(132,521)	(239,420)	(346,319)	(453,218)	(560,570)	(668,116)
	200	(112,380)	(219,279)	(326,178)	(433,077)	(540,308)	(647,853)	(760,088)
	220	(199,138)	(306,037)	(412,936)	(520,045)	(627,590)	(736,527)	(861,580)
	240	(285,896)	(392,796)	(499,782)	(607,328)	(714,873)	(838,019)	(963,071)
	260	(372,655)	(479,554)	(587,065)	(694,610)	(814,458)	(939,510)	(1,065,140)
	280	(459,413)	(566,803)	(674,348)	(790,896)	(915,949)	(1,041,436)	(1,167,245)
	300	(546,540)	(654,085)	(767,335)	(892,388)	(1,017,733)	(1,143,541)	(1,269,350)
	320	(633,823)	(743,774)	(868,827)	(994,029)	(1,119,838)	(1,245,646)	(1,371,455)
	340	(721,105)	(845,266)	(970,325)	(1,096,134)	(1,221,943)	(1,347,751)	(1,473,560)
	360	(821,704)	(946,757)	(1,072,430)	(1,198,239)	(1,324,048)	(1,449,856)	(1,576,168)
	380	(923,196)	(1,048,727)	(1,174,535)	(1,300,344)	(1,426,153)	(1,552,331)	(1,678,890)
	400	(1,025,023)	(1,150,832)	(1,276,640)	(1,402,449)	(1,528,474)	(1,655,044)	(1,781,613)



## Appendix 6 – Rural Exception Sites Appraisals

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# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: **M**  
 Title: **8 No. Units - Rural Exemption**  
 Notes: **Greenfield allocation**

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme		8 Units							
AH Policy requirement (% Target)		100%							
AH tenure split %		Affordable Rent:		67.6%					
		Shared ownership		32.4%					
		Starter Homes		0.0%					
Open Market Sale (OMS) housing		0%							
CIL Rate (£ psm)		100%							
		143.29 £ psm							
<b>Unit mix -</b>		<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>		
1 bed House		3.3%	0.0	16.3%	1.3	16%	1.3		
2 bed House		20.9%	0.0	57.4%	4.6	57%	4.6		
3 bed House		40.8%	0.0	23.5%	1.9	24%	1.9		
4 bed House		35.0%	0.0	2.8%	0.2	3%	0.2		
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0		
1 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0		
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0		
Total number of units		100.0%	0.0	100.0%	8.0	100%	8.0		
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
1 bed House		50.0	538		50.0	538			
2 bed House		70.0	753		70.0	753			
3 bed House		90.0	969		90.0	969			
4 bed House		110.0	1,184		110.0	1,184			
5 bed House		0.0	0		0.0	0			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		61.0	657	85.0%	71.8	772			
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>				
1 bed House		50.0	538		50.0	538			
2 bed House		70.0	753		70.0	753			
3 bed House		84.0	904		84.0	904			
4 bed House		97.0	1,044		97.0	1,044			
5 bed House		0.0	0		0.0	0			
1 bed Flat		50.0	538	85.0%	58.8	633			
2 bed Flat		61.0	657	85.0%	71.8	772			
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>			
1 bed House		0	0	65	702	65	702		
2 bed House		0	0	321	3,460	321	3,460		
3 bed House		0	0	158	1,701	158	1,701		
4 bed House		0	0	21	230	21	230		
5 bed House		0	0	0	0	0	0		
1 bed Flat		0	0	0	0	0	0		
2 bed Flat		0	0	0	0	0	0		
		0	0	566	6,092	566	6,092		
AH % by floor area:		100.00% AH % by floor area due to mix							
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>Epsm</b>	<b>Epsf</b>	<b>total MV £ (no AH)</b>				
1 bed House		180,000	3,600	334	234,720				
2 bed House		210,000	3,000	279	964,320				
3 bed House		270,000	3,000	279	507,816				
4 bed House		330,000	3,000	279	72,600				
5 bed House		0	#DIV/0!	#DIV/0!	0				
1 bed Flat		150,000	3,000	279	0				
2 bed Flat		183,000	3,000	279	0				
		1,779,456							
<b>Affordable Housing values (£) -</b>		<b>Affordable Rent:</b>	<b>Epsm</b>	<b>% of MV Shared ownership</b>	<b>Epsm</b>	<b>% of MV</b>	<b>Starter Homes</b>	<b>Epsm</b>	<b>% of MV</b>
1 bed House		90,000	1,800	50%	126,000	2,520	144,000	2,880	80%
2 bed House		105,000	1,500	50%	147,000	2,100	168,000	2,400	80%
3 bed House		135,000	1,607	50%	189,000	2,250	216,000	2,571	80%
4 bed House		165,000	1,701	50%	231,000	2,381	250,000	2,577	76%
5 bed House		0	#DIV/0!	50%	0	#DIV/0!	0	#DIV/0!	76%
1 bed Flat		75,000	1,500	50%	105,000	2,100	120,000	2,400	80%
2 bed Flat		91,500	1,500	50%	128,100	2,100	146,400	2,400	80%

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	180,000	-
2 bed House	0.0	@	210,000	-
3 bed House	0.0	@	270,000	-
4 bed House	0.0	@	330,000	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	183,000	-
	0.0			-
<b>Affordable Rent GDV -</b>				
1 bed House	0.9	@	90,000	79,335
2 bed House	3.1	@	105,000	325,940
3 bed House	1.3	@	135,000	171,642
4 bed House	0.1	@	165,000	24,539
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	75,000	-
2 bed Flat	0.0	@	91,500	-
	5.4			601,456
<b>Shared ownership</b>				
1 bed House	0.4	@	126,000	53,234
2 bed House	1.5	@	147,000	218,708
3 bed House	0.6	@	189,000	115,173
4 bed House	0.1	@	231,000	16,466
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	128,100	-
	2.6			403,581
<b>Starter Homes</b>				
2 bed House	0.0	@	144,000	-
3 bed House	0.0	@	168,000	-
4 bed House	0.0	@	216,000	-
5 bed House	0.0	@	250,000	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	120,000	-
0.00%	0.0	@	146,400	-
	0.0			-
<b>Sub-total GDV Residential</b>	<b>8.0</b>			<b>1,005,037</b>
<i>AH on-site cost analysis:</i>			<i>£MV less EGDV</i>	<i>774,419</i>
		<i>1,368 £ psm (total GIA sqm)</i>	<i>96,802 £ per unit (total units)</i>	
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>1,005,037</b>

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL		0 sqm		143.29 £ psm	-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	8 units @		1,500 per unit	(12,000)
	S106 analysis:	1.19% % of GDV		1,500 £ per unit (total units)	-
AH Commuted Sum		566 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV			-
<b>Construction Costs -</b>					
Site Clearance and Demolition		0.90 acres @		0 £ per acre (if brownfield)	-
<b>Infrastructure costs -</b>					
Policy SP10 - Climate Change		2,557 per dwelling			(20,456)
Policy LP32 - Electric charging point		1,000 per dwelling			(8,000)
Policy SP09 - Cross-boundary mitigation		122 per dwelling			(975)
Policy LP18 - Biodiversity & Geodiversity		42,545 per gross hectare			(17,190)
Policy SP10 - Climate Change (low carbon)		3,500 per dwelling			(28,000)
Policy SP10 - Climate Change		2,557 per dwelling			(20,456)
	total	0.90 acres @		0 per acre	(95,077)
	Infra. Costs analysis:	9.46% % of GDV		11,885 £ per unit (total units)	-
1 bed House		65 sqm @		1,213 psm	(79,088)
2 bed House		321 sqm @		1,213 psm	(389,907)
3 bed House		158 sqm @		1,213 psm	(191,638)
4 bed House		21 sqm @		1,213 psm	(25,885)
5 bed House		- sqm @		1,213 psm	-
1 bed Flat		- sqm @		1,366 psm	-
2 bed Flat	566	- sqm @		1,366 psm	-
External works		686,518 @		15.0% 12,872 £ per unit	(102,978)
M4(2) Category 2 Housing		50% of All units	8 units @	521 £ per dwelling	(2,084)
M4(3) Category 3 Housing		0% of All units	8 units @	10,307 £ per dwelling	-
Water efficiency			8 units @	9 £ per dwelling	(72)
Contingency		886,729 @		5.0%	(44,336)
Professional Fees		886,729 @		10.0%	(88,673)
<b>Disposal Costs -</b>					
Marketing and Promotion		- OMS @		1.50%	-
Residential Sales Agent Costs		- OMS @		1.50%	-
Residential Sales Legal Costs		- OMS @		0.50%	-
<b>Interest (on Development Costs) -</b>					
		7.50% APR		0.604% pcm	(322,750)
<b>Developers Profit -</b>					
Margin on AH		1,005,037		6.00% on AH values	(60,302)
Profit on GDV		0		20.00%	-
		1,367,568		0.00% on costs	-
		1,005,037		6.00% blended	(60,302)
<b>TOTAL COSTS</b>					<b>(1,427,870)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

RESIDUAL LAND VALUE				
Residual Land Value (gross)				(422,833)
SDLT	-	@	5.0% (slabbed)	10,500
Acquisition Agent fees	-	@	1.0%	-
Acquisition Legal fees	-	@	0.5%	-
Interest on Land	-	@	7.5%	-
Residual Land Value				(412,333)
<i>RLV analysis:</i>	(51,542) £ per plot	(1,133,917) £ per ha	(458,890) £ per acre	

THRESHOLD LAND VALUE				
Residential Density		22.0 dp net ha		
Site Area (Resi)		0.36 net ha	0.90 net acres	
<i>Density analysis:</i>		1,556 sqm/ha	6,780 sqft/ac	
Threshold Land Value	6,240 £ per plot	137,278 £ per net ha	55,556 £ per net acre	49,919
		90% Gross to net	0.40 Gross hectares	

BALANCE			
Surplus/(Deficit)	(1,271,194) £ per ha	(514,445) £ per acre	(462,253)

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

SENSITIVITY ANALYSIS		AH - % on site 100%							
Balance (RLV - TLV)	(462,253)	40%	50%	60%	70%	80%	90%	100%	
CIL Epsm 143.29	0	92,487	55,631	18,775	(18,081)	(57,464)	(100,426)	(462,253)	
	20	84,267	48,781	13,295	(22,191)	(60,649)	(102,029)	(462,253)	
	40	76,048	41,932	7,816	(26,301)	(63,835)	(103,631)	(462,253)	
	60	67,829	35,082	2,336	(30,410)	(67,029)	(105,234)	(462,253)	
	80	59,610	28,233	(3,143)	(34,520)	(70,234)	(106,836)	(462,253)	
	100	51,390	21,384	(8,623)	(38,630)	(73,440)	(108,439)	(462,253)	
	120	43,171	14,534	(14,102)	(43,280)	(76,645)	(110,041)	(462,253)	
	140	34,952	7,685	(19,582)	(48,058)	(79,850)	(111,652)	(462,253)	
	160	26,732	835	(25,062)	(52,863)	(83,055)	(113,265)	(462,253)	
	180	18,513	(6,014)	(30,541)	(57,670)	(86,260)	(114,877)	(462,253)	
	200	10,294	(12,863)	(36,041)	(62,478)	(89,465)	(116,489)	(462,253)	
	220	2,075	(19,723)	(41,901)	(67,285)	(92,670)	(118,101)	(462,253)	
	240	(6,162)	(26,614)	(48,311)	(72,093)	(95,875)	(119,713)	(462,253)	
	260	(14,431)	(33,505)	(54,721)	(76,901)	(99,080)	(121,326)	(462,253)	
	280	(22,700)	(40,555)	(61,131)	(81,708)	(102,285)	(122,938)	(462,253)	
	300	(30,969)	(48,567)	(67,541)	(86,516)	(105,490)	(124,550)	(462,253)	
	320	(39,238)	(56,580)	(73,951)	(91,323)	(108,695)	(126,162)	(462,253)	
	340	(48,823)	(64,592)	(80,362)	(96,131)	(111,900)	(127,774)	(462,253)	
	360	(58,438)	(72,605)	(86,772)	(100,938)	(115,105)	(129,387)	(462,253)	
	380	(68,053)	(80,618)	(93,182)	(105,746)	(118,310)	(130,999)	(462,253)	
400	(77,668)	(88,630)	(99,592)	(110,553)	(121,520)	(132,611)	(462,253)		
420	(87,284)	(96,643)	(106,002)	(115,361)	(124,744)	(134,224)	(462,253)		
440	(96,899)	(104,655)	(112,412)	(120,168)	(127,969)	(135,836)	(462,253)		
460	(106,514)	(112,668)	(118,822)	(124,976)	(131,193)	(137,448)	(462,253)		
480	(116,129)	(120,680)	(125,232)	(129,783)	(134,417)	(148,405)	(462,253)		
Balance (RLV - TLV)	(462,253)	0%	50%	60%	70%	80%	90%	100%	
Site Specific S106 1,500	-	152,994	17,787	(9,255)	(36,296)	(67,241)	(98,772)	(353,325)	
	1,500	141,766	6,558	(20,483)	(48,846)	(80,377)	(111,918)	(462,253)	
	3,000	130,537	(4,670)	(31,712)	(61,981)	(93,512)	(125,132)	(571,180)	
	4,500	119,309	(15,899)	(43,586)	(75,117)	(106,648)	(142,531)	(680,108)	
	6,000	108,080	(27,183)	(56,722)	(88,252)	(119,783)	(251,459)	(789,036)	
	7,500	96,852	(38,479)	(69,857)	(101,388)	(132,992)	(360,387)	(897,964)	
	9,000	85,623	(51,462)	(82,992)	(114,523)	(146,207)	(469,315)	(1,006,892)	
	10,500	74,395	(64,597)	(96,128)	(127,658)	(159,421)	(578,243)	(1,115,820)	
	12,000	63,166	(77,732)	(109,263)	(140,852)	(172,636)	(687,171)	(1,224,748)	
	13,500	51,937	(90,868)	(122,398)	(154,066)	(258,521)	(796,099)	(1,333,676)	
	15,000	40,708	(104,003)	(135,534)	(167,281)	(367,449)	(905,026)	(1,442,604)	
	16,500	29,479	(117,138)	(148,711)	(180,496)	(476,377)	(1,013,954)	(1,551,532)	
	18,000	18,250	(130,274)	(161,926)	(193,711)	(585,305)	(1,122,882)	(1,660,460)	
	19,500	7,021	(143,409)	(175,141)	(206,925)	(694,233)	(1,231,810)	(1,769,388)	
	21,000	(4,565)	(156,571)	(188,355)	(265,583)	(803,161)	(1,340,738)	(1,878,316)	
	22,500	(15,861)	(169,785)	(201,570)	(374,511)	(912,089)	(1,449,666)	(1,987,244)	
	24,000	(27,158)	(183,000)	(214,785)	(483,439)	(1,021,017)	(1,558,594)	(2,096,172)	
	25,500	(38,454)	(196,215)	(228,000)	(592,367)	(1,129,944)	(1,667,522)	(2,205,100)	
	27,000	(51,433)	(209,430)	(241,214)	(701,295)	(1,238,872)	(1,776,450)	(2,314,028)	
	28,500	(64,568)	(222,644)	(272,645)	(810,223)	(1,347,800)	(1,885,378)	(2,422,956)	
30,000	(77,703)	(235,859)	(381,573)	(919,151)	(1,456,728)	(1,994,306)	(2,531,884)		

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Scheme Ref: M  
 Title: 8 No. Units - Rural Exemption  
 Notes: Greenfield allocation

	AH - % on site 100%							
	(462,253)	0%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)								
	50,000	146,758	11,550	(15,491)	(43,854)	(75,385)	(106,926)	(457,261)
	75,000	124,294	(10,914)	(37,955)	(66,318)	(97,849)	(129,389)	(479,724)
TLV (per net acre)	100,000	101,831	(33,377)	(60,419)	(88,781)	(120,312)	(151,853)	(502,188)
55,556	125,000	79,367	(55,841)	(82,882)	(111,245)	(142,776)	(174,317)	(524,652)
	150,000	56,903	(78,304)	(105,346)	(133,709)	(165,239)	(196,780)	(547,115)
	175,000	34,440	(100,768)	(127,810)	(156,172)	(187,703)	(219,244)	(569,579)
	200,000	11,976	(123,232)	(150,273)	(178,636)	(210,167)	(241,708)	(592,042)
	225,000	(10,488)	(145,695)	(172,737)	(201,100)	(232,630)	(264,171)	(614,506)
	250,000	(32,951)	(168,159)	(195,201)	(223,563)	(255,094)	(286,635)	(636,970)
	275,000	(55,415)	(190,623)	(217,664)	(246,027)	(277,558)	(309,098)	(659,433)

	AH - % on site 100%							
	(462,253)	0%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)								
	5	(88,814)	(226,698)	(258,229)	(289,760)	(321,477)	(684,746)	(1,222,324)
	10	60,385	(74,823)	(102,344)	(133,874)	(165,405)	(197,098)	(730,513)
Density (dph)	15	110,118	(25,090)	(52,132)	(81,913)	(113,443)	(145,043)	(566,576)
22	20	134,984	(224)	(27,265)	(55,932)	(87,462)	(119,016)	(484,608)
	22	141,766	6,558	(20,483)	(48,846)	(80,377)	(111,918)	(462,253)
	25	149,904	14,696	(12,345)	(40,357)	(71,874)	(103,405)	(435,426)
	30	159,851	24,643	(2,399)	(29,983)	(61,482)	(93,012)	(402,639)
	35	166,955	31,747	4,706	(22,573)	(54,059)	(85,589)	(379,220)
	40	172,284	37,076	10,034	(17,015)	(48,491)	(80,022)	(361,655)
	45	176,428	41,220	14,179	(12,863)	(44,161)	(75,692)	(347,993)
	50	179,744	44,536	17,494	(9,547)	(40,697)	(72,228)	(337,064)

	AH - % on site 100%							
	(462,253)	0%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)								
	95%	194,925	53,688	25,441	(2,806)	(31,053)	(62,537)	(95,471)
	100%	141,766	6,558	(20,483)	(48,846)	(80,377)	(111,918)	(462,253)
Build rate (Epsm)	105%	88,607	(40,919)	(71,039)	(101,159)	(131,343)	(335,098)	(860,978)
	110%	35,327	(96,053)	(124,762)	(153,607)	(231,337)	(745,521)	(1,259,704)
	115%	(18,153)	(151,187)	(178,708)	(206,236)	(653,457)	(1,155,943)	(1,658,430)
	120%	(76,878)	(206,648)	(232,756)	(584,787)	(1,075,577)	(1,566,366)	(2,057,156)
	125%	(139,064)	(262,115)	(539,512)	(1,018,604)	(1,497,697)	(1,976,789)	(2,455,882)
	130%	(201,251)	(517,631)	(985,026)	(1,452,421)	(1,919,817)	(2,387,212)	(2,854,607)

	AH - % on site 100%							
	(462,253)	0%	50%	60%	70%	80%	90%	100%
Balance (RLV - TLV)								
	50%	(3,803,730)	(2,132,991)	(1,798,844)	(1,464,696)	(1,130,548)	(796,400)	(462,253)
	60%	(2,060,279)	(1,261,266)	(1,101,463)	(941,661)	(781,858)	(622,055)	(462,253)
Cahnges in sales values (£)	70%	(344,190)	(389,540)	(404,083)	(418,625)	(433,168)	(447,710)	(462,253)
	80%	(171,413)	(157,557)	(154,786)	(152,015)	(149,244)	(273,365)	(462,253)
	90%	(5,323)	(71,605)	(85,972)	(100,338)	(114,705)	(129,196)	(462,253)
	100%	141,766	6,558	(20,483)	(48,846)	(80,377)	(111,918)	(462,253)
	110%	288,547	79,949	38,229	(3,491)	(46,153)	(85,589)	(462,253)
	120%	434,867	153,221	96,892	40,544	(15,854)	(77,597)	(462,253)
	130%	580,966	226,270	155,331	84,392	13,453	(60,529)	(462,253)
	140%	727,064	299,320	213,771	128,222	42,673	(43,461)	(462,253)
	150%	872,804	372,301	272,201	172,051	71,893	(28,266)	(462,253)

	(462,253)	Site Specific S106						£1,500	
		-	1,500	3,000	4,500	6,000	7,500	9,000	
Balance (RLV - TLV)									
	0	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	20	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	40	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	60	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	80	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	100	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	120	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	140	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	160	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	180	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	200	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	220	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	240	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	260	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	280	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	300	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	320	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	340	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	360	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	380	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	
	400	(353,325)	(462,253)	(571,180)	(680,108)	(789,036)	(897,964)	(1,006,892)	

## Appendix 7 – Elderly Accommodation Appraisals

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# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

**Scheme Ref:** N  
**Title:** 50 No. Units  
**Notes:** Brownfield allocation - over 55 year accommodation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				50 Units					
AH Policy requirement (% Target)				35%					
AH tenure split %		Affordable Rent:		67.6%					
		Shared ownership		32.4%					
		Starter Homes		0.0%					
Open Market Sale (OMS) housing				65%					
				100%					
CIL Rate (£ psm)				0.00 £ psm					
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
4 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
5 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
1 bed Flat	75.0%	24.4		75.0%	13.1	75%	37.5		
2 bed Flat	25.0%	8.1		25.0%	4.4	25%	12.5		
Total number of units	100.0%	32.5		100.0%	17.5	100%	50.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	0.0	0				0.0	0		
2 bed House	0.0	0				0.0	0		
3 bed House	0.0	0				0.0	0		
4 bed House	0.0	0				0.0	0		
5 bed House	0.0	0				0.0	0		
1 bed Flat	55.0	592		75.0%		73.3	789		
2 bed Flat	70.0	753		75.0%		93.3	1,005		
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	50.0	538				50.0	538		
2 bed House	70.0	753				70.0	753		
3 bed House	84.0	904				84.0	904		
4 bed House	97.0	1,044				97.0	1,044		
5 bed House	0.0	0				0.0	0		
1 bed Flat	50.0	538		75.0%		66.7	718		
2 bed Flat	61.0	657		75.0%		81.3	875		
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	0	0		0	0	0	0		
3 bed House	0	0		0	0	0	0		
4 bed House	0	0		0	0	0	0		
5 bed House	0	0		0	0	0	0		
1 bed Flat	1,788	19,240		875	9,418	2,663	28,659		
2 bed Flat	758	8,163		356	3,830	1,114	11,993		
	2,546	27,403		1,231	13,249	3,777	40,652		
<i>AH % by floor area:</i>		<i>32.59% AH % by floor area due to mix</i>							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£psm	£psf					total MV £ (no AH)	
1 bed House	170,000	#DIV/0!	#DIV/0!					0	
2 bed House	0	#DIV/0!	#DIV/0!					0	
3 bed House	0	#DIV/0!	#DIV/0!					0	
4 bed House	0	#DIV/0!	#DIV/0!					0	
5 bed House	0	#DIV/0!	#DIV/0!					0	
1 bed Flat	210,000	3,818	355					7,875,000	
2 bed Flat	280,000	4,000	372					3,500,000	
								11,375,000	
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	£psm	% of MV Shared ownership	£psm	% of MV	Starter Homes	£psm	% of MV	
1 bed House	85,000	1,700	50%	119,000	2,380	70%	136,000	2,720	80%
2 bed House	0	0	50%	0	0	70%	0	0	80%
3 bed House	0	0	50%	0	0	70%	0	0	80%
4 bed House	0	0	50%	0	0	70%	0	0	80%
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	70%	0	#DIV/0!	80%
1 bed Flat	105,000	2,100	50%	147,000	2,940	70%	168,000	3,360	80%
2 bed Flat	140,000	2,295	50%	196,000	3,213	70%	224,000	3,672	80%

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b>				
	(part houses due to % mix)			
1 bed House	0.0	@	170,000	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	24.4	@	210,000	5,118,750
2 bed Flat	8.1	@	280,000	2,275,000
	32.5			7,393,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	85,000	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	8.9	@	105,000	931,613
2 bed Flat	3.0	@	140,000	414,050
	11.8			1,345,663
<b>Shared ownership</b>				
1 bed House	0.0	@	119,000	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	4.3	@	147,000	625,118
2 bed Flat	1.4	@	196,000	277,830
	5.7			902,948
<b>Starter Homes</b>				
2 bed House	0.0	@	136,000	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	168,000	-
0.00%	0.0	@	224,000	-
	0.0			-
<b>Sub-total GDV Residential</b>				
			50.0	9,642,360
<i>AH on-site cost analysis:</i>				
			459 £ psm (total GIA sqm)	EMV less £GDV 1,732,640
				34,653 £ per unit (total units)
<b>Grant</b>				
	50	@	0	-
<b>Total GDV</b>				
				9,642,360

# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL		2,546 sqm		0.00 £ psm	-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	50 units @		1,500 per unit	(75,000) (75,000)
	S106 analysis:	0.78% % of GDV		1,500 £ per unit (total units)	
AH Commuted Sum		3,777 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.24 acres @		110,000 £ per acre (if brownfield)	(135,905)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			-
	Policy LP32 - Safe, Sustainable and	1,000 per dwelling applied to 25% of total dwellings			(50,000)
	Policy SP09 - Cross-boundary mitiga	122 per dwelling			(6,095)
	Policy LP18 - Biodiversity & Geodive	42,545 per gross hectare			(26,591)
	Policy SP10 - Climate Change (low c	3,500 per dwelling			(175,000)
	Empty proeprty costs	35,000			(35,000)
	total	1.24 acres @		0 per acre	(292,685)
	Infra. Costs analysis:	3.04% % of GDV		5,854 £ per unit (total units)	
1 bed House		- sqm @		1,213 psm	-
2 bed House		- sqm @		1,213 psm	-
3 bed House		- sqm @		1,213 psm	-
4 bed House		- sqm @		1,213 psm	-
5 bed House		- sqm @		1,213 psm	-
1 bed Flat		2,663 sqm @		1,366 psm	(3,636,975)
2 bed Flat	3,777	1,114 sqm @		1,366 psm	(1,521,952)
External works		5,158,927 @		15.0% 15,477 £ per unit	(773,839)
M4(2) Category 2 Housing		50% of All units	50 units @	521 £ per dwelling	(13,025)
M4(3) Category 3 Housing		0% of All units	50 units @	10,307 £ per dwelling	-
Water efficiency			50 units @	9 £ per dwelling	(450)
Contingency		6,374,831 @		5.0%	(318,742)
Professional Fees		6,374,831 @		10.0%	(637,483)
<b>Disposal Costs -</b>					
Marketing and Promotion		7,393,750 OMS @		1.50%	(110,906)
Residential Sales Agent Costs		7,393,750 OMS @		1.50%	(110,906)
Residential Sales Legal Costs		7,393,750 OMS @		0.50%	(36,969)
Interest (on Development Costs) -		7.50% APR		0.604% pcm	(665,871)
<b>Developers Profit -</b>					
Margin on AH		2,248,610		6.00% on AH values	(134,917)
Profit on GDV		7,393,750		20.00%	(1,478,750)
		8,409,957		17.58% on costs	(1,478,750)
		9,642,360		16.74% blended	(1,613,667)
<b>TOTAL COSTS</b>					<b>(10,023,624)</b>

## 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

### RESIDUAL LAND VALUE

Residual Land Value (gross)				(381,264)
SDLT	- @	5.0%	(slabbed)	10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.5%		-
Residual Land Value				<b>(370,764)</b>
<i>RLV analysis:</i>	<i>(7,415) £ per plot</i>	<i>(741,528) £ per ha</i>	<i>(300,092) £ per acre</i>	

### THRESHOLD LAND VALUE

Residential Density	100.0	dp net ha		
Site Area (Resi)	0.50	net ha	1.24	net acres
<i>Density analysis:</i>	7,553	<i>sqm/ha</i>	32,903	<i>sqft/ac</i>
Threshold Land Value	5,096 £ per plot	509,644	206,250	£ per net acre
	80%	Gross to net	0.63	Gross hectares
				<b>254,822</b>

### BALANCE

Surplus/(Deficit)	<b>(1,251,171)</b>	£ per ha	<b>(506,342)</b>	£ per acre	<b>(625,586)</b>
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# 201029\_babergh & mid Residential Appraisals\_BETA\_2.7

Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	(625,586)	15%	20%	25%	30%	35%	40%	45%	
	0	(399,728)	(456,048)	(512,560)	(569,073)	(625,586)	(682,098)	(738,611)	
	20	(482,751)	(534,369)	(585,987)	(637,604)	(689,222)	(740,839)	(792,457)	
	40	(565,968)	(612,690)	(659,413)	(706,135)	(752,858)	(799,580)	(846,363)	
	60	(649,184)	(691,011)	(732,839)	(774,666)	(816,494)	(858,456)	(900,534)	
	80	(732,400)	(769,333)	(806,265)	(843,245)	(880,398)	(917,552)	(954,706)	
CL Epsm	100	(815,617)	(847,732)	(879,961)	(912,190)	(944,419)	(976,648)	(1,008,877)	
0.00	120	(899,222)	(926,526)	(953,831)	(981,135)	(1,008,439)	(1,035,744)	(1,063,048)	
	140	(982,941)	(1,005,321)	(1,027,701)	(1,050,080)	(1,072,460)	(1,094,840)	(1,117,342)	
	160	(1,066,661)	(1,084,116)	(1,101,571)	(1,119,026)	(1,136,481)	(1,154,139)	(1,171,840)	
	180	(1,150,380)	(1,162,910)	(1,175,441)	(1,188,097)	(1,200,844)	(1,213,592)	(1,226,339)	
	200	(1,234,099)	(1,241,873)	(1,249,666)	(1,257,459)	(1,265,252)	(1,273,045)	(1,280,838)	
	220	(1,318,305)	(1,321,144)	(1,323,983)	(1,326,821)	(1,329,660)	(1,332,498)	(1,335,337)	
	240	(1,402,531)	(1,400,415)	(1,398,299)	(1,396,183)	(1,394,067)	(1,391,951)	(1,390,030)	
	260	(1,486,756)	(1,479,686)	(1,472,616)	(1,465,545)	(1,458,515)	(1,451,687)	(1,444,858)	
	280	(1,570,982)	(1,558,957)	(1,546,938)	(1,535,125)	(1,523,312)	(1,511,499)	(1,499,686)	
	300	(1,655,298)	(1,638,501)	(1,621,704)	(1,604,906)	(1,588,109)	(1,571,312)	(1,554,515)	
	320	(1,740,032)	(1,718,251)	(1,696,469)	(1,674,688)	(1,652,906)	(1,631,124)	(1,609,343)	
	340	(1,824,767)	(1,798,001)	(1,771,235)	(1,744,469)	(1,717,703)	(1,690,948)	(1,664,448)	
	360	(1,909,502)	(1,877,751)	(1,846,001)	(1,814,250)	(1,782,637)	(1,751,122)	(1,858,047)	
	380	(1,994,236)	(1,957,501)	(1,920,883)	(1,884,354)	(1,847,825)	(1,834,635)	(2,213,105)	
	400	(2,079,188)	(2,037,644)	(1,996,101)	(1,954,557)	(2,075,587)	(2,321,968)	(2,570,549)	
	420	(2,164,435)	(2,117,877)	(2,071,319)	(2,281,043)	(2,495,677)	(2,712,122)	(2,930,589)	
	440	(2,249,681)	(2,369,711)	(2,551,398)	(2,734,537)	(2,919,077)	(3,105,897)	(3,294,386)	
	460	(2,736,732)	(2,887,330)	(3,039,032)	(3,191,935)	(3,347,351)	(3,502,767)	(3,658,183)	
	480	(3,289,670)	(3,410,262)	(3,532,605)	(3,654,949)	(3,777,292)	(3,899,636)	(4,021,979)	
		AH - % on site 35%							
Balance (RLV - TLV)	(625,586)	15%	20%	25%	30%	35%	40%	45%	
	-	(311,165)	(367,482)	(423,800)	(480,117)	(536,488)	(593,000)	(649,513)	
	1,000	(370,207)	(426,524)	(482,861)	(539,374)	(595,886)	(652,399)	(708,912)	
	2,000	(429,249)	(485,747)	(542,260)	(598,772)	(655,285)	(711,798)	(768,310)	
	3,000	(488,633)	(545,146)	(601,659)	(658,171)	(714,684)	(771,196)	(827,709)	
	4,000	(548,032)	(604,545)	(661,057)	(717,570)	(774,083)	(830,595)	(887,415)	
	5,000	(607,431)	(663,943)	(720,456)	(776,969)	(833,481)	(890,320)	(947,173)	
Site Specific S106	6,000	(666,830)	(723,342)	(779,855)	(836,373)	(893,226)	(950,078)	(1,006,930)	
1,500	7,000	(726,228)	(782,741)	(839,279)	(896,131)	(952,984)	(1,009,836)	(1,066,688)	
	8,000	(785,627)	(842,184)	(899,037)	(955,889)	(1,012,741)	(1,069,594)	(1,126,624)	
	9,000	(845,090)	(901,942)	(958,795)	(1,015,647)	(1,072,499)	(1,129,406)	(1,186,743)	
	10,000	(904,848)	(961,700)	(1,018,552)	(1,075,405)	(1,132,257)	(1,189,525)	(1,246,862)	
	11,000	(964,606)	(1,021,458)	(1,078,310)	(1,135,163)	(1,192,307)	(1,249,644)	(1,306,981)	
	12,000	(1,024,363)	(1,081,216)	(1,138,068)	(1,195,088)	(1,252,426)	(1,309,763)	(1,367,157)	
	13,000	(1,084,121)	(1,140,974)	(1,197,870)	(1,255,207)	(1,312,545)	(1,369,882)	(1,427,640)	
	14,000	(1,143,879)	(1,200,731)	(1,257,989)	(1,315,326)	(1,372,664)	(1,430,154)	(1,488,122)	
	15,000	(1,203,637)	(1,260,771)	(1,318,108)	(1,375,445)	(1,432,783)	(1,490,636)	(1,548,605)	
	16,000	(1,263,552)	(1,320,890)	(1,378,227)	(1,435,564)	(1,493,150)	(1,551,119)	(1,609,087)	
	17,000	(1,323,671)	(1,381,009)	(1,438,346)	(1,495,683)	(1,553,632)	(1,611,601)	(1,669,879)	
	18,000	(1,383,790)	(1,441,128)	(1,498,465)	(1,556,146)	(1,614,115)	(1,672,083)	(1,929,443)	
	19,000	(1,443,910)	(1,501,247)	(1,558,660)	(1,616,629)	(1,674,597)	(1,732,828)	(2,321,772)	
	20,000	(1,504,029)	(1,561,366)	(1,619,143)	(1,677,111)	(1,735,080)	(1,822,353)	(2,716,982)	

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Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - over 55 year accommodation

		AH - % on site 35%							
		(625,586)	15%	20%	25%	30%	35%	40%	45%
Balance (RLV - TLV)	50,000	(206,681)	(263,001)	(319,514)	(376,026)	(432,539)	(489,051)	(545,564)	
	75,000	(237,568)	(293,888)	(350,401)	(406,914)	(463,426)	(519,939)	(576,452)	
	TLV (per net acre)	(268,456)	(324,776)	(381,289)	(437,801)	(494,314)	(550,826)	(607,339)	
	206,250	(299,343)	(355,663)	(412,176)	(468,689)	(525,201)	(581,714)	(638,227)	
	150,000	(330,231)	(386,551)	(443,064)	(499,576)	(556,089)	(612,601)	(669,114)	
	175,000	(361,118)	(417,438)	(473,951)	(530,464)	(586,976)	(643,489)	(700,002)	
	200,000	(392,006)	(448,326)	(504,839)	(561,351)	(617,864)	(674,376)	(730,889)	
	225,000	(422,893)	(479,213)	(535,726)	(592,239)	(648,751)	(705,264)	(761,777)	
	250,000	(453,781)	(510,101)	(566,614)	(623,126)	(679,639)	(736,151)	(792,664)	
275,000	(484,668)	(540,988)	(597,501)	(654,014)	(710,526)	(767,039)	(823,552)		
		AH - % on site 35%							
		(625,586)	15%	20%	25%	30%	35%	40%	45%
Density (dph)	25	(1,853,676)	(1,910,529)	(1,967,456)	(2,024,793)	(2,082,130)	(2,139,468)	(2,197,256)	
	27	(1,709,798)	(1,766,650)	(1,823,502)	(1,880,501)	(1,937,839)	(1,995,176)	(2,052,549)	
	30	(1,529,950)	(1,586,802)	(1,643,654)	(1,700,507)	(1,757,474)	(1,814,811)	(1,872,148)	
	32	(1,428,785)	(1,485,637)	(1,542,490)	(1,599,342)	(1,656,194)	(1,713,356)	(1,770,693)	
	35	(1,298,770)	(1,355,569)	(1,412,421)	(1,469,273)	(1,526,126)	(1,582,978)	(1,640,251)	
	37	(1,223,990)	(1,280,574)	(1,337,426)	(1,394,279)	(1,451,131)	(1,507,983)	(1,565,041)	
	40	(1,125,840)	(1,182,353)	(1,238,996)	(1,295,848)	(1,352,701)	(1,409,553)	(1,466,405)	
	42	(1,068,197)	(1,124,710)	(1,181,222)	(1,238,040)	(1,294,892)	(1,351,745)	(1,408,597)	
	45	(991,339)	(1,047,852)	(1,104,365)	(1,160,962)	(1,217,814)	(1,274,667)	(1,331,519)	
	47	(945,552)	(1,002,064)	(1,058,577)	(1,115,090)	(1,171,896)	(1,228,748)	(1,285,600)	
	50	(883,739)	(940,251)	(996,764)	(1,053,276)	(1,109,906)	(1,166,758)	(1,223,610)	
			AH - % on site 35%						
		(625,586)	15%	20%	25%	30%	35%	40%	45%
Build rate (£psm)	95%	(24,413)	(74,625)	(124,837)	(175,049)	(225,274)	(280,624)	(339,074)	
	100%	(399,728)	(456,048)	(512,560)	(569,073)	(625,586)	(682,098)	(738,611)	
	105%	(813,378)	(867,944)	(922,638)	(977,331)	(1,032,024)	(1,086,717)	(1,141,679)	
	110%	(1,229,596)	(1,282,543)	(1,335,536)	(1,388,529)	(1,441,522)	(1,495,057)	(1,548,655)	
	115%	(1,648,461)	(1,699,874)	(1,751,286)	(1,802,699)	(1,854,681)	(2,550,912)	(3,417,967)	
	120%	(2,070,017)	(2,119,970)	(2,702,541)	(3,552,755)	(4,410,838)	(5,268,921)	(6,127,005)	
	125%	(3,774,542)	(4,618,125)	(5,461,709)	(6,305,292)	(7,148,875)	(7,992,459)	(8,836,042)	
	130%	(6,570,578)	(7,399,662)	(8,228,745)	(9,057,829)	(9,886,913)	(10,715,996)	(11,545,080)	
			AH - % on site 35%						
		(625,586)	15%	20%	25%	30%	35%	40%	45%
Cahnges in sales values (£)	50%	(21,665,906)	(20,707,192)	(19,748,477)	(18,789,762)	(17,831,048)	(16,872,333)	(15,913,619)	
	60%	(15,291,597)	(14,707,842)	(14,124,087)	(13,540,331)	(12,956,576)	(12,372,821)	(11,789,066)	
	70%	(8,917,288)	(8,708,492)	(8,499,696)	(8,290,900)	(8,082,104)	(7,873,309)	(7,664,513)	
	80%	(2,550,003)	(2,712,421)	(2,875,796)	(3,041,469)	(3,207,633)	(3,373,796)	(3,539,960)	
	90%	(1,183,051)	(1,193,846)	(1,204,641)	(1,215,435)	(1,226,230)	(1,237,025)	(1,247,819)	
	100%	(399,728)	(456,048)	(512,560)	(569,073)	(625,586)	(682,098)	(738,611)	
	110%	287,951	200,504	113,056	25,608	(61,839)	(149,287)	(236,734)	
	120%	948,320	822,339	696,358	570,372	444,202	318,033	191,863	
	130%	1,604,359	1,439,941	1,275,524	1,111,107	946,690	782,273	617,662	
	140%	2,257,188	2,054,523	1,851,857	1,649,192	1,446,526	1,243,861	1,041,094	
	150%	2,907,469	2,666,705	2,425,940	2,185,175	1,944,411	1,703,566	1,462,592	
			Site Specific S106 £1,500						
		(625,586)	-	3,000	6,000	9,000	12,000	15,000	18,000
CIL £psm	0	(536,488)	(714,684)	(893,226)	(1,072,499)	(1,252,426)	(1,432,783)	(1,614,115)	
	20	(600,124)	(778,320)	(957,246)	(1,136,520)	(1,316,833)	(1,497,464)	(1,678,912)	
	40	(663,759)	(841,994)	(1,021,267)	(1,200,884)	(1,381,241)	(1,562,261)	(1,743,709)	
	60	(727,395)	(906,014)	(1,085,288)	(1,265,291)	(1,445,649)	(1,627,058)	(1,808,800)	
	80	(791,031)	(970,035)	(1,149,342)	(1,329,699)	(1,510,408)	(1,691,855)	(1,873,988)	
	100	(854,782)	(1,034,056)	(1,213,750)	(1,394,107)	(1,575,205)	(1,756,652)	(2,243,790)	
	120	(918,803)	(1,098,076)	(1,278,157)	(1,458,555)	(1,640,002)	(1,821,821)	(2,665,220)	
	140	(982,823)	(1,162,208)	(1,342,565)	(1,523,352)	(1,704,799)	(1,909,599)	(3,089,963)	
	160	(1,046,844)	(1,226,615)	(1,406,972)	(1,588,149)	(1,769,655)	(2,327,699)	(3,519,905)	
	180	(1,110,865)	(1,291,023)	(1,471,498)	(1,652,946)	(1,834,843)	(2,749,803)	(3,949,847)	
	200	(1,175,073)	(1,355,431)	(1,536,295)	(1,717,743)	(1,992,372)	(3,175,846)	(4,379,788)	
	220	(1,239,481)	(1,419,838)	(1,601,092)	(1,782,676)	(2,411,753)	(3,605,788)	(4,809,730)	
	240	(1,303,889)	(1,484,442)	(1,665,889)	(1,847,865)	(2,834,505)	(4,035,730)	(5,239,672)	
	260	(1,368,296)	(1,549,239)	(1,730,686)	(2,075,842)	(3,261,730)	(4,465,672)	(5,669,614)	
	280	(1,432,704)	(1,614,036)	(1,795,698)	(2,495,934)	(3,691,671)	(4,895,613)	(6,099,555)	
	300	(1,497,385)	(1,678,833)	(1,860,887)	(2,919,336)	(4,121,613)	(5,325,555)	(6,529,497)	
	320	(1,562,182)	(1,743,630)	(2,159,494)	(3,347,613)	(4,551,555)	(5,755,497)	(6,959,439)	
	340	(1,626,979)	(1,808,720)	(2,580,258)	(3,777,555)	(4,981,497)	(6,185,439)	(7,389,381)	
	360	(1,691,776)	(1,873,909)	(3,004,287)	(4,207,497)	(5,411,439)	(6,615,381)	(7,819,323)	
	380	(1,756,573)	(2,243,278)	(3,433,496)	(4,637,438)	(5,841,380)	(7,045,322)	(8,249,264)	
	400	(1,821,742)	(2,664,703)	(3,863,438)	(5,067,380)	(6,271,322)	(7,475,264)	(8,679,206)	

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Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

ASSUMPTIONS - RESIDENTIAL USES									
Total number of units in scheme				50 Units					
AH Policy requirement (% Target)				35%					
AH tenure split %		Affordable Rent:		67.6%					
		Shared ownership		32.4%					
		Starter Homes		0.0%					
Open Market Sale (OMS) housing				65%					
				100%					
CIL Rate (£ psm)				0.00 £ psm					
<b>Unit mix -</b>									
	Mkt Units mix%	MV # units		AH mix%	AH # units	Overall mix%	Total # units		
1 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
2 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
3 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
4 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
5 bed House	0.0%	0.0		0.0%	0.0	0%	0.0		
1 bed Flat	75.0%	24.4		75.0%	13.1	75%	37.5		
2 bed Flat	25.0%	8.1		25.0%	4.4	25%	12.5		
Total number of units	100.0%	32.5		100.0%	17.5	100%	50.0		
<b>OMS Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	0.0	0				0.0	0		
2 bed House	0.0	0				0.0	0		
3 bed House	0.0	0				0.0	0		
4 bed House	0.0	0				0.0	0		
5 bed House	0.0	0				0.0	0		
1 bed Flat	55.0	592		75.0%		73.3	789		
2 bed Flat	70.0	753		75.0%		93.3	1,005		
<b>AH Unit Floor areas -</b>									
	Net area per unit (sqm)	(sqft)		Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)		
1 bed House	50.0	538				50.0	538		
2 bed House	70.0	753				70.0	753		
3 bed House	84.0	904				84.0	904		
4 bed House	97.0	1,044				97.0	1,044		
5 bed House	0.0	0				0.0	0		
1 bed Flat	50.0	538		75.0%		66.7	718		
2 bed Flat	61.0	657		75.0%		81.3	875		
<b>Total Gross Floor areas -</b>									
	Mkt Units GIA (sqm)	(sqft)		AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)		
1 bed House	0	0		0	0	0	0		
2 bed House	0	0		0	0	0	0		
3 bed House	0	0		0	0	0	0		
4 bed House	0	0		0	0	0	0		
5 bed House	0	0		0	0	0	0		
1 bed Flat	1,788	19,240		875	9,418	2,663	28,659		
2 bed Flat	758	8,163		356	3,830	1,114	11,993		
	2,546	27,403		1,231	13,249	3,777	40,652		
<i>AH % by floor area:</i>		<i>32.59% AH % by floor area due to mix</i>							
<b>Open Market Sales values (£) -</b>									
	£ OMS (per unit)	£psm	£psf					total MV £ (no AH)	
1 bed House	170,000	#DIV/0!	#DIV/0!					0	
2 bed House	0	#DIV/0!	#DIV/0!					0	
3 bed House	0	#DIV/0!	#DIV/0!					0	
4 bed House	0	#DIV/0!	#DIV/0!					0	
5 bed House	0	#DIV/0!	#DIV/0!					0	
1 bed Flat	210,000	3,818	355					7,875,000	
2 bed Flat	280,000	4,000	372					3,500,000	
								11,375,000	
<b>Affordable Housing values (£) -</b>									
	Affordable Rent:	£psm	% of MV Shared ownership	£psm	% of MV	Starter Homes	£psm	% of MV	
1 bed House	85,000	1,700	50%	119,000	2,380	70%	136,000	2,720	80%
2 bed House	0	0	50%	0	0	70%	0	0	80%
3 bed House	0	0	50%	0	0	70%	0	0	80%
4 bed House	0	0	50%	0	0	70%	0	0	80%
5 bed House	0	#DIV/0!	50%	0	#DIV/0!	70%	0	#DIV/0!	80%
1 bed Flat	105,000	2,100	50%	147,000	2,940	70%	168,000	3,360	80%
2 bed Flat	140,000	2,295	50%	196,000	3,213	70%	224,000	3,672	80%

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Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	170,000	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	24.4	@	210,000	5,118,750
2 bed Flat	8.1	@	280,000	2,275,000
	32.5			7,393,750
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	85,000	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	8.9	@	105,000	931,613
2 bed Flat	3.0	@	140,000	414,050
	11.8			1,345,663
<b>Shared ownership</b>				
1 bed House	0.0	@	119,000	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	4.3	@	147,000	625,118
2 bed Flat	1.4	@	196,000	277,830
	5.7			902,948
<b>Starter Homes</b>				
2 bed House	0.0	@	136,000	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	0	-
2 bed Flat	0.0	@	168,000	-
0.00%	0.0	@	224,000	-
	0.0			-
<b>Sub-total GDV Residential</b>				
	50.0			9,642,360
<i>AH on-site cost analysis:</i>			<i>EMV less £GDV</i>	<i>1,732,640</i>
	459	£ psm (total GIA sqm)	34,653	£ per unit (total units)
<b>Grant</b>	50	@	0	-
<b>Total GDV</b>				<b>9,642,360</b>



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DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(60,000)
Statutory Planning Fees (Residential)					(19,250)
CIL		2,546 sqm		0.00 £ psm	-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	50 units @		1,500 per unit	75,000
	S106 analysis:	-0.78% % of GDV		-1,500 £ per unit (total units)	75,000
AH Commuted Sum		3,777 sqm (total)		0 £ psm	-
	Comm. Sum analysis:	0.00% % of GDV			
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.24 acres @		110,000 £ per acre (if brownfield)	(135,905)
Infrastructure costs -	Policy SP10 - Climate Change	2,557 per dwelling			(127,850)
	Policy LP32 - Safe, Sustainable and	1,000 per dwelling applied to 25% of total dwellings			(50,000)
	Policy SP09 - Cross-boundary mitiga	122 per dwelling			(6,095)
	Policy LP18 - Biodiversity & Geodive	42,545 per gross hectare			(26,591)
	Policy SP10 - Climate Change (low c	3,500 per dwelling			(175,000)
	Empty proeprty costs	70,000			(70,000)
	total	1.24 acres @		0 per acre	(455,535)
	Infra. Costs analysis:	4.72% % of GDV		9,111 £ per unit (total units)	
1 bed House		- sqm @		1,213 psm	-
2 bed House		- sqm @		1,213 psm	-
3 bed House		- sqm @		1,213 psm	-
4 bed House		- sqm @		1,213 psm	-
5 bed House		- sqm @		1,213 psm	-
1 bed Flat		2,663 sqm @		1,366 psm	(3,636,975)
2 bed Flat	3,777	1,114 sqm @		1,366 psm	(1,521,952)
External works		5,158,927 @		15.0% 15,477 £ per unit	(773,839)
M4(2) Category 2 Housing		50% of All units	50 units @	521 £ per dwelling	(13,025)
M4(3) Category 3 Housing		0% of All units	50 units @	10,307 £ per dwelling	-
Water efficiency			50 units @	9 £ per dwelling	(450)
Contingency		6,537,681 @		5.0%	(326,884)
Professional Fees		6,537,681 @		10.0%	(653,768)
<b>Disposal Costs -</b>					
Marketing and Promotion		7,393,750 OMS @		1.50%	(110,906)
Residential Sales Agent Costs		7,393,750 OMS @		1.50%	(110,906)
Residential Sales Legal Costs		7,393,750 OMS @		0.50%	(36,969)
Interest (on Development Costs) -		7.50% APR		0.604% pcm	(666,299)
<b>Developers Profit -</b>					
Margin on AH		2,248,610		6.00% on AH values	(134,917)
Profit on GDV		7,393,750		20.00%	(1,478,750)
		8,447,663		17.50% on costs	(1,478,750)
		9,642,360		16.74% blended	(1,613,667)
<b>TOTAL COSTS</b>					<b>(10,061,329)</b>

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### RESIDUAL LAND VALUE

Residual Land Value (gross)				(418,969)
SDLT	- @	5.0%	(slabbed)	10,500
Acquisition Agent fees	- @	1.0%		-
Acquisition Legal fees	- @	0.5%		-
Interest on Land	- @	7.5%		-
Residual Land Value				<b>(408,469)</b>
<i>RLV analysis:</i>	(8,169) £ per plot	(816,939) £ per ha	(330,611) £ per acre	

### THRESHOLD LAND VALUE

Residential Density	100.0	dp net ha		
Site Area (Resi)	0.50	net ha	1.24	net acres
<i>Density analysis:</i>	7,553	sqm/ha	32,903	sqft/ac
Threshold Land Value	5,096 £ per plot	509,644 £ per net ha	206,250 £ per net acre	<b>254,822</b>
	80%	Gross to net	0.63	Gross hectares

### BALANCE

Surplus/(Deficit)	(1,326,583) £ per ha	(536,861) £ per acre	<b>(663,291)</b>
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Scheme Ref: N  
 Title: 50 No. Units  
 Notes: Brownfield allocation - extra care accommodation

SENSITIVITY ANALYSIS		AH - % on site 35%							
Balance (RLV - TLV)	(663,291)	15%	20%	25%	30%	35%	40%	45%	
	0	(437,417)	(493,753)	(550,266)	(606,779)	(663,291)	(719,804)	(776,317)	
	20	(520,457)	(572,075)	(623,692)	(675,310)	(726,927)	(778,545)	(830,162)	
	40	(603,673)	(650,396)	(697,118)	(743,841)	(790,563)	(837,286)	(884,085)	
	60	(686,890)	(728,717)	(770,544)	(812,372)	(854,199)	(896,178)	(938,256)	
	80	(770,106)	(807,038)	(843,971)	(880,966)	(918,120)	(955,274)	(992,427)	
CIL Epsm	100	(853,322)	(885,454)	(917,683)	(949,912)	(982,141)	(1,014,370)	(1,046,599)	
0.00	120	(936,944)	(964,248)	(991,553)	(1,018,857)	(1,046,161)	(1,073,466)	(1,100,770)	
	140	(1,020,663)	(1,043,043)	(1,065,423)	(1,087,802)	(1,110,182)	(1,132,562)	(1,155,080)	
	160	(1,104,383)	(1,121,838)	(1,139,293)	(1,156,748)	(1,174,203)	(1,191,658)	(1,209,579)	
	180	(1,188,102)	(1,200,632)	(1,213,163)	(1,225,835)	(1,238,583)	(1,251,330)	(1,264,078)	
	200	(1,271,821)	(1,279,611)	(1,287,404)	(1,295,197)	(1,302,990)	(1,310,783)	(1,318,576)	
	220	(1,356,044)	(1,358,882)	(1,361,721)	(1,364,560)	(1,367,398)	(1,370,237)	(1,373,075)	
	240	(1,440,269)	(1,438,153)	(1,436,038)	(1,433,922)	(1,431,806)	(1,429,690)	(1,427,575)	
	260	(1,524,495)	(1,517,424)	(1,510,354)	(1,503,284)	(1,496,270)	(1,489,442)	(1,482,613)	
	280	(1,608,720)	(1,596,695)	(1,584,693)	(1,572,880)	(1,561,067)	(1,549,254)	(1,537,441)	
	300	(1,693,053)	(1,676,256)	(1,659,458)	(1,642,661)	(1,625,864)	(1,609,067)	(1,592,270)	
	320	(1,777,787)	(1,756,006)	(1,734,224)	(1,712,443)	(1,690,661)	(1,668,879)	(1,647,098)	
	340	(1,862,522)	(1,835,756)	(1,808,990)	(1,782,224)	(1,755,458)	(1,728,720)	(1,712,981)	
	360	(1,947,257)	(1,915,506)	(1,883,756)	(1,852,005)	(1,820,408)	(1,788,894)	(2,064,529)	
	380	(2,031,991)	(1,995,256)	(1,958,655)	(1,922,126)	(1,885,597)	(2,141,113)	(2,419,738)	
	400	(2,116,959)	(2,075,416)	(2,033,873)	(2,038,612)	(2,282,089)	(2,528,601)	(2,777,295)	
	420	(2,202,206)	(2,155,648)	(2,274,654)	(2,487,600)	(2,702,344)	(2,918,886)	(3,137,596)	
	440	(2,396,189)	(2,576,225)	(2,758,012)	(2,941,246)	(3,125,877)	(3,312,905)	(3,501,393)	
	460	(2,943,347)	(3,094,030)	(3,245,814)	(3,398,942)	(3,554,358)	(3,709,774)	(3,865,190)	
	480	(3,496,470)	(3,617,269)	(3,739,613)	(3,861,956)	(3,984,300)	(4,106,644)	(4,228,987)	
Balance (RLV - TLV)		AH - % on site 35%							
	(663,291)	15%	20%	25%	30%	35%	40%	45%	
	-	(526,339)	(582,852)	(639,364)	(695,877)	(752,389)	(808,902)	(865,415)	
	1,000	(466,940)	(523,453)	(579,965)	(636,478)	(692,991)	(749,503)	(806,016)	
	2,000	(407,896)	(464,213)	(520,567)	(577,079)	(633,592)	(690,105)	(746,617)	
	3,000	(348,854)	(405,172)	(461,489)	(517,806)	(574,193)	(630,706)	(687,218)	
	4,000	(289,812)	(346,130)	(402,447)	(458,764)	(515,082)	(571,399)	(627,820)	
Site Specific S106	5,000	(232,668)	(287,088)	(343,405)	(399,723)	(456,040)	(512,357)	(568,675)	
1,500	6,000	(181,892)	(230,325)	(284,363)	(340,681)	(396,998)	(453,315)	(509,633)	
	7,000	(131,116)	(179,549)	(227,982)	(281,639)	(337,956)	(394,274)	(450,591)	
	8,000	(80,392)	(128,780)	(177,206)	(225,638)	(278,914)	(335,232)	(391,549)	
	9,000	(29,921)	(78,309)	(126,698)	(175,086)	(223,475)	(276,347)	(332,612)	
	10,000	20,550	(27,838)	(76,227)	(124,615)	(173,004)	(221,392)	(273,925)	
	11,000	71,021	22,633	(25,756)	(74,144)	(122,533)	(170,921)	(219,310)	
	12,000	121,492	73,103	24,715	(23,673)	(72,062)	(120,450)	(168,839)	
	13,000	171,963	123,574	75,186	26,797	(21,591)	(69,979)	(118,368)	
	14,000	222,434	174,045	125,657	77,244	28,777	(19,689)	(68,156)	
	15,000	272,812	224,345	175,878	127,412	78,945	30,478	(17,988)	
	16,000	322,980	274,513	226,046	177,579	129,113	80,646	32,179	
	17,000	373,147	324,680	276,214	227,747	179,280	130,814	82,347	
	18,000	423,315	374,848	326,381	277,915	229,448	180,981	132,398	
	19,000	473,482	425,016	376,549	328,082	279,599	230,932	182,265	
	20,000	523,650	475,183	426,717	378,132	329,465	280,798	232,131	

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Scheme Ref: N  
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		AH - % on site #REF!							
Balance (RLV - TLV)		(663,291)	15%	20%	25%	30%	35%	40%	45%
50,000			(244,370)	(300,707)	(357,219)	(413,732)	(470,244)	(526,757)	(583,270)
75,000			(275,258)	(331,594)	(388,107)	(444,619)	(501,132)	(557,645)	(614,157)
TLV (per net acre)									
206,250			(306,145)	(362,482)	(418,994)	(475,507)	(532,019)	(588,532)	(645,045)
125,000			(337,033)	(393,369)	(449,882)	(506,394)	(562,907)	(619,420)	(675,932)
150,000			(367,920)	(424,257)	(480,769)	(537,282)	(593,794)	(650,307)	(706,820)
175,000			(398,808)	(455,144)	(511,657)	(568,169)	(624,682)	(681,195)	(737,707)
200,000			(429,695)	(486,032)	(542,544)	(599,057)	(655,569)	(712,082)	(768,595)
225,000			(460,583)	(516,919)	(573,432)	(629,944)	(686,457)	(742,970)	(799,482)
250,000			(491,470)	(547,807)	(604,319)	(660,832)	(717,344)	(773,857)	(830,370)
275,000			(522,358)	(578,694)	(635,207)	(691,719)	(748,232)	(804,745)	(861,257)
		AH - % on site #REF!							
Balance (RLV - TLV)		(663,291)	15%	20%	25%	30%	35%	40%	45%
25			(1,891,398)	(1,948,251)	(2,005,194)	(2,062,531)	(2,119,869)	(2,177,206)	(2,235,011)
27			(1,747,520)	(1,804,372)	(1,861,224)	(1,918,240)	(1,975,577)	(2,032,914)	(2,090,304)
Density (dph)									
100			(1,567,672)	(1,624,524)	(1,681,376)	(1,738,229)	(1,795,212)	(1,852,550)	(1,909,887)
32			(1,466,507)	(1,523,359)	(1,580,212)	(1,637,064)	(1,693,916)	(1,751,094)	(1,808,432)
35			(1,336,476)	(1,393,291)	(1,450,143)	(1,506,995)	(1,563,848)	(1,620,700)	(1,677,989)
37			(1,261,695)	(1,318,296)	(1,375,148)	(1,432,001)	(1,488,853)	(1,545,705)	(1,602,779)
40			(1,163,546)	(1,220,059)	(1,276,718)	(1,333,570)	(1,390,423)	(1,447,275)	(1,504,127)
42			(1,105,903)	(1,162,415)	(1,218,928)	(1,275,762)	(1,332,614)	(1,389,467)	(1,446,319)
45			(1,029,045)	(1,085,558)	(1,142,070)	(1,198,684)	(1,255,536)	(1,312,389)	(1,369,241)
47			(983,257)	(1,039,770)	(1,096,283)	(1,152,795)	(1,209,618)	(1,266,470)	(1,323,322)
50			(921,444)	(977,957)	(1,034,469)	(1,090,982)	(1,147,628)	(1,204,480)	(1,261,332)
		AH - % on site #REF!							
Balance (RLV - TLV)		(663,291)	15%	20%	25%	30%	35%	40%	45%
95%			(56,812)	(107,024)	(157,236)	(207,448)	(259,863)	(318,313)	(376,764)
100%			(437,417)	(493,753)	(550,266)	(606,779)	(663,291)	(719,804)	(776,317)
Build rate (£psm)									
105%			(851,084)	(905,666)	(960,360)	(1,015,053)	(1,069,746)	(1,124,439)	(1,179,417)
110%			(1,267,318)	(1,320,281)	(1,373,274)	(1,426,267)	(1,479,260)	(1,532,812)	(1,586,410)
115%			(1,686,216)	(1,737,629)	(1,789,041)	(1,840,454)	(1,910,014)	(2,757,621)	(3,624,975)
120%			(2,107,788)	(2,157,741)	(2,909,213)	(3,759,763)	(4,617,846)	(5,475,929)	(6,334,012)
125%			(3,981,549)	(4,825,133)	(5,668,716)	(6,512,300)	(7,355,883)	(8,199,467)	(9,043,050)
130%			(6,777,586)	(7,606,669)	(8,435,753)	(9,264,837)	(10,093,920)	(10,923,004)	(11,752,088)
		AH - % on site 0%							
Balance (RLV - TLV)		(663,291)	15%	20%	25%	30%	35%	40%	45%
50%			(21,872,914)	(20,914,199)	(19,955,485)	(18,996,770)	(18,038,055)	(17,079,341)	(16,120,626)
60%			(15,498,605)	(14,914,849)	(14,331,094)	(13,747,339)	(13,163,584)	(12,579,829)	(11,996,073)
Cahnges in sales values (£)									
70%			(9,124,296)	(8,915,500)	(8,706,704)	(8,497,908)	(8,289,112)	(8,080,316)	(7,871,520)
80%			(2,756,693)	(2,919,185)	(3,082,631)	(3,248,477)	(3,414,640)	(3,580,804)	(3,746,967)
90%			(1,220,790)	(1,231,584)	(1,242,379)	(1,253,174)	(1,263,968)	(1,274,763)	(1,285,558)
100%			(437,417)	(493,753)	(550,266)	(606,779)	(663,291)	(719,804)	(776,317)
110%			255,552	168,105	80,657	(6,791)	(94,238)	(181,686)	(273,172)
120%			915,949	789,968	663,987	537,986	411,817	285,648	159,478
130%			1,572,001	1,407,584	1,243,167	1,078,749	914,332	749,915	585,290
140%			2,224,844	2,022,178	1,819,513	1,616,848	1,414,182	1,211,517	1,008,737
150%			2,875,139	2,634,374	2,393,609	2,152,845	1,912,080	1,671,222	1,430,247
		Site Specific S106							
Balance (RLV - TLV)		(663,291)	-	3,000	6,000	9,000	12,000	15,000	18,000
0			(752,389)	(574,193)	(396,998)	(223,475)	(72,062)	78,945	229,448
20			(816,025)	(637,829)	(460,252)	(283,126)	(126,133)	25,199	175,702
40			(879,716)	(701,465)	(523,505)	(346,380)	(180,204)	(28,792)	121,955
60			(943,736)	(765,101)	(586,905)	(409,633)	(234,276)	(82,863)	68,209
80			(1,007,757)	(828,737)	(650,541)	(472,887)	(295,761)	(136,934)	14,463
100			(1,071,778)	(892,504)	(714,177)	(536,141)	(359,015)	(191,005)	(39,593)
CIL £psm									
0.00			(1,135,798)	(956,525)	(777,813)	(599,616)	(422,269)	(245,200)	(93,664)
140			(1,199,946)	(1,020,545)	(841,449)	(663,252)	(485,522)	(308,397)	(147,735)
160			(1,264,354)	(1,084,566)	(905,293)	(726,888)	(548,776)	(371,650)	(201,806)
180			(1,328,761)	(1,148,587)	(969,313)	(790,524)	(612,328)	(434,904)	(257,778)
200			(1,393,169)	(1,212,812)	(1,033,334)	(854,160)	(675,964)	(498,158)	(321,032)
220			(1,457,577)	(1,277,220)	(1,097,355)	(918,081)	(739,600)	(561,411)	(384,286)
240			(1,522,197)	(1,341,627)	(1,161,375)	(982,102)	(803,236)	(625,040)	(447,539)
260			(1,586,994)	(1,406,035)	(1,225,678)	(1,046,122)	(866,872)	(688,676)	(510,793)
280			(1,651,791)	(1,470,443)	(1,290,085)	(1,110,143)	(930,870)	(752,312)	(674,115)
300			(1,716,588)	(1,535,140)	(1,354,493)	(1,174,164)	(994,890)	(815,948)	(637,751)
320			(1,781,385)	(1,599,937)	(1,418,901)	(1,238,543)	(1,058,911)	(879,637)	(701,387)
340			(1,846,492)	(1,664,734)	(1,483,308)	(1,302,951)	(1,122,932)	(943,658)	(765,023)
360			(2,031,838)	(1,729,531)	(1,548,084)	(1,367,359)	(1,187,002)	(1,007,679)	(828,659)
380			(2,449,854)	(1,794,328)	(1,612,881)	(1,431,766)	(1,251,409)	(1,071,699)	(892,426)
400			(2,871,425)	(1,859,513)	(1,677,678)	(1,496,231)	(1,315,817)	(1,135,720)	(956,447)

## Appendix 8 – Retail Appraisals

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# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Conv\_retail\_Bud

SCHEME DETAILS - ASSUMPTIONS					
Convenience retail - budget format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	2,000	21,528	100.0%	2,000.0	21,528
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	2,000	21,528	100.0%	2,000	21,528

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	21,528	@	15.00	322,917	
area 2	0	@	15.00	-	
area 3	0	@	15.00	-	
area 4	0	@	15.00	-	
area 5	0	@	15.00	-	
area 6	0	@	15.00	-	
Estimated Gross Rental Value per annum				322,917	
Yield capitalised rent		@	5.90%	5,473,175	
less Rent Free / Void allowance	9 months rent			(242,188)	
Purchasers costs		@	5.76%	(284,895)	4,946,092
<b>GDV</b>					<b>4,946,092</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(40,000)
Statutory Planning Fees (Residential)					(12,320)
CIL	2,000 sqm @		125 £ psm		(249,200)
Site Specific S106/278					-
<b>Construction Costs -</b>					
Demolition and Site Clearance (allowance)	1.41 acres @		110,000 per acre		(155,320)
BCIS unit build cost	2,000.00 sqm @		1,993 psm		(3,986,000)
Policy LP07 - Biodiversity Net gain	0.67 gross ha		42,545 per gross ha		(24,311)
Policy LP32 - Safe, Sustainable and Active Transport			10,000 per multi charge point		(10,000)
External works	4,020,311 @		15%		(603,047)
Contingency	4,778,678 @		5%		(238,934)
<b>Professional Fees</b>	5,017,612 @		10%		(501,761)
<b>Disposal Costs -</b>					
Letting Agents Costs	322,917 ERV @		10.00%		(32,292)
Letting Legal Costs	322,917 ERV @		5.00%		(16,146)
Investment Sale Agents Costs	4,946,092 GDV @		1.00%		(49,461)
Investment Sale Legal Costs	4,946,092 GDV @		0.50%		(24,730)
Marketing and Promotion	4,946,092 GDV @		1.00%		(49,461)
Interest (cashflow basis incl. land)	7.50% APR		0.604% pcm		(213,815)
<b>Developers Profit</b>	4,121,578 @		20.00% on costs		
	4,946,092 @		16.67% on GDV		(824,513)
<b>TOTAL COSTS</b>					<b>(7,031,311)</b>

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Conv\_retail\_Bud

RESIDUAL LAND VALUE			
Residual Land Value (gross)			(2,085,220)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.5%	-
Residual Land Value (net)			<b>(2,085,220)</b>

THRESHOLD LAND VALUE			
Site density	3,500	sqm per hectare	
Site Area	0.571	net ha	1.41 net acres
	3,500	sqm/ha	15,246 sqft/ac
Threshold Land Value	436,076	£ per ha	176471 £ per acre
	5,714.29	35.00%	249,176
	85% Gross to net		

BALANCE	
Surplus/(Deficit)	<b>(2,334,396)</b>

SENSITIVITY ANALYSIS								
		GDV						
Balance	(2,334,396)	85%	90%	95%	100%	105%	110%	115%
	0	(2,659,384)	(2,459,579)	(2,259,774)	(2,059,970)	(1,860,165)	(1,660,360)	(1,460,555)
	20	(2,703,434)	(2,503,629)	(2,303,824)	(2,104,019)	(1,904,214)	(1,704,409)	(1,504,604)
	40	(2,747,483)	(2,547,678)	(2,347,873)	(2,148,068)	(1,948,263)	(1,748,458)	(1,548,653)
	60	(2,791,532)	(2,591,727)	(2,391,922)	(2,192,117)	(1,992,312)	(1,792,507)	(1,592,702)
	80	(2,835,581)	(2,635,776)	(2,435,971)	(2,236,166)	(2,036,361)	(1,836,556)	(1,636,752)
CiL £psm	100	(2,879,630)	(2,679,825)	(2,480,020)	(2,280,216)	(2,080,411)	(1,880,606)	(1,680,801)
	120	(2,923,679)	(2,723,875)	(2,524,070)	(2,324,265)	(2,124,460)	(1,924,655)	(1,724,850)
	140	(2,967,729)	(2,767,924)	(2,568,119)	(2,368,314)	(2,168,509)	(1,968,704)	(1,768,899)
	160	(3,011,778)	(2,811,973)	(2,612,168)	(2,412,363)	(2,212,558)	(2,012,753)	(1,812,948)
	180	(3,055,827)	(2,856,022)	(2,656,217)	(2,456,412)	(2,256,607)	(2,056,802)	(1,856,998)
	200	(3,099,876)	(2,900,071)	(2,700,266)	(2,500,461)	(2,300,657)	(2,100,852)	(1,901,047)
	220	(3,143,925)	(2,944,121)	(2,744,316)	(2,544,511)	(2,344,706)	(2,144,901)	(1,945,096)
	240	(3,187,975)	(2,988,170)	(2,788,365)	(2,588,560)	(2,388,755)	(2,188,950)	(1,989,145)
		Build Costs						
Balance	(2,334,396)	85%	90%	95%	100%	105%	110%	115%
	0	(1,231,444)	(1,507,619)	(1,783,794)	(2,059,970)	(2,336,145)	(2,612,320)	(2,888,495)
	20	(1,275,493)	(1,551,668)	(1,827,844)	(2,104,019)	(2,380,194)	(2,656,369)	(2,932,544)
	40	(1,319,542)	(1,595,717)	(1,871,893)	(2,148,068)	(2,424,243)	(2,700,418)	(2,976,594)
	60	(1,363,591)	(1,639,767)	(1,915,942)	(2,192,117)	(2,468,292)	(2,744,468)	(3,020,643)
	80	(1,407,641)	(1,683,816)	(1,959,991)	(2,236,166)	(2,512,342)	(2,788,517)	(3,064,692)
CiL £psm	100	(1,451,690)	(1,727,865)	(2,004,040)	(2,280,216)	(2,556,391)	(2,832,566)	(3,108,741)
	120	(1,495,739)	(1,771,914)	(2,048,089)	(2,324,265)	(2,600,440)	(2,876,615)	(3,152,790)
	140	(1,539,788)	(1,815,963)	(2,092,139)	(2,368,314)	(2,644,489)	(2,920,664)	(3,196,840)
	160	(1,583,837)	(1,860,013)	(2,136,188)	(2,412,363)	(2,688,538)	(2,964,714)	(3,240,889)
	180	(1,627,887)	(1,904,062)	(2,180,237)	(2,456,412)	(2,732,588)	(3,008,763)	(3,284,938)
	200	(1,671,936)	(1,948,111)	(2,224,286)	(2,500,461)	(2,776,637)	(3,052,812)	(3,328,987)
	220	(1,715,985)	(1,992,160)	(2,268,335)	(2,544,511)	(2,820,686)	(3,096,861)	(3,373,036)
	240	(1,760,034)	(2,036,209)	(2,312,385)	(2,588,560)	(2,864,735)	(3,140,910)	(3,417,086)

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Conv\_retail\_Exp

SCHEME DETAILS - ASSUMPTIONS					
Convenience retail - express format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	350	3,767	100.0%	350.0	3,767
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	350	3,767	100.0%	350	3,767

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	3,767	@	18.00	67,813	
area 2	0	@	18.00	-	
area 3	0	@	18.00	-	
area 4	0	@	18.00	-	
area 5	0	0	18.00	-	
area 6	0	@	18.00	-	
Estimated Gross Rental Value per annum				67,813	
Yield capitalised rent		@	5.90%	1,149,367	
less Rent Free / Void allowance	9 months rent			(50,859)	
Purchasers costs		@	5.76%	(59,828)	1,038,679
<b>GDV</b>					<b>1,038,679</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(2,156)
CIL	350 sqm @		125 £ psm		(43,610)
Site Specific S106/278					-
<b>Construction Costs -</b>					
Demolition and Site Clearance (allowance)	0.43 acres @		110,000 per acre		(47,567)
BCIS unit build cost	350.00 sqm @		1,993 psm		(697,550)
Policy LP07 - Biodiversity Net gain	0.19 gross ha		42,545 per gross ha		(7,445)
Policy LP32 - Safe, Sustainable and Active Transport			10,000 per multi charge point		(10,000)
External works	714,995 @		15%		(107,249)
Contingency	869,811 @		5%		(43,491)
<b>Professional Fees</b>	913,302 @		10%		(91,330)
<b>Disposal Costs -</b>					
Letting Agents Costs	67,813 ERV @		10.00%		(6,781)
Letting Legal Costs	67,813 ERV @		5.00%		(3,391)
Investment Sale Agents Costs	1,038,679 GDV @		1.00%		(10,387)
Investment Sale Legal Costs	1,038,679 GDV @		0.50%		(5,193)
Marketing and Promotion	1,038,679 GDV @		1.00%		(10,387)
Interest (cashflow basis incl. land)	7.50% APR		0.604% pcm		(39,146)
<b>Developers Profit</b>	865,531 @		20.00% on costs		(173,148)
	1,038,679 @		16.67% on GDV		(173,148)
<b>TOTAL COSTS</b>					<b>(1,308,831)</b>



## 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Conv\_retail\_Exp

RESIDUAL LAND VALUE			
Residual Land Value (gross)			(270,152)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.5%	-
Residual Land Value (net)			<b>(270,152)</b>

THRESHOLD LAND VALUE			
Site density	<b>2,000</b> sqm per hectare		
Site Area	0.175 net ha	0.43 net acres	
	2,000 sqm/ha	8.712 sqft/ac	
Threshold Land Value	411,850 £ per ha	<b>166667</b> £ per acre	
	1,750.00 20.00%		<b>72,071</b>
	90% Gross to net		

BALANCE	
Surplus/(Deficit)	<b>(342,223)</b>

SENSITIVITY ANALYSIS								
		GDV						
Balance		85%	90%	95%	100%	105%	110%	115%
	0	(420,075)	(378,116)	(336,157)	(294,198)	(252,239)	(210,280)	(168,321)
	20	(427,784)	(385,825)	(343,866)	(301,907)	(259,948)	(217,988)	(176,029)
	40	(435,492)	(393,533)	(351,574)	(309,615)	(267,656)	(225,697)	(183,738)
	60	(443,201)	(401,242)	(359,283)	(317,324)	(275,365)	(233,406)	(191,447)
	80	(450,909)	(408,950)	(366,991)	(325,032)	(283,073)	(241,114)	(199,155)
CiL £psm	100	(458,618)	(416,659)	(374,700)	(332,741)	(290,782)	(248,823)	(206,864)
	120	(466,327)	(424,368)	(382,409)	(340,450)	(298,491)	(256,532)	(214,572)
	140	(474,035)	(432,076)	(390,117)	(348,158)	(306,199)	(264,240)	(222,281)
	160	(481,744)	(439,785)	(397,826)	(355,867)	(313,908)	(271,949)	(229,990)
	180	(489,453)	(447,493)	(405,534)	(363,575)	(321,616)	(279,657)	(237,698)
	200	(497,161)	(455,202)	(413,243)	(371,284)	(329,325)	(287,366)	(245,407)
	220	(504,870)	(462,911)	(420,952)	(378,993)	(337,034)	(295,075)	(253,116)
	240	(512,578)	(470,619)	(428,660)	(386,701)	(344,742)	(302,783)	(260,824)
		Build Costs						
Balance		85%	90%	95%	100%	105%	110%	115%
	0	(148,547)	(197,097)	(245,648)	(294,198)	(342,748)	(391,299)	(439,849)
	20	(156,255)	(204,806)	(253,356)	(301,907)	(350,457)	(399,007)	(447,558)
	40	(163,964)	(212,514)	(261,065)	(309,615)	(358,166)	(406,716)	(455,266)
	60	(171,673)	(220,223)	(268,773)	(317,324)	(365,874)	(414,425)	(462,975)
	80	(179,381)	(227,932)	(276,482)	(325,032)	(373,583)	(422,133)	(470,684)
CiL £psm	100	(187,090)	(235,640)	(284,191)	(332,741)	(381,291)	(429,842)	(478,392)
	120	(194,798)	(243,349)	(291,899)	(340,450)	(389,000)	(437,550)	(486,101)
	140	(202,507)	(251,057)	(299,608)	(348,158)	(396,709)	(445,259)	(493,809)
	160	(210,216)	(258,766)	(307,316)	(355,867)	(404,417)	(452,968)	(501,518)
	180	(217,924)	(266,475)	(315,025)	(363,575)	(412,126)	(460,676)	(509,227)
	200	(225,633)	(274,183)	(322,734)	(371,284)	(419,834)	(468,385)	(516,935)
	220	(233,341)	(281,892)	(330,442)	(378,993)	(427,543)	(476,093)	(524,644)
	240	(241,050)	(289,600)	(338,151)	(386,701)	(435,252)	(483,802)	(532,352)

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Comp sml

SCHEME DETAILS - ASSUMPTIONS					
Comparison retail: town centre smaller format					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	500	5,382	100.0%	500.0	5,382
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	500	5,382	100.0%	500	5,382

GROSS DEVELOPMENT VALUE					
	sqft	@	£ psf	£	
area 1	5,382	@	20.00	107,639	
area 2	0	@	20.00	-	
area 3	0	@	20.00	-	
area 4	0	@	20.00	-	
area 5	0	0	20.00	-	
area 6	0	@	20.00	-	
Estimated Gross Rental Value per annum				107,639	
Yield		@	8.5%		
capitalised rent				1,266,342	
less					
Rent Free / Void allowance	12 months rent			(107,639)	
Purchasers costs		@	5.76%	(63,106)	1,095,597
<b>GDV</b>					<b>1,095,597</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL	500 sqm @		£ psm		-
Site Specific S106/278					-
<b>Construction Costs -</b>					
Demolition and Site Clearance (allowance)	0.31 acres @		110,000 per acre		(33,976)
BCIS unit build cost	500.00 sqm @		1,927 psm		(963,500)
Policy LP07 - Biodiversity Net gain	0.14 gross ha		42,545 per gross ha		(5,318)
Policy LP32 - Safe, Sustainable and Active Transport			10,000 per multi charge point		(10,000)
External works	978,818 @		15%		(146,823)
Contingency	1,159,617 @		5%		(57,981)
<b>Professional Fees</b>	1,217,598 @		10%		(121,760)
<b>Disposal Costs -</b>					
Letting Agents Costs	107,639 ERV @		10.00%		(10,764)
Letting Legal Costs	107,639 ERV @		5.00%		(5,382)
Investment Sale Agents Costs	1,095,597 GDV @		1.00%		(10,956)
Investment Sale Legal Costs	1,095,597 GDV @		0.50%		(5,478)
Marketing and Promotion	1,095,597 GDV @		1.00%		(10,956)
Interest (cashflow basis incl. land)	7.50% APR		0.604% pcm		(46,219)
<b>Developers Profit</b>	912,961 @		20.00% on costs		(182,636)
	1,095,597 @		16.67% on GDV		(182,636)
<b>TOTAL COSTS</b>					<b>(1,624,828)</b>

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RESIDUAL LAND VALUE			
Residual Land Value (gross)			(529,231)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.5%	-
Residual Land Value (net)			<b>(529,231)</b>

THRESHOLD LAND VALUE			
Site density	<b>4,000</b> sqm per hectare		
Site Area	0.125 net ha	0.31 net acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	411,850 £ per ha	<b>166667</b> £ per acre	
	1,250.00	40.00%	<b>51,479</b>
##### Gross to net			

BALANCE	
Surplus/(Deficit)	<b>(580,710)</b>

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
Balance	(580,710)								
	0	(713,485)	(669,227)	(624,969)	(580,710)	(536,452)	(492,194)	(447,936)	
	10	(718,992)	(674,733)	(630,475)	(586,217)	(541,958)	(497,700)	(453,442)	
	20	(724,498)	(680,239)	(635,981)	(591,723)	(547,464)	(503,206)	(458,948)	
	30	(730,004)	(685,746)	(641,487)	(597,229)	(552,971)	(508,712)	(464,454)	
	40	(735,510)	(691,252)	(646,993)	(602,735)	(558,477)	(514,218)	(469,960)	
	CIL £psm	50	(741,016)	(696,758)	(652,500)	(608,241)	(563,983)	(519,725)	(475,466)
		60	(746,522)	(702,264)	(658,006)	(613,747)	(569,489)	(525,231)	(480,972)
		70	(752,028)	(707,770)	(663,512)	(619,254)	(574,995)	(530,737)	(486,479)
		80	(757,535)	(713,276)	(669,018)	(624,760)	(580,501)	(536,243)	(491,985)
		90	(763,041)	(718,782)	(674,524)	(630,266)	(586,008)	(541,749)	(497,491)
		100	(768,547)	(724,289)	(680,030)	(635,772)	(591,514)	(547,255)	(502,997)
		110	(774,053)	(729,795)	(685,536)	(641,278)	(597,020)	(552,762)	(508,503)
120	(779,559)	(735,301)	(691,043)	(646,784)	(602,526)	(558,268)	(514,009)		
		Build Costs							
		85%	90%	95%	100%	105%	110%	115%	
Balance	(580,710)								
	0	(380,554)	(447,273)	(513,992)	(580,710)	(647,429)	(714,148)	(780,867)	
	10	(386,060)	(452,779)	(519,498)	(586,217)	(652,936)	(719,654)	(786,373)	
	20	(391,566)	(458,285)	(525,004)	(591,723)	(658,442)	(725,161)	(791,879)	
	30	(397,072)	(463,791)	(530,510)	(597,229)	(663,948)	(730,667)	(797,386)	
	40	(402,578)	(469,297)	(536,016)	(602,735)	(669,454)	(736,173)	(802,892)	
	CIL £psm	50	(408,085)	(474,803)	(541,522)	(608,241)	(674,960)	(741,679)	(808,398)
		60	(413,591)	(480,310)	(547,028)	(613,747)	(680,466)	(747,185)	(813,904)
		70	(419,097)	(485,816)	(552,535)	(619,254)	(685,972)	(752,691)	(819,410)
		80	(424,603)	(491,322)	(558,041)	(624,760)	(691,479)	(758,197)	(824,916)
		90	(430,109)	(496,828)	(563,547)	(630,266)	(696,985)	(763,704)	(830,423)
		100	(435,615)	(502,334)	(569,053)	(635,772)	(702,491)	(769,210)	(835,929)
		110	(441,121)	(507,840)	(574,559)	(641,278)	(707,997)	(774,716)	(841,435)
120	(446,628)	(513,346)	(580,065)	(646,784)	(713,503)	(780,222)	(846,941)		

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Comp large

SCHEME DETAILS - ASSUMPTIONS					
Comparison retail: large					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,000	10,764	100.0%	1,000.0	10,764
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	1,000	10,764	100.0%	1,000	10,764

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	10,764	@	20.00	215,278	
area 2	0	@	20.00	-	
area 3	0	@	20.00	-	
area 4	0	@	20.00	-	
area 5	0	0	20.00	-	
area 6	0	@	20.00	-	
Estimated Gross Rental Value per annum				215,278	
Yield		@	10.50%		
capitalised rent				2,050,269	
less					
Rent Free / Void allowance	12 months rent			(215,278)	
Purchasers costs		@	5.76%	(99,939)	1,735,051
<b>GDV</b>					<b>1,735,051</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(6,160)
CIL	1,000 sqm @		£ psm		-
Site Specific S106/278					-
<b>Construction Costs -</b>					
Demolition and Site Clearance (allowance)	0.62 acres @		110,000 per acre		(67,953)
BCIS unit build cost	1,000.00 sqm @		1,927 psm		(1,927,000)
Policy LP07 - Biodiversity Net gain	0.28 gross ha		42,545 per gross ha		(10,636)
Policy LP32 - Safe, Sustainable and Active Transport			10,000 per multi charge point		(10,000)
External works	1,947,636 @		15%		(292,145)
Contingency	2,307,734 @		5%		(115,387)
<b>Professional Fees</b>	2,423,121 @		10%		(242,312)
<b>Disposal Costs -</b>					
Letting Agents Costs	215,278 ERV @		10.00%		(21,528)
Letting Legal Costs	215,278 ERV @		5.00%		(10,764)
Investment Sale Agents Costs	1,735,051 GDV @		1.00%		(17,351)
Investment Sale Legal Costs	1,735,051 GDV @		0.50%		(8,675)
Marketing and Promotion	1,735,051 GDV @		1.00%		(17,351)
Interest (cashflow basis incl. land)	7.50% APR		0.604% pcm		(94,535)
<b>Developers Profit</b>	1,445,818 @		20.00%	on costs	
	1,735,051 @		16.67%	on GDV	(289,233)
<b>TOTAL COSTS</b>					<b>(3,151,029)</b>

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Comp large

RESIDUAL LAND VALUE			
Residual Land Value (gross)			(1,415,978)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.5%	-
Residual Land Value (net)			<b>(1,415,978)</b>

THRESHOLD LAND VALUE			
Site density	4,000 sqm per hectare		
Site Area	0.250 net ha	0.62 net acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	411,850 £ per ha	166667 £ per acre	
	2,500.00	40.00%	102,958
	##### Gross to net		

BALANCE	
Surplus/(Deficit)	<b>(1,518,936)</b>

SENSITIVITY ANALYSIS								
		GDV						
		85%	90%	95%	100%	105%	110%	115%
C/L £psm	Balance	(1,518,936)						
	0	(1,729,207)	(1,659,116)	(1,589,026)	(1,518,936)	(1,448,846)	(1,378,756)	(1,308,666)
	20	(1,751,231)	(1,681,141)	(1,611,051)	(1,540,961)	(1,470,871)	(1,400,781)	(1,330,691)
	40	(1,773,256)	(1,703,166)	(1,633,076)	(1,562,986)	(1,492,896)	(1,422,805)	(1,352,715)
	60	(1,795,280)	(1,725,190)	(1,655,100)	(1,585,010)	(1,514,920)	(1,444,830)	(1,374,740)
	80	(1,817,305)	(1,747,215)	(1,677,125)	(1,607,035)	(1,536,945)	(1,466,855)	(1,396,765)
	100	(1,839,329)	(1,769,239)	(1,699,149)	(1,629,059)	(1,558,969)	(1,488,879)	(1,418,789)
	120	(1,861,354)	(1,791,264)	(1,721,174)	(1,651,084)	(1,580,994)	(1,510,904)	(1,440,814)
	140	(1,883,379)	(1,813,289)	(1,743,199)	(1,673,109)	(1,603,018)	(1,532,928)	(1,462,838)
	160	(1,905,403)	(1,835,313)	(1,765,223)	(1,695,133)	(1,625,043)	(1,554,953)	(1,484,863)
	180	(1,927,428)	(1,857,338)	(1,787,248)	(1,717,158)	(1,647,068)	(1,576,978)	(1,506,888)
	200	(1,949,452)	(1,879,362)	(1,809,272)	(1,739,182)	(1,669,092)	(1,599,002)	(1,528,912)
	210	(1,960,465)	(1,890,375)	(1,820,285)	(1,750,195)	(1,680,105)	(1,610,015)	(1,539,924)
220	(1,971,477)	(1,901,387)	(1,831,297)	(1,761,207)	(1,691,117)	(1,621,027)	(1,550,937)	
		Build Costs						
		85%	90%	95%	100%	105%	110%	115%
C/L £psm	Balance	(1,518,936)						
	0	(1,118,623)	(1,252,061)	(1,385,499)	(1,518,936)	(1,652,374)	(1,785,812)	(1,919,250)
	20	(1,140,648)	(1,274,085)	(1,407,523)	(1,540,961)	(1,674,399)	(1,807,837)	(1,941,274)
	40	(1,162,672)	(1,296,110)	(1,429,548)	(1,562,986)	(1,696,423)	(1,829,861)	(1,963,299)
	60	(1,184,697)	(1,318,135)	(1,451,572)	(1,585,010)	(1,718,448)	(1,851,886)	(1,985,324)
	80	(1,206,721)	(1,340,159)	(1,473,597)	(1,607,035)	(1,740,473)	(1,873,910)	(2,007,348)
	100	(1,228,746)	(1,362,184)	(1,495,622)	(1,629,059)	(1,762,497)	(1,896,935)	(2,029,373)
	120	(1,250,771)	(1,384,208)	(1,517,646)	(1,651,084)	(1,784,522)	(1,917,960)	(2,051,397)
	140	(1,272,795)	(1,406,233)	(1,539,671)	(1,673,109)	(1,806,546)	(1,939,984)	(2,073,422)
	160	(1,294,820)	(1,428,258)	(1,561,695)	(1,695,133)	(1,828,571)	(1,962,009)	(2,095,447)
	180	(1,316,844)	(1,450,282)	(1,583,720)	(1,717,158)	(1,850,596)	(1,984,033)	(2,117,471)
	200	(1,338,869)	(1,472,307)	(1,605,745)	(1,739,182)	(1,872,620)	(2,006,058)	(2,139,496)
	210	(1,349,881)	(1,483,319)	(1,616,757)	(1,750,195)	(1,883,632)	(2,017,070)	(2,150,508)
220	(1,360,893)	(1,494,331)	(1,627,769)	(1,761,207)	(1,894,645)	(2,028,083)	(2,161,520)	

## Appendix 9 – Employment Appraisals

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# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Industrial

SCHEME DETAILS - ASSUMPTIONS					
Industrial					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	1,000	10,764	100.0%	1,000.0	10,764
area 2	0	0	100.0%	0.0	0
area 3	0	0	100.0%	0.0	0
area 4	0	0	100.0%	0.0	0
area 5	0	0	100.0%	0.0	0
area 6	0	0	100.0%	0.0	0
total floor area	1,000	10,764	100.0%	1,000	10,764

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	10,764	@	10.00	107,639	
area 2	0	@	10.00	-	
area 3	0	@	10.00	-	
area 4	0	@	10.00	-	
area 5	0	0	10.00	-	
area 6	0	@	10.00	-	
Estimated Gross Rental Value per annum				107,639	
Yield capitalised rent		@	6.5%	1,655,986	
less Rent Free / Void allowance	12 months rent			(107,639)	
Purchasers costs		@	5.76%	(84,328)	1,464,020
<b>GDV</b>					<b>1,464,020</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(20,000)
Statutory Planning Fees (Residential)					(6,160)
CIL	1,000 sqm @		£ psm		-
Site Specific S106/278					-
<b>Construction Costs -</b>					
Demolition and Site Clearance (allowance)	0.62 acres @		0 per acre		-
BCIS unit build cost	1,000.00 sqm @		747 psm		(747,000)
Policy LP07 - Biodiversity Net gain	0.28 gross ha		42,545 per gross ha		(10,636)
Policy LP32 - Safe, Sustainable and Active Transport			10,000 per multi charge point		(10,000)
External works	767,636 @		15%		(115,145)
Contingency	882,782 @		5%		(44,139)
<b>Professional Fees</b>	926,921 @		10%		(92,692)
<b>Disposal Costs -</b>					
Letting Agents Costs	107,639 ERV @		10.00%		(10,764)
Letting Legal Costs	107,639 ERV @		5.00%		(5,382)
Investment Sale Agents Costs	1,464,020 GDV @		1.00%		(14,640)
Investment Sale Legal Costs	1,464,020 GDV @		0.50%		(7,320)
Marketing and Promotion	1,464,020 GDV @		1.00%		(14,640)
Interest (cashflow basis incl. land)	7.50% APR		0.604% pcm		(43,285)
<b>Developers Profit</b>	1,219,967 @		20.00% on costs		(244,052)
	1,464,020 @		16.67% on GDV		(244,052)
<b>TOTAL COSTS</b>					<b>(1,385,857)</b>

# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Industrial

RESIDUAL LAND VALUE			
Residual Land Value (gross)			78,163
SDLT (HMRC % rates)	78,163 @		(782)
Acquisition Agent fees	78,163 @	1%	(782)
Acquisition Legal fees	78,163 @	0.5%	(391)
Interest on Land	78,163 @	7.5%	(5,862)
Residual Land Value (net)			<b>70,347</b>

THRESHOLD LAND VALUE			
Site density	4,000 sqm per hectare		
Site Area	0.250 net ha	0.62 net acres	
	4,000 sqm/ha	17,424 sqft/ac	
Threshold Land Value	274,567 £ per ha	111111 £ per acre	
	2,500.00 40.00%		68,639
	90% Gross to net		

BALANCE	
Surplus/(Deficit)	1,708

SENSITIVITY ANALYSIS										
		GDV								
		1,708	85%	90%	95%	100%	105%	110%	115%	
Balance	0	1,708	(167,758)	(108,664)	(51,477)	1,708	54,892	108,077	156,152	
	5		(173,364)	(114,270)	(56,523)	(3,338)	49,846	103,031	156,215	
	10		(178,971)	(119,877)	(61,569)	(8,384)	44,800	97,985	151,169	
	15		(184,578)	(125,484)	(66,615)	(13,430)	39,754	92,939	146,123	
	CIL £psm	20		(190,184)	(131,090)	(71,996)	(18,476)	34,708	87,893	141,078
		25		(195,791)	(136,697)	(77,603)	(23,522)	29,663	82,847	136,032
		30		(201,397)	(142,303)	(83,210)	(28,568)	24,617	77,801	130,986
		35		(207,004)	(147,910)	(88,816)	(33,614)	19,571	72,755	125,940
		40		(212,611)	(153,517)	(94,423)	(38,660)	14,525	67,709	120,894
		45		(218,217)	(159,123)	(100,029)	(43,706)	9,479	62,663	115,848
		50		(223,824)	(164,730)	(105,636)	(48,752)	4,433	57,617	110,802
55		(229,430)	(170,336)	(111,243)	(53,798)	(613)	52,571	105,756		
60		(235,037)	(175,943)	(116,849)	(58,844)	(5,659)	47,525	100,710		
		Build Costs								
		1,708	85%	90%	95%	100%	105%	110%	115%	
Balance	0	1,708	143,875	96,486	49,097	1,708	(45,681)	(95,785)	(148,439)	
	5		138,829	91,440	44,051	(3,338)	(50,727)	(101,391)	(154,046)	
	10		133,783	86,394	39,005	(8,384)	(55,773)	(106,998)	(159,652)	
	15		128,737	81,348	33,959	(13,430)	(60,819)	(112,605)	(165,259)	
	CIL £psm	20		123,691	76,302	28,913	(18,476)	(65,865)	(118,211)	(170,866)
		25		118,645	71,256	23,867	(23,522)	(71,163)	(123,818)	(176,472)
		30		113,599	66,210	18,821	(28,568)	(76,770)	(129,424)	(182,079)
		35		108,553	61,164	13,775	(33,614)	(82,377)	(135,031)	(187,685)
		40		103,507	56,118	8,729	(38,660)	(87,983)	(140,638)	(193,292)
		45		98,461	51,072	3,683	(43,706)	(93,590)	(146,244)	(198,899)
		50		93,415	46,026	(1,363)	(48,752)	(99,196)	(151,851)	(204,505)
55		88,369	40,980	(6,409)	(53,798)	(104,803)	(157,457)	(210,112)		
60		83,323	35,934	(11,455)	(58,844)	(110,410)	(163,064)	(215,719)		



# 200903\_Babergh and Mid Suffolk Commercial Appraisal\_v2\_updated interest payments Office

SCHEME DETAILS - ASSUMPTIONS					
Office					
Floor areas:	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	500	5,382	85.0%	588.2	6,332
area 2	0	0	85.0%	0.0	0
area 3	0	0	85.0%	0.0	0
area 4	0	0	85.0%	0.0	0
area 5	0	0	85.0%	0.0	0
area 6	0	0	85.0%	0.0	0
total floor area	500	5,382	85.0%	588	6,332

GROSS DEVELOPMENT VALUE					
	sqft		£ psf	£	
area 1	5,382	@	15.00	80,729	
area 2	0	@	15.00	-	
area 3	0	@	15.00	-	
area 4	0	@	15.00	-	
area 5	0	0	15.00	-	
area 6	0	@	15.00	-	
Estimated Gross Rental Value per annum				80,729	
Yield capitalised rent		@	5.8%	1,391,885	
less					
Rent Free / Void allowance	12 months rent			(80,729)	
Purchasers costs		@	5.76%	(71,409)	1,239,746
<b>GDV</b>					<b>1,239,746</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,080)
CIL	588 sqm @		£ psm		-
Site Specific S106/278					-
<b>Construction Costs -</b>					
Demolition and Site Clearance (allowance)	0.31 acres @		0 per acre		-
BCIS unit build cost	588.24 sqm @		1,879 psm		(1,105,294)
Policy LP07 - Biodiversity Net gain	0.14 gross ha		42,545 per gross ha		(5,318)
Policy LP32 - Safe, Sustainable and Active Transport			10,000 per multi charge point		(10,000)
External works	1,120,612 @		15%		(168,092)
Contingency	1,288,704 @		5%		(64,435)
<b>Professional Fees</b>	1,353,139 @		10%		(135,314)
<b>Disposal Costs -</b>					
Letting Agents Costs	80,729 ERV @		10.00%		(8,073)
Letting Legal Costs	80,729 ERV @		5.00%		(4,036)
Investment Sale Agents Costs	1,239,746 GDV @		1.00%		(12,397)
Investment Sale Legal Costs	1,239,746 GDV @		0.50%		(6,199)
Marketing and Promotion	1,239,746 GDV @		1.00%		(12,397)
Interest (cashflow basis incl. land)	7.50% APR		0.604% pcm		(64,586)
<b>Developers Profit</b>	1,033,081 @		20.00% on costs		(206,666)
	1,239,746 @		16.67% on GDV		(206,666)
<b>TOTAL COSTS</b>					<b>(1,815,888)</b>

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RESIDUAL LAND VALUE			
Residual Land Value (gross)			(576,142)
SDLT (HMRC % rates)	- @		-
Acquisition Agent fees	- @	1%	-
Acquisition Legal fees	- @	0.5%	-
Interest on Land	- @	7.5%	-
Residual Land Value (net)			<b>(576,142)</b>

THRESHOLD LAND VALUE			
Site density	4,706	sqm per hectare	
Site Area	0.125	net ha	0.31 net acres
	4,706	sqm/ha	20,499 sqft/ac
Threshold Land Value	274,567	£ per ha	111111 £ per acre
	1,250.00	40.00%	34,319
	90% Gross to net		

BALANCE	
Surplus/(Deficit)	<b>(610,461)</b>

SENSITIVITY ANALYSIS									
		GDV							
		85%	90%	95%	100%	105%	110%	115%	
Balance	(610,461)								
	0	(760,585)	(710,544)	(660,502)	(610,461)	(560,420)	(510,378)	(460,337)	
	5	(763,883)	(713,842)	(663,800)	(613,759)	(563,718)	(513,676)	(463,635)	
	10	(767,181)	(717,140)	(667,098)	(617,057)	(567,016)	(516,974)	(466,933)	
	15	(770,479)	(720,438)	(670,396)	(620,355)	(570,314)	(520,272)	(470,231)	
	CIL £psm	20	(773,777)	(723,736)	(673,694)	(623,653)	(573,612)	(523,571)	(473,529)
		25	(777,075)	(727,034)	(676,992)	(626,951)	(576,910)	(526,869)	(476,827)
		30	(780,373)	(730,332)	(680,290)	(630,249)	(580,208)	(530,167)	(480,125)
		35	(783,671)	(733,630)	(683,588)	(633,547)	(583,506)	(533,465)	(483,423)
		40	(786,969)	(736,928)	(686,886)	(636,845)	(586,804)	(536,763)	(486,721)
		45	(790,267)	(740,226)	(690,184)	(640,143)	(590,102)	(540,061)	(490,019)
50		(793,565)	(743,524)	(693,482)	(643,441)	(593,400)	(543,359)	(493,317)	
55		(796,863)	(746,822)	(696,780)	(646,739)	(596,698)	(546,657)	(496,615)	
60		(800,161)	(750,120)	(700,078)	(650,037)	(599,996)	(549,955)	(499,913)	
		Build Costs							
Balance		(610,461)							
	0	(378,904)	(456,090)	(533,275)	(610,461)	(687,647)	(764,832)	(842,018)	
	5	(382,202)	(459,388)	(536,573)	(613,759)	(690,945)	(768,130)	(845,316)	
	10	(385,500)	(462,686)	(539,871)	(617,057)	(694,243)	(771,428)	(848,614)	
	15	(388,798)	(465,984)	(543,169)	(620,355)	(697,541)	(774,726)	(851,912)	
	CIL £psm	20	(392,096)	(469,282)	(546,467)	(623,653)	(700,839)	(778,024)	(855,210)
		25	(395,394)	(472,580)	(549,765)	(626,951)	(704,137)	(781,322)	(858,508)
		30	(398,692)	(475,878)	(553,063)	(630,249)	(707,435)	(784,620)	(861,806)
		35	(401,990)	(479,176)	(556,361)	(633,547)	(710,733)	(787,918)	(865,104)
		40	(405,288)	(482,474)	(559,659)	(636,845)	(714,031)	(791,216)	(868,402)
		45	(408,586)	(485,772)	(562,957)	(640,143)	(717,329)	(794,514)	(871,700)
50		(411,884)	(489,070)	(566,256)	(643,441)	(720,627)	(797,812)	(874,998)	
55		(415,182)	(492,368)	(569,554)	(646,739)	(723,925)	(801,110)	(878,296)	
60		(418,480)	(495,666)	(572,852)	(650,037)	(727,223)	(804,408)	(881,594)	

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