

Local Plan Viability Study (including additional SHLAA sites)

**July 2014** 



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Issued 8th July 2014

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### 1. Introduction

#### Scope

- 1.1 Carlisle City Council has completed the Preferred Options Consultation on the Carlisle District Local Plan 2015 to 2030. This new Local Plan sets out the long term spatial vision for the next 15 years (and beyond) including the Council's strategic objectives, spatial strategy and development management policies.
- 1.2 The Council have the Preferred Options Consultations in two stages (stage 1 between July and September 2013, and stage 2 between March and April 2014), and are now working towards Publication of the Plan in January 2015. In this study we have referred to the Plan as 'the draft Local Plan'. The draft Local Plan identifies the Council's preferred locations of new development and the detailed planning policies that will be used to determine planning applications.
- 1.3 HDH Planning and Development Ltd have been appointed to make an assessment of the cumulative impact on development viability of the policies in the Local Plan. This is to ensure that the level of affordable housing and other policy requirements are appropriate, and that the policies in the Plan imposed on developers do not generally render development unviable, as required by paragraphs 173 and 174 of the National Planning Policy Framework (NPPF). This will enable the Council to continue to develop the Plan.
- 1.4 This document sets out the methodology used, the key assumptions adopted, and contains an assessment of the cumulative impact of the policies in the draft Local Plan. It is inevitable that the policies will continue to develop and the Council recognises that the policies in this Preferred Options Consultation version may change further as the draft Local Plan is finalised.
- 1.5 In addition to the above work HDH Planning and Development Ltd have been engaged to carry out high level appraisals of a further 29 SHLAA sites.
- 1.6 This study is concerned with development viability and is just one element of the evidence that informs the draft Local Plan. It should be considered in the wider context of available evidence.

#### Consultation

- 1.7 This report is a draft report that has been subject to consultation. A consultation event was held on 20<sup>th</sup> March 2014 and the Consultation Draft of this report was circulated following that event. The Council invited comments from the development industry, in particular developers, landowners and their agents and advisors.
- 1.8 The assumptions in this report have been altered to reflect those comments. We take this opportunity to thank those companies, individuals and other organisations that responded to the process.



#### **HDH Planning and Development Ltd**

- 1.9 HDH Planning and Development Ltd (HDH) is a specialist planning consultancy providing evidence to support planning and housing authorities. The firm was founded by Simon Drummond-Hay in the summer of 2011 and is led by Simon Drummond-Hay, a Chartered Surveyor and associate of the Chartered Institute of Housing. Previously he and his team worked for Fordham Research.
- 1.10 The team has an unparalleled depth of understanding of housing and planning policy. Members of the team are at the forefront of developing innovative technology and ways to measure and assess housing markets and needs and set affordable housing targets. The main areas of expertise are:
  - District wide and site specific viability analysis
  - Community Infrastructure Levy testing
  - Local and Strategic Housing Market Assessments and Housing Needs Assessments
  - Future Housing Numbers Analysis (post RSS target setting)

#### **Metric or imperial**

1.11 This study is carried out using metric measurements. The property industry uses both metric and imperial – often working out costings in metric (£/m²) and values in imperial (£/acres and £/sqft). This is confusing, hence the use of metric measurements throughout this report. The following conversion rates may assist readers.

1m = 3.28 ft (3' and 3.37")

1ft = 0.30 m

 $1m^2 = 10.76 \text{ sqft } (10 \text{ sqft and } 110.0 \text{ sqin})$ 

1sqft = 0.0929 m<sup>2</sup> 1ha = 2.471 acres 1 acre = 0.4047ha

#### **Report Structure**

- 1.12 This report examines the viability of development across Carlisle City Council's administrative area, and follows the following format:
  - **Chapter 2** We have set out the reasons for, and approach to, viability testing, including a short review of the requirements of the NPPF.
  - **Chapter 3** We have set out the methodology used.
  - **Chapter 4** An assessment of the housing market, including market and affordable housing with the purpose of establishing the worth of different types of housing in different areas.



- **Chapter 5** An assessment of the non-residential markets with the purpose of establishing the worth of different types of non-residential development.
- **Chapter 6** An assessment of the costs of land to be used when assessing viability.
- **Chapter 7** We have set out the cost and general development assumptions to be used in the development appraisals.
- **Chapter 8** We have summarised the various policy requirements and constraints that influence the type of development that come forward.
- **Chapter 9** We have set out the range of modelled sites used for the financial development appraisals.
- **Chapter 10** The results of the development appraisals for residential development sites and considered the deliverability of the affordable housing target.
- **Chapter 11** The results of the development appraisals for non-residential development sites.
- **Chapter 12** We consider the cumulative impact of policies and the deliverability of the Plan.

#### **Next Steps**

- 1.13 This report forms one of the pieces of evidence that will be used to assess whether the Local Plan is effective. In due course the Council will weigh up its own priorities in the context of the NPPF, NPPG and other relevant matters such as the CIL Regulations and 'strike the balance' between delivering the Plan, funding infrastructure and delivering its overall priorities.
- 1.14 The information in this report is an important element of the evidence for Local Plan examination, but is only one part of the evidence; the wider context and other evidence must also be considered.





### 2. Viability Testing

- 2.1 Viability testing is an important part of the plan-making process. The requirement to assess viability forms part of the National Planning Policy Framework<sup>1</sup> (NPPF) and is part of the Strategic Housing Land Availability Assessment (SHLAA) process. Viability testing is also a requirement of the CIL Regulations<sup>2</sup>. In each case the requirement is slightly different but all have much in common.
- 2.2 In March 2014 the Government published National Planning Practice Guidance (NPPG). This is in the form of a website<sup>3</sup> and carries equal weight to the NPPF. The NPPF's content has not been changed as part of the review of planning practice guidance.

#### **NPPF Viability Testing**

- 2.3 The NPPF introduced a requirement to assess the viability of the delivery of the Local Plan and the impact on development of policies contained within it. The NPPF includes the following requirements (with our emphasis):
  - 173. Pursuing sustainable development requires careful attention to viability and costs in planmaking and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.
  - 174. Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the



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<sup>&</sup>lt;sup>1</sup> The NPPF was published on 27<sup>th</sup> March 2012 and the policies within it apply from then.

<sup>&</sup>lt;sup>2</sup> SI 2010 No. 948. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy Regulations 2010 *Made 23rd March 2010, Coming into force 6th April 2010.* SI 2011 No. 987. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2011 *Made 28th March 2011, Coming into force 6th April 2011.* SI 2011 No. 2918. CONTRACTING OUT, ENGLAND AND WALES, The Local Authorities (Contracting Out of Community Infrastructure Levy Functions) Order 2011. *Made 6th December 2011, Coming into force 7th December 2011.* SI 2012 No. 2975. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2012. *Made 28th November 2012, Coming into force 29th November 2012.* SI 2013 No. 982. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, The Community Infrastructure Levy (Amendment) Regulations 2013. *Made 24th April 2013, Coming into force 25th April 2013.* SI 2014 No. 385. COMMUNITY INFRASTRUCTURE LEVY, ENGLAND AND WALES, Infrastructure Levy (Amendment) Regulations 2014. *Made on 23<sup>rd</sup> February 2014, Coming into force on 24<sup>th</sup> February 2014.* 

<sup>&</sup>lt;sup>3</sup> http://planningguidance.planningportal.gov.uk/

<u>economic cycle</u>. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.

- 2.4 The duty to test in the NPPF is a broad brush one saying 'plans should be deliverable'. It is not a requirement that every site should be able to bear all of the local authority's requirements indeed there will be some sites that are unviable even with no requirements imposed on them by the local authority. The typical site should be able to bear whatever target or requirement is set and the Council should be able show, with a reasonable degree of confidence, that the Plan is deliverable.
- 2.5 The enabling and delivery of development is a priority of the NPPF. In this regard it says:
  - 47. To boost significantly the supply of housing, local planning authorities should ... identify and update annually a supply of specific deliverable<sup>11</sup> sites sufficient to provide five years' worth of housing against their housing requirements with an additional buffer of 5% (moved forward from later in the plan period) to ensure choice and competition in the market for land. Where there has been a record of persistent under delivery of housing, local planning authorities should increase the buffer to 20% (moved forward from later in the plan period) to provide a realistic prospect of achieving the planned supply and to ensure choice and competition in the market for land; ... identify a supply of specific, developable<sup>12</sup> sites or broad locations for growth, for years 6-10 and, where possible, for years 11-15;...
- 2.6 Footnotes 11 and 12 of the NPPF are important, making specific reference to viability, in providing detail saying:
  - <sup>11</sup> To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.
  - <sup>12</sup> To be considered developable, sites should be in a suitable location for housing development and there should be a reasonable prospect that the site is available and could be viably developed at the point envisaged.
- 2.7 Some sites within the area will not be viable given policy requirements. In these cases developers have scope to make specific submissions at the planning applications stage; similarly some sites will be able to bear considerably more than the policy requirements.
- 2.8 This study will specifically examine the development viability of the main types of site that are most likely to come forward over the plan-period, based on those sites in the published Preferred Options Local Plan and the SHLAA.

#### Community Infrastructure Levy (CIL) Economic Viability Assessment

2.9 The Council have not yet decided whether to pursue CIL pending further work on advancing the Infrastructure Delivery Plan (IDP) to its final stage. It is not the purpose of this study to consider CIL, however it is not practical to consider the deliverability of the Plan without also considering the ability of sites to contribute towards the funding of infrastructure. We have therefore made passing reference to the CIL Regulations at various places through this report. The CIL Regulations came into effect in April 2010 and have been subject to five subsequent amendments.



- 2.10 CIL, once introduced, is mandatory on all developments (with a very few exceptions) that fall within the categories and areas where the levy applies. In this respect CIL is unlike other policy requirements, such as to provide affordable housing or to build to a particular environmental standard, over which there can be negotiations. This means that CIL must not prejudice the viability of most sites.
- 2.11 In March 2010 CLG published *Community Infrastructure Levy Guidance, Charge setting and charging schedule procedures* to support the CIL Regulations. These were updated in April 2013 but have now been <u>replaced</u> by Community Infrastructure Levy, Guidance (February 2014).
- 2.12 Regulation 14 (as amended) of the CIL Regulations says:

'councils must strike an appropriate balance between (a) the desirability of funding from CIL (in whole or in part) the actual and expected estimated total cost of infrastructure required to support the development of its area, taking into account other actual and expected sources of funding; and (b) the potential effects (taken as a whole) of the imposition of CIL on the economic viability'.

- 2.13 Viability testing in the context of CIL will assess the 'effects' on development viability of the imposition of CIL it should be noted that whilst the financial impact of introducing CIL is an important factor, the provision of infrastructure (or lack of it) will also have an impact on the ability of a Council to meet their objectives and deliver their Plan. The Plan may not be deliverable in the absence of CIL.
- 2.14 On preparing the evidence base on economic viability the CIL Guidance says (2:2:2:4):

A charging authority must use 'appropriate available evidence' (as defined in the Planning Act 2008 section 211(7A)) to inform their draft charging schedule. The Government recognises that the available data is unlikely to be fully comprehensive. Charging authorities need to demonstrate that their proposed levy rate or rates are informed by 'appropriate available' evidence and consistent with that evidence across their area as a whole.

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

- 2.15 This study has drawn on the existing available evidence.
- 2.16 The test that will be applied to the proposed rates of CIL are set out in the CIL Guidance:

Charging authorities should set a rate which does not threaten the ability to develop viably the sites and scale of development identified in the relevant Plan (the Local Plan in England, Local Development Plan in Wales, and the London Plan in London). They will need to draw on the infrastructure planning evidence that underpins the development strategy for their area. Charging authorities should use that evidence to strike an appropriate balance between the desirability of funding infrastructure from the levy and the potential impact upon the economic viability of development across their area.

#### What is meant by an appropriate balance?

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



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

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

2.17 The test is whether CIL threatens development to such an extent that the Plan is put at risk. CIL may well make some sites unviable, just as some schemes are unviable anyway due to factors such as site clearance and decontamination.

#### **National Planning Practice Guidance (NPPG)**

2.18 The NPPG carries equal weight as the NPPF. Viability is a recurring theme through the NPPG, and it includes specific sections on viability in both the plan-making and the development management processes. As set out above, the NPPF says that plans should be deliverable and that the scale of development identified in the Plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. The NPPG says:

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

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

ID: 10-001-20140306

- 2.19 These requirements are not new and are simply stating best practice and are consistent with the approach taken through the preparation of the Plan (a good example is the inclusion of viability testing in relation to the affordable housing policy).
- 2.20 In the section which considers land availability, the NPPG says:

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

ID: 3-021-20140306

2.21 The NPPG does not prescribe a single approach for assessing viability. The NPPF and the NPPG both set out the policy principles relating to viability assessment. The NPPG rightly acknowledges that a 'range of sector led guidance on viability methodologies in plan making and decision taking is widely available' (ID: 10-002-20140306).



2.22 The approach and methodology used in this study is consistent with the NPPG and where appropriate we have highlighted how the methodology used in this study is in accordance with the principals set out in that guidance.

#### **Viability Guidance**

2.23 There are several sources of guidance and appeal decisions<sup>4</sup> that support the methodology we have developed and used in this report. We have followed the guidance in *Viability Testing* in Local Plans – Advice for planning practitioners (LGA/HBF – Sir John Harman) June 2012<sup>5</sup> (known as the **Harman Guidance**). This contains the following definition:

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

- 2.24 The appeal decisions and the HCA's good practice publication, *Investment and planning obligations: responding to the downturn* suggest that the most appropriate test of viability for planning policy purposes is to consider the Residual Value of schemes and to compare this with the existing use value of development land, plus a premium. The premium over and above the exiting use value being set at a level to provide the landowner with a *competitive return*.
- 2.25 The Harman Guidance and *Financial viability in planning*, RICS guidance note, 1st edition (GN 94/2012) August 2012 (known as the **RICS Guidance**) set out the principles of viability testing. Additionally, the Planning Advisory Service (PAS)<sup>6</sup> also provide viability guidance and manuals for local authorities.

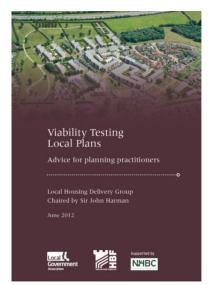
<sup>&</sup>lt;sup>6</sup> PAS is funded directly by DCLG to provide consultancy and peer support, learning events and online resources to help local authorities understand and respond to planning reform. (Note: Some of the most recent advice has been co-authored by HDH).



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Barnet: APP/Q5300/A/07/2043798/NWF, Bristol: APP/P0119/A/08/2069226, Beckenham: APP/G5180/A/08/2084559, Woodstock: APP/D3125/A/09/2104658, Shinfield APP/X0360/A/12/2179141, Oxenholme Road APP/M0933/ A/13/ 2193338

<sup>&</sup>lt;sup>5</sup> Viability Testing in Local Plans has been endorsed by the Local Government Association and forms the basis of advice given by the, CLG funded, Planning Advisory Service (PAS).





2.26 There is considerable common ground between the RICS and the Harman Guidance but they are not wholly consistent. The RICS Guidance recommends against the 'current/alternative use value plus a margin' – which is the methodology recommended in the Harman Guidance.

One approach has been to exclusively adopt current use value (CUV) plus a margin or a variant of this, i.e. existing use value (EUV) plus a premium. The problem with this singular approach is that it does not reflect the workings of the market as land is not released at CUV or CUV plus a margin (EUV plus).....

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

2.27 The Harman Guidance advocates an approach based on Threshold Land Value. *Viability Testing in Local Plans* says:

Consideration of an appropriate Threshold Land Value needs to take account of the fact that future plan policy requirements will have an impact on land values and landowner expectations. Therefore, using a market value approach as the starting point carries the risk of building-in assumptions of current policy costs rather than helping to inform the potential for future policy. Reference to market values can still provide a useful 'sense check' on the threshold values that are being used in the model (making use of cost-effective sources of local information), but it is not recommended that these are used as the basis for the input to a model.

We recommend that the Threshold Land Value is based on a premium over current use values and credible alternative use values ....

(Viability Testing in Local Plans – Advice for planning practitioners. (LGA/HBF – Sir John Harman)

June 2012)

2.28 The RICS dismisses a Threshold Land Value approach as follows.

**Threshold land value**. A term developed by the Homes and Communities Agency (HCA) being essentially a land value at or above that which it is assumed a landowner would be prepared to sell. It is not a recognised valuation definition or approach.

2.29 On face value these statements are contradictory. In order to avoid later disputes and delays, the approach taken in this study brings these two sources of guidance together. The methodology adopted is to compare the Residual Value generated by the viability appraisals for the modelled sites, with the Existing Use Value (EUV) or an Alternative Use Value (AUV) plus an appropriate uplift to incentivise a landowner to sell. The amount of the uplift over and



above the existing use value is central to the assessment of viability. It must be set at a level to recognise 'competitive returns' for the landowner. To inform the judgement as to whether the uplift is set at the appropriate level we make reference to the market value of the land both with and without the benefit of planning.

- 2.30 It is relevant to note that the Harman methodology was endorsed by the Planning Inspector who approved the London Mayoral CIL Charging Schedule in January 2012<sup>8</sup>. In his report, the London Inspector dismissed the theory that using historical market value (i.e. as proposed by the RICS) to assess the value of land was a more appropriate methodology than using EUV plus a margin.
- 2.31 Through the consultation process, there was a consensus that this was the appropriate approach. It was however suggested by one consultee that to follow this methodology is to ignore RICS Guidance note Valuation of development land, 1st edition (VIP12) which advocates the residual valuation methodology. The Harman Guidance and *Financial viability in planning*, RICS guidance note, 1st edition (GN 94/2012) August 2012 as mentioned above are both based on the residual method.

#### Limitations of viability testing in the context of the NPPF

- 2.32 The high level and broad brush viability testing that is appropriate to be used in the context of the NPPF and CIL does have limitations. The purpose of the viability testing is to assess the 'effects' of CIL, whilst viability is a largely quantitative process based on financial appraisals, there are types of development where viability is not at the forefront of the developer's mind and they will proceed even if a 'loss' is shown in a conventional financial appraisal. By way of example, an individual may want to fulfil a dream of building a house, spending more that the finished home is actually worth, a community may extend a village hall even through the value of the facility in financial terms is not significantly enhanced, or the end user of an industrial or logistics building may build a new factory or depot that will improve its operational efficiency even if, as a property development, the resulting building may not seem to be viable.
- 2.33 This sets a Charging Authority a challenge when it needs to determine whether or not the introduction of policy will have an impact on development coming forward will introducing a requirement on a development type that may appear only to be marginally viable have any material impact on the rates of development or will the developments proceed anyway?



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<sup>&</sup>lt;sup>7</sup> As required by 173 of the NPPF

<sup>&</sup>lt;sup>8</sup> Paragraphs 7 to 9 of REPORT ON THE EXAMINATION OF THE DRAFT MAYORAL COMMUNITY INFRASTRUCTURE LEVY CHARGING SCHEDULE by Keith Holland BA (Hons) DipTP MRTPI ARICS an Examiner appointed by the Mayor Date: 27<sup>th</sup> January 2012

#### **Viability Testing**

2.34 There is no statutory guidance on how to actually go about viability testing and assess when a site is or is not viable. The availability and cost of land are matters at the core of viability for any property development. The format of the typical valuation, which has been standard for as long as land has been traded for development, is:

#### **Gross Development Value**

(The combined value of the complete development)

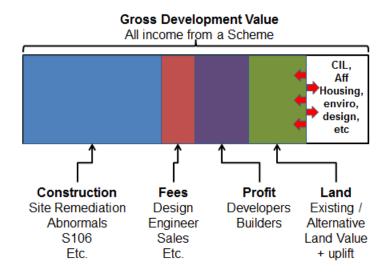
**LESS** 

Cost of creating the asset, including a profit margin (Construction + fees + finance charges)

=

#### **RESIDUAL VALUE**

2.35 The result of the calculation indicates a land value, the Residual Value. The Residual Value is the top limit of what a bidder could offer for a site and still make a satisfactory profit margin. In the following graphic, the bar illustrates all the income (or value) from a scheme. This value is set by the market (rather than by the developer or local authority) so is, to a large extent, fixed. The developer has relatively little control over the costs of development (construction and fees) and whilst there is scope to build to different standards and with different levels of efficiency the costs are largely out of the developers direct control – they are what they are, depending on the development.



2.36 It is well recognised in viability testing that the developer should be rewarded for taking on the risks of development. The NPPF terms this the 'competitive return'. The essential balance in viability testing is around the land value and when land will and will not come forward for development. The more policy requirements and developer contributions the planning authority asks for, the less the developer can afford to pay for the land. The purpose of this



study is to quantify the costs of the Council's various policies on development and then make a judgement as to whether or not land prices are 'squeezed' to such an extent that, in context of the NPPF, the Development Plan is put at 'serious risk'.

- 2.37 In this study we are not trying to exactly mirror any particular developer's business model rather we are making a broad assessment of viability in the context of plan-making and the requirements of the NPPF.
- 2.38 The 'likely land value' is a difficult topic since a landowner is unlikely to be entirely frank about the price that would be acceptable, always seeking a higher one. This is one of the areas where an informed assumption has to be made about the 'uplift': the margin above the 'existing use value' which would make the landowner sell. Both the RICS Guidance and the NPPG make it clear that when considering land value that this must be done in the context of current and emerging policies:

Site Value definition Site Value either as an input into a scheme specific appraisal or as a benchmark is defined in the guidance note as follows: 'Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan.'

Box 7, Page 12, RICS Guidance

In all cases, estimated land or site value should: ...reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;...

ID 10-014-130729 NPPG

2.39 There is no technical guidance on how to test viability in the NPPG, CIL Regulations or Guidance. Paragraph 173 of the NPPF says: '..... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable......' Whilst this seems quite straightforward, 'competitive returns' is not defined.

#### The meaning of 'competitive return'

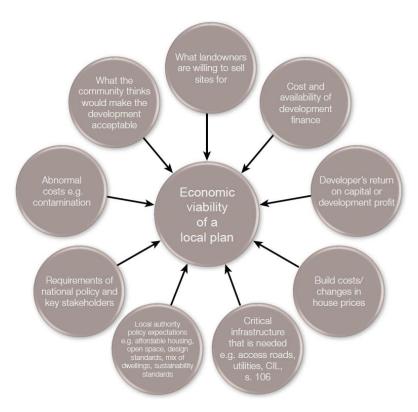
2.40 The meaning of *competitive return* is at the core of a viability assessment. The RICS Guidance includes the following definition:

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

2.41 Whilst this is useful it does not provide guidance as to the size of that return. To date there has been much discussion within the industry as to what may and may not be a competitive return, as yet the term has not been given a firm and binding definition through the appeal,



- planning examination or legal processes. Competitive return was considered at the January 2013 Shinfield appeal (APP/X0360/A/12/2179141) and at the October 2013 Oxenholme Road appeal (APP/M0933/ A/13/ 2193338). We have discussed this further in Chapter 6.
- 2.42 It should be noted that this study is about the economics of development. Viability brings in a wider range than just financial factors. The following graphic is taken from the Harman Guidance and illustrates some of the non-financial as well as financial factors that contribute to the assessment process. Viability is an important factor in the plan-making process but it is one of many factors.



#### **Existing Available Evidence**

- 2.43 The NPPF and NPPG are clear that the assessment of viability should, wherever possible, be based on existing available evidence rather than new evidence. We have reviewed the evidence that is available from the Council. This falls into three broad types:
- 2.44 The first is that which has been prepared by the Council to inform its Local Development Framework (LDF) and in particular the Local Plan. This study has principally drawn on the existing available evidence:
  - Carlisle Affordable Housing Economic Viability Assessment (PBA January 2013)
  - b. SHLAA update 2012 (in particular Appendix 2).
- 2.45 Secondly, the Council holds a substantial amount of evidence in the form of development appraisals that have been submitted by developers in connection with specific developments



- most often to support negotiations around the provision of affordable housing or s106 contributions.
- 2.46 Our approach has been to draw on this existing evidence and to consolidate it so that it can then be used to inform the assumptions.
- 2.47 Thirdly, the Council also holds evidence of what is being collected from developers under the s106 regime. We have considered the Council's policies for developer contributions (including affordable housing) and the amounts that have actually been collected from developers. Details of the Council's s106 track record are available in the Council's annual Planning Obligations report.





## 3. Viability methodology

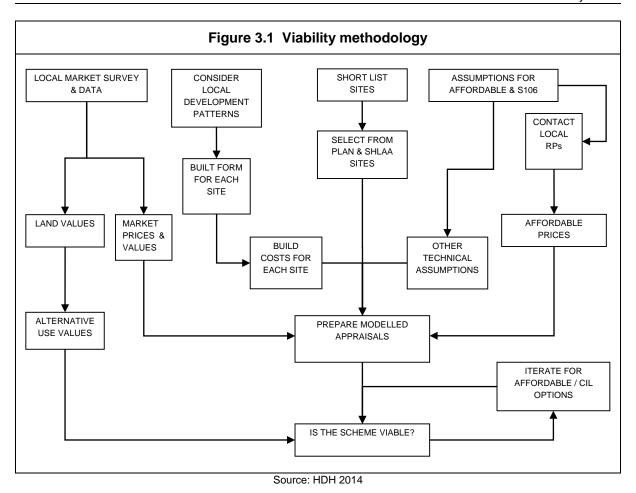
#### **Outline Methodology**

- 3.1 The assessment of viability as required under the NPPF/NPPG (and the CIL Regulations) is not done through a calculation or a formula. The NPPF requires that 'the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened<sup>9</sup> and whether 'the cumulative impact of these standards and policies should not put implementation of the plan at serious risk<sup>10</sup>.
- 3.2 The basic viability methodology is summarised in the figure below. It involves preparing financial development appraisals for a representative range of sites, and using these to assess whether development, generally, is viable. The sites were modelled based on discussions with Council officers, the existing available evidence supplied to us by the Council, and on our own experience of development. Details of the site modelling are set out in Chapter 9. This process ensures that the appraisals are representative of typical development in the Carlisle City Council area.
- 3.3 The appraisals are based on Preferred Options Local Plan policy requirements and include appropriate sensitivity testing of a range of scenarios including different levels of affordable housing provision.
- 3.4 We surveyed the local housing and commercial markets, in order to obtain a picture of sales values. We also assessed land values to calibrate the appraisals and to assess existing and alternative use values. Alongside this we considered local development patterns, in order to arrive at appropriate built form assumptions for those sites where information from a current planning permission or application was not available. These in turn informed the appropriate build cost figures. A number of other technical assumptions were required before appraisals could be produced. The appraisal results were in the form of £/ha 'residual' land values, showing the maximum value a developer could pay for the site and still return a target profit level.



<sup>&</sup>lt;sup>9</sup> NPPF Paragraph 173

<sup>&</sup>lt;sup>10</sup> NPPF Paragraph 174



- 3.5 The Residual Value was compared to the Alternative Use Value for each site. Only if the Residual Value exceeded the Alternative Use Value / Existing Use Value figure by a satisfactory margin, could the scheme be judged to be viable.
- 3.6 We have used a bespoke viability testing model designed and developed by us specifically for area wide viability testing as required by the NPPF (and CIL Regulation 14)<sup>11</sup>. The purpose of the viability model and testing is not to exactly mirror any particular business model used by those companies, organisations and people involved in property development. The purpose is to capture the generality and to provide high level advice to assist the Council in assessing the deliverability of the Plan.

<sup>&</sup>lt;sup>11</sup> This Viability Model has is used as the basis for the Planning Advisory Service (PAS) viability workshops.



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### 4. Residential Property Market

- 4.1 This chapter sets out an assessment of the housing market, providing the basis for the assumptions on house prices to be used in the financial appraisals for the sites tested in the study. We are concerned not just with the prices but the differences across different areas, and also the pattern which may inform different zones for affordable housing targets.
- 4.2 Although development schemes do have similarities, every scheme is unique to some degree, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances, and local supply and demand factors, however, even within a town there will be particular localities, and ultimately site specific factors, that generate different values and costs.

#### **The Residential Market**

- 4.3 The Carlisle housing market reflects national trends, but there are local factors that underpin the market including:
  - i. A relative remoteness from London and the Southeast.
  - ii. Excellent train connectivity with regular, fast services south via the west-coast mainline to London and north to Glasgow and Edinburgh. There are also regular local trains to the west coast of Cumbria and across to Newcastle and the Northeast.
  - iii. Good road links including via the M6.
  - iv. Close proximity to the stunning countryside areas of the Lake District, the northern Pennines, the Scottish Borders and the Solway Firth.
  - v. The historic city of Carlisle and many attractive settlements in a range of sizes containing buildings of character and heritage.
- 4.4 The current direction and state of the housing market has improved over the last year or so. The housing market peaked late in 2007 (see the following graph) and then fell considerably in the 2007/2008 recession during what became known as the 'Credit Crunch'.
- 4.5 Up to the peak of the market, the long term rise in house prices had, at least in part, been enabled by the ready availability of credit to home buyers. Prior to the increase in prices, mortgages were largely funded by the banks and building societies through deposits taken from savers. During a process that became common in the 1990s, but took off in the early part of the 21<sup>st</sup> Century, many financial institutions changed their business model whereby, rather than lending money to mortgagees that they had collected through deposits, they entered into complex financial instruments and engineering through which, amongst other things, they borrowed money in the international markets, to then lend on at a margin or profit. They also 'sold' portfolios of mortgages that they had granted. These portfolios also became the basis of complex financial instruments (mortgage backed securities and derivatives etc).



- 4.6 During 2007 and 2008, it became clear that some financial institutions were unsustainable, as the flow of money for them to borrow was not certain. As a result, several failed and had to be rescued. This was an international problem that affected countries across the world but most particularly in North America and Europe. In the UK the high profile institutions that were rescued included Royal Bank of Scotland, HBoS, Northern Rock and Bradford and Bingley. The ramifications of the recession were an immediate and significant fall in house prices, and a complete reassessment of mortgage lending with financial organisations becoming averse to taking risks, lending only to borrowers who had the least risk of default and those with large deposits.
- 4.7 It is important to note that at the time of this report (May 2014) the housing market is actively supported by the current Government with about one third of mortgages being provided through a state backed entity or scheme (a publically controlled financial institution or assisted purchase scheme such as shared ownership). It is not known how long this will continue.
- 4.8 There are various commentators talking about a recovery in house prices and the following quotation from the trade press captures the improved sentiment:

The March 2014 RICS Residential Housing Market Survey results show the trends which began to emerge mid-2013 remain firmly in place, as house prices continue along their upward trajectory. The imbalance between supply and demand is proving to be an enduring feature and still the main catalyst behind house price appreciation. Indeed, while new buyer enquiries improved at a pretty similar pace between March and February, new instructions fell marginally for the third consecutive month, further compounding the disparity.

This is placing greater upward pressure on the price of residential property, with the national balance picking up from February's already elevated level. The strongest gains were again recorded in London and the South East, although all regions now stand comfortably in positive territory with eight of the twelve areas recording a net balance in excess of 40. Significantly, this marks the eleventh month in succession in which an increase in house prices has been registered at the headline level and is now the longest period of consistent growth since the onset of the financial crisis.

This trend looks set to be sustained, in the near term at least, with surveyors expecting little respite anytime soon. Indeed, both the three and twelve month price expectations series remained broadly unchanged ...

RICS Residential Market Survey. March 2014

4.9 This improved sentiment can also be seen in the non-residential sectors:

The Q4 RICS UK Commercial Property Market Survey shows continued improvement in both the occupier and investment markets. In the occupier segment, demand rose for the fifth quarter in succession whilst the availability indicator declined for the third consecutive quarter. Together, this is helping to support higher rent expectations. Meanwhile, in the investment market improving enquires are driving projections for increasing capital values

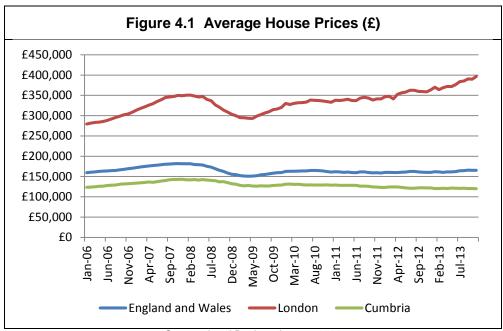
Within the occupier market, demand continues to rise across each sector with the headline balance (comparing the change over the previous quarter) currently standing at its most elevated level in the survey's history (Q3 1998). That said, many of the comments from respondents are a little more circumspect and suggest that while improving, the upturn in activity is still tentative.

At the same time, investment market conditions continue to brighten as enquiry levels grow, marking the fifth consecutive period in which they have done so. On the back of this, investment transactions are anticipated to rise further with this trend also contributing towards the suggestion that gains in capital values will gather pace.

RICS Commercial Market Survey UK Q4 2013

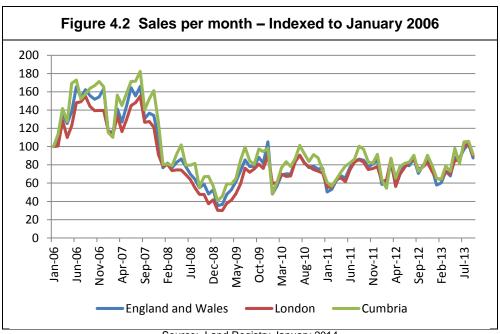


4.10 Whilst there is anecdotal evidence of an improved sentiment and increase in prices, we have taken a cautious approach. The following figure shows that generally prices in Cumbria fell much less than in the rest of England and Wales and have seen a recovery since the bottom of the market in mid-2009, although they remain somewhat below the 2007 peak.



Source: Land Registry January 2014

4.11 This is supported by the increase in market activity over recent months:



Source: Land Registry January 2014

4.12 Cumbria's residential market is seeing signs of recovery being strongly influenced by the rest of England. When ranked across England, the median house price for Carlisle District is at



the 283<sup>rd</sup> (out of 348) at just over £120,000<sup>12</sup>. To set this in context, the Council at the middle of the rank (South Staffordshire) has a median price of just over £209,000.

4.13 The table below shows average values for the principal settlements in the study area for the latest available month from Zoopla. Although the Land Registry data covers both second-hand and newbuild prices, the former will predominate.

	Table 4.1 Average house prices January 2014				
	Property type	Avg. current value	Avg. £/m2	Avg. bedrooms	Avg. £ paid (last 12m)
Carlisle	Detached	£238,878	£1,841	3.6	£211,776
	Semi-detached	£133,051	£1,625	3.0	£130,624
	Terraced	£104,731	£1,335	2.7	£104,097
	Flats	£101,195	£1,432	1.9	£89,711
Longtown	Detached	£205,199	£1,507	3.7	£196,500
	Semi-detached	£111,832		3.0	£122,257
	Terraced	£95,129	£1,367	2.7	£82,217
	Flats	£70,783		2.0	-
Brampton	Detached	£278,242	£1,938	3.6	£239,455
	Semi-detached	£154,997	£2,099	3.1	£144,736
	Terraced	£123,138	£1,507	2.7	£111,795
	Flats	£90,299		2.0	£67,750
Wetheral	Detached	£323,352	£2,217	3.8	£307,461
	Semi-detached	£233,411	£1,658	3.5	£175,000
	Terraced	£214,417		3.3	-
	Flats	£158,475		1.9	£166,500
Dalston	Detached	£287,966	£2,142	3.6	£289,190
	Semi-detached	£175,265	£2,024	3.0	£158,732
	Terraced	£141,835	£1,206	2.8	£148,100
	Flats	£128,892		2.5	£76,125

Source: Zoopla.com (January 2014)

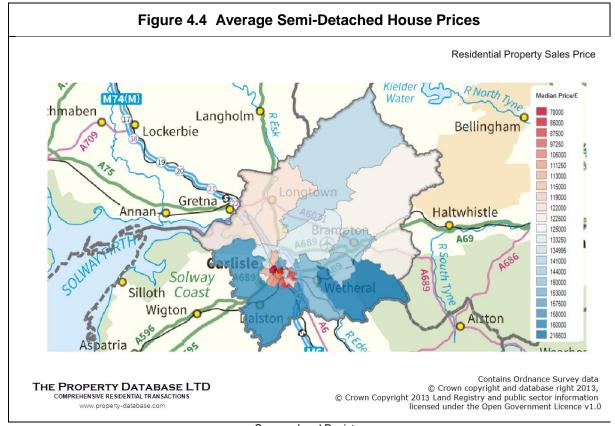
<sup>&</sup>lt;sup>12</sup> CLG Live Table 586





- Source: Zoopla.com (January 2014)
- 4.14 Prices across the area vary considerably, however, this is, at least in part, due to the type of housing that is available in the different areas (for example an area where smaller terraces predominate will have lower average prices than a rural area where houses tend to be larger).
- 4.15 The Land Registry data is available at ward level as shown in the following map:





Source: Land Registry

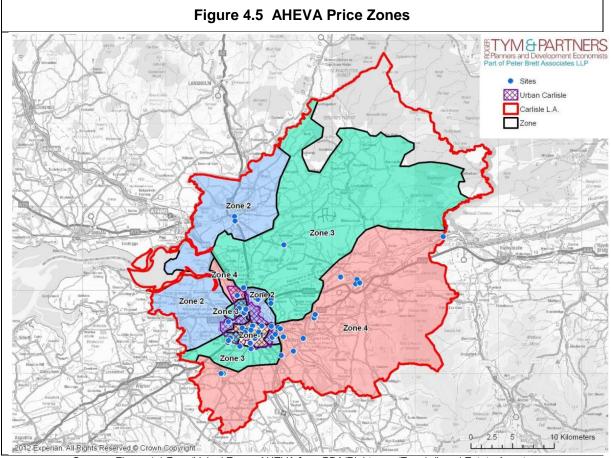
4.16 In January 2013 the PBA Affordable Housing Economic Viability Assessment was published. In that study the following values were used:

Table 4.2 Values from AHEVA (2013)			
Value Zone No.	Typology	Values per unit	
1	Apartment	£100,000	
	Terrace houses	£125,000	
	Semi-detached houses	£150,000	
	Detached houses	£180,000	
2	Terrace houses	£135,000	
	Semi-detached houses	£160,000	
	Detached houses	£200,000	
3	Terrace houses	£155,000	
	Semi-detached houses	£180,000	
	Detached houses	£225,000	
4	Terrace houses	£170,000	
	Semi-detached houses	£200,000	
	Detached houses	£250,000	

Source: Table 4.1 Four 'Value' Zones AHEVA from PBA/Rightmove/Zoopla/Local Estate Agents



4.17 The 'Value Zones' used are shown on the following map.



Source: Figure 4.1 Four 'Value' Zones AHEVA from PBA/Rightmove/Zoopla/Local Estate Agents

4.18 We understand that the above prices were derived over a year ago in 2012 and have been subject to a consultation process. Having checked these, we confirm that they are representative of current differences, so we have used these areas and prices as the basis of our analysis, although due to the recent increased optimism we have refreshed these values.

#### **New-build Sales Prices**

4.19 We conducted a survey of new homes for sale during January 2014. We identified about 35 new homes for sale on about 11 different sites. Analysis of these and other schemes in the study area shows that asking prices for newbuild homes vary, very considerably, across the area. The prices ranged from about £1,900/m² to over £4,000/m² and are summarised in the table below – note this table only shows values where £/m² were available.



Table 4.3 Decemb	er 2013 New-build Market S	urvey – Asking Prices (	£/m²)
Scheme	Place	House	Flat
Barley Edge	Carlisle	1,829	
Brackenleigh	Carlisle	1,906	
5 Argyll Drive	Carlisle		2,069
The Elms, Brookside	Carlisle	1,645	
Helvellyn Rise	Carlisle	1,733	
The Oaks Bungalows	Longtown	2,684	
King George Ct,	Warwick Bridge		3,038
Empire Park	Gretna	1,382	
Averley, Cumwhinton Rd	Carlisle	2,000	
Ridge View	Brampton	1,750	
Crindledyke Farm	Kingstown	2,021	
Hawksdale Pasture	Dalston	2,308	

Source: Market Survey January 2014

4.20 We have set out the detail in **Appendix 1**.

#### **Market Housing Price Assumptions for Financial Appraisals**

4.21 It is necessary to form a view about the appropriate prices for the schemes to be appraised in the study. The preceding analysis does not reveal simple clear patterns with sharp boundaries. Based on the current asking prices from active developments, and informed by the general pattern of all house prices across the study area, we set the prices used in the appraisals. It is important to note at this stage that this is a broad brush, high level study to test the Council's policy as required by the NPPF. The values between new developments and within new developments will vary considerably. We have followed the Price Zones identified by PBA in the AHEVA.

Table 4.4 Pre-Consultation Residential Market Values (£/m²)		
Settlement Category		
Zone 1	1,800	
Zone 2	2,100	
Zone 3	2,250	
Zone 4	2,400	

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

4.22 We sought to compare these values to those used in appraisals submitted to the Council through the Development Management process. These range from £1,488/m² to £2,456/m².



It is difficult to make direct comparison due to the diversity of the schemes and dates of the appraisals.

4.23 The above assumptions were discussed at the March 2014 consultation event, and further comments were subsequently made. Some detailed comparative information was provided in relation to sales prices being achieved from current and active development sites. This information is considered to be commercially sensitive so is not presented in detail here. Having considered this information we have adjusted the prices used as follows:

Table 4.5 Post-Consultation Residential Market Values (£/m²)		
Settlement Category		
Zone 1	1,800	
Zone 2	1,950	
Zone 3	2,150	
Zone 4	2,300	

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

- 4.24 It is important to note that we have not considered the micro economic factors that will influence the prices on each site. Values of units on sites in an area are strongly influenced by the specific situation of a site (for example the views, the neighbours and are very local factors). This is a generally cautious approach.
- 4.25 It is necessary to consider whether the presence of affordable housing would have a discernible impact on sales prices. In fact, affordable housing will be present on many of the sites which selling prices have informed our analysis. Our view is that, in any case, any impact can and should be minimised through an appropriate quality design solution.

#### **Affordable Housing**

- 4.26 The Council has a policy for the provision of affordable housing (the requirements are summarised in Chapter 8). In this study we have assumed that such housing is constructed by the site developer and then sold to a Registered Provider (RP). This is a simplification of reality as there are many ways in which affordable housing is delivered, including the transfer of free land to RPs for them to build on or the retention of the units by the schemes overall developer. There are three main types of affordable housing: Social Rent, Affordable Rent and Intermediate Housing Products for Sale (including the Council's Low Cost Home Ownership (Discounted Sale) scheme). It should be noted that changes to the HCA funding regime mean that affordable housing delivered through s106 is less likely to be Social Rent in Carlisle in the future.
- 4.27 In the PBA Affordable Housing Economic Viability Assessment it was assumed that Social Rent had a discount of 60% from open market value. The value for intermediate housing was assumed to be 70% of open market value.



4.28 Due to the passage of time we considered the values of each below:

#### Social Rent

4.29 The value of a rented property is strongly influenced by the passing rent – although factors such as the condition and demand for the units also have a strong impact. Social Rents are set at a local level through a national formula that smooths the differences between individual properties and ensures properties of a similar type pay a similar rent. Social Rent is normally significantly below the level of Affordable Rent although this will vary across the District:

Table 4.6 Carlisle City Council Social Rent (£)			
	1 Bedroom 2 Bedrooms 3+ Bedroom		
Per week	£70.03	£71.03	£72.03
Per month	£303.46	£307.80	£312.13
Per year	£3,641.56	£3,693.56	£3,745.56

Source: The COntinuous REcording of Letting and Sales in Social Housing in England (CORE) January 2014

- 4.30 It is important to note that the above rents are based on both new and existing properties and it would be expected that the rents for new homes would be at the top end of the range and above these figures. To derive the capital value we have assumed the net rent (i.e. the rent having made allowance for maintenance, management and voids of 20%) is capitalised using a yield of 5.5%. Very approximately, this equates to about £55,000 for a 2 bedroom home or around £75/m² or about 50% of market value.
- 4.31 In spite of this assumed value of Social Rent, in the AHEVA it was assumed that social rent units would be transferred to a Housing Association / Registered Provider at a value of 45% of market value. We recognise that this is a generalisation and the price will vary from scheme to scheme, however it is necessary to make generalisations in a project of this type.

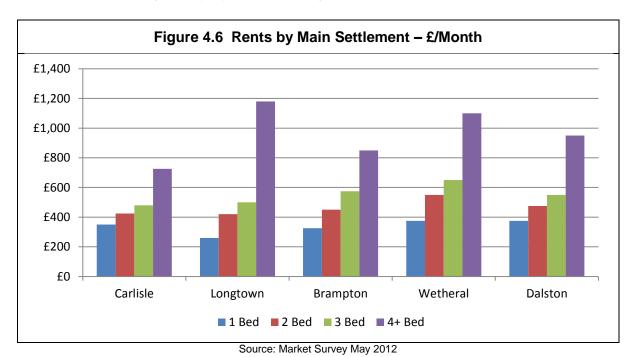
#### Affordable Rent

4.32 Affordable Rent is a 'new' type of Affordable Housing. Under Affordable Rent a rent of <u>up to</u> 80% of the open market rent for that unit can be charged. One of the key aims of the Government's policy on affordable housing is to make the much reduced HCA budget go further. The affordable rent that is over and above the social rent is used by Registered Providers (RPs) to raise capital funding through borrowing or securitisation<sup>13</sup>.



<sup>&</sup>lt;sup>13</sup> The creation and issuance of tradable securities, such as bonds, that are backed by the income generated by an asset, a loan, a public works project or other revenue source. (Source FT Lexicon)

- 4.33 The hope and objective of affordable rent is that by charging higher rents for the affordable housing, that housing would require less grant and subsidy and thus the development of affordable housing would effectively fund itself. On market housing led schemes grant is only now available in exceptional circumstances, for example on high priority sites where there is still a funding gap after allowing for the higher affordable rent. As the amount is uncertain we have assumed no grant will be available in the future.
- 4.34 In the development of affordable housing for rent, the value of the units is, in large part, the worth of the income that the completed let unit will produce. This is the amount an investor or another RP would pay for the completed unit. This will depend on the amount of the rent, the cost of managing the property (letting, voids, rent collection, repairs etc.).
- 4.35 Affordable Rent was not considered in the AHEVA. We have assumed that the rent is to be set at 80% of the full open market rent of the properties in question. We have assumed that, because a typical Affordable Rent unit will be new, it will command a premium rent that is a little higher than equivalent older private sector accommodation. In estimating the likely level of Affordable Rent, we have undertaken a survey of market rents across Carlisle District area. This involved an analysis of properties currently to let in the area.



- 4.36 The rents vary somewhat particularly for larger units.
- 4.37 As part of the reforms to the social security system, Housing Benefit/Local Housing Allowance is capped at the 3<sup>rd</sup> decile of open market rents for that property type. These caps apply to tenants in the private rented sector rather than affordable housing, however, in practice Affordable Rents are unlikely to be set above these levels. The cap is set by the Valuation Office Agency by Broad Housing Market Area (BHMA) however these BHMAs do not follow local authority boundaries (the majority of the study area is within the North Cumbria Area). Where this cap is below the level of Affordable Rent at 80% of the median rent we have assumed that the Affordable Rent is set at the LHA Cap.



Table 4.7 BHMA Caps (£/week)			
	North Cumbria	Tyneside	
Shared	£57.74	£60.00	
One Bedroom	£80.77	£91.15	
Two Bedrooms	£96.92	£102.12	
Three Bedrooms	£113.08	£114.23	
Four Bedrooms	£138.46	£150.00	

Source: VOA, January 2014

4.38 The prevailing rents in the main settlements (i.e. where most development will take place) can be summarised as follows and forms the basis of the appraisals:





4.39 The LHA Cap is only likely to apply in the highest value areas – such as Wetheral. We have assumed that Affordable Rent will be set at 80% but in any event at no more than the LHA Cap. In calculating the value of Affordable Rents we have allowed for 10% management costs, 4% voids and bad debts and 6% repairs, and capitalised the income at 5.5%.

Table 4.8 Capitalisation of Affordable Rents					
	Affordable Rent	Net Rent Capitalise		+/111/	
2 Bedrooms					
Carlisle	£4,080	£3,264	£65,280	£882	
Longtown	£4,032	£3,226	£64,512	£872	
Brampton	£4,320	£3,456	£69,120	£934	
Wetheral	£5,280	£4,224	£84,480	£1,142	
Dalston	£4,560	£3,648	£72,960	£986	
3 Bedrooms					
Carlisle	£4,608	£3,686	£73,728	£857	
Longtown	£4,800	£3,840	£76,800	£893	
Brampton	£5,520	£4,416	£88,320	£1,027	
Wetheral	£6,240	£4,992	£99,840	£1,161	
Dalston	£5,280	£4,224	£84,480	£982	

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

4.40 From this we have assumed a value of Affordable Rent property has the following values in this study:

Table 4.9 Affordable Rent Values £/m²			
Settlement Category			
Zone 1	£875		
Zone 2	£880		
Zone 3	£880		
Zone 4	£1,000		

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

- 4.41 We take this opportunity to stress that the Council does not have a position in relation to what level they believe Affordable Rents should be set. The actual level is likely to vary from site to site and even within sites.
- 4.42 These values were presented to consultees and there was a consensus that the approach was sound.



#### Intermediate Products for Sale

- 4.43 Intermediate products for sale include shared ownership and shared equity products. The market for these is 'thin' at present and we have found little evidence of the availability of such products in the study area. This is, in part, due to the current success of the Government's 'Help to Buy' scheme.
- 4.44 We have assumed that intermediate affordable housing has a value of 70% of open market value for these units.
- 4.45 These values were presented to consultees and there was a consensus the approach was sound.

# **Grant Funding**

4.46 In recent years the HCA and Local Planning Authorities (LPAs) have aspired to ensure that affordable housing is delivered on s106 sites without grant. When planning authorities have negotiated with developers during the planning process, about the number and type of affordable housing to be provided through s106 agreements and planning conditions, the initial basis of those discussions has usually been that the affordable units would be made available without any grant. We have assumed that no external funding will be available in the analysis in this report.

# **Older Peoples' Housing**

- 4.47 Specialist housing for older people is a growing sector due to the demographic changes and aging population. The sector brings forward two main types of product.
  - a. Sheltered or Retirement Housing. Housing which is self-contained housing, normally developed as flats and other relatively small units. Where these schemes are brought forward by the private sector there are normally warden services and occasionally non-care support services (laundry, cleaning etc) but not care services.
  - b. Extracare Housing. Sometimes referred to as very sheltered housing or housing with care. It is self-contained housing that has been specifically designed to suit people with long-term conditions or disabilities that make living in their own home difficult, but who don't want to move into a residential care home. Schemes can be brought forward in the open market or in the social sector. Most residents are older people, but this type of housing is becoming popular with people with disabilities regardless of their age. Usually, it is seen as a long-term housing solution. Extracare housing residents still have access to means-tested local authority services.
- 4.48 We have received (national) representations from the Retirement Housing Group (RHG) being a trade group representing private sector developers and operators of retirement, care and extracare homes. They have set out a case that sheltered housing and extracare housing should be tested separately.



- 4.49 In line with the RHG representations, we have assumed the price of a 1 bed sheltered property is about 75% of the price of an existing 3 bed semi-detached house and a 2 bed sheltered property is about equal to the price of an existing 3 bed semi-detached house. In addition we have assumed extracare housing is 25% more expensive than sheltered.
- 4.50 Initially we assumed a typical price of a 3 bed semi-detached home of £135,000 and have used this as a starting point. On this basis we have assumed retirement housing has the following worth:

Table 4.10 Worth of Retirement and Extracare						
Area m2 £ £/m²						
3 bed semi-detached		£135,000				
I bed Sheltered	50	£101,250	£2,025			
2 bed Sheltered	75	£135,000	£1,800			
1 bed Extracare	65	£126,563	£1,947			
2 bed Extracare	80	£168,750	£2,109			

Source: Carlisle Viability Study (HDH 2014)

4.51 The above prices are applied to the net saleable areas.





# 5. Non-Residential Property Market

- 5.1 This study is concerned with the delivery of the Local Plan. This Plan includes non-residential development as well as residential development. It is just as important that these development types are not subject to such a scale of policy burden as to render them unviable.
- 5.2 This chapter sets out an assessment of the markets for non-residential property, providing a basis for the assumptions of prices to be used in financial appraisals for the sites tested in the study.
- 5.3 Although development schemes do have similarities, every scheme is unique to some degree, even schemes on neighbouring sites. Market conditions will broadly reflect a combination of national economic circumstances and local supply and demand factors, however even within a town there will be particular localities, and ultimately site specific factors, that generate different values and costs.

# **Carlisle City Council Area Overview**

- 5.4 As with the housing market, the various non-residential markets in Carlisle District area reflect national trends, but there are local factors that underpin the market. The market is focused on Carlisle.
- 5.5 Commercial activity does of course take place more widely than this indeed the majority of the area (by land use) is actively and commercially farmed. There is, however, little evidence of significant non-residential development happening much beyond Carlisle and even in Carlisle it is limited at the moment. We have centred this study on Carlisle although, in particular, we note that there are significant aspirations to develop Carlisle Airport and to develop MoD Longtown where the existing use is being scaled back, and there is a commitment to redevelop redundant areas for a strategic commercial logistics park. In addition, we understand that specialist, defence related development continues at RAF Spadeadam.

# **Market Survey**

- 5.6 We undertook a market survey of new and recent deals for commercial properties for sale and to let by reference to agents advertising and the Propertylink property website (a commercial equivalent of Rightmove). Additionally we have made use of EGI data that records past transactions in the non-residential sector.
- 5.7 We have concentrated on newer property and not surveyed the wider market of older units and buildings. This study is concerned with development viability there are, in nearly all situations, some space that is available at rents and values that are substantially lower than these amounts, particularly commercial space above retail units and near town centres that have limited car parking and facilities.



5.8 We surveyed the following commercial property categories:

Industrial Office Retail
Hotel Other/land

5.9 The first and overriding finding is that there is little non-residential development taking place – and the little that there is, is not speculative development by developers, rather it is being developed for specific end users. The second finding is that whilst there is some empty space that is available for let or for sale, new development of commercial property continues at a slow pace. These two points are important and they suggest that the development of commercial property remains difficult.

#### Industrial

- 5.10 The industrial property market varies tremendously for both sales and lettings. Rents for industrial properties range from a low of about £15/m² to over £65/m². The variations are largely due to the quality of the property available with modern units attracting a premium.
- 5.11 The capital values also vary with asking prices for secondary quality units typically being in the £350m² to £500/m² range. Yields vary more with unit size, with larger units being more attractive to investors and thus having a yield of around 7.5% compared to smaller units with a yield of a little less than 9%.

#### Offices

- 5.12 Research found that the office market in Carlisle City and the surrounding area is slow at present. Typically rents for older properties in less good locations (for example with limited parking) are around £50/m² with the norm being around £100/m², although the best, modern units with car-parking facilities etc. are achieving rents of up to £140/m² or so.
- 5.13 Initially we have found very little evidence of capital values and yields in this sector. Where there is evidence (and on the whole it does not relate to new build) capital values tend to be in the region of £550/m² to £750/m². We have drawn on wider experience and assumed a yield of 8% for better units in the area.

#### Retail

- 5.14 Activity in the retail property market was highly concentrated in central Carlisle. There was little activity beyond the city centre area. Rents in the best locations in central Carlisle are currently around £500/m² although generally and away from the centre of Carlisle (focussed around the Market Cross) they are at about half of this level.
- 5.15 The rents for town centre shops vary greatly, particularly as one moves away from the best locations into the secondary situations. This is to the extent that where there are vacant shops



the owners are willing to make them available to occupiers on very advantageous terms, including rent free for extended periods<sup>14</sup>.

5.16 We have given consideration to supermarkets and large retail warehouses. There is little local evidence relating to these in the area however drawing on our wider experience we have assumed supermarket rents of £180/m² with a yield of 5.5%, and £120/m² for retail warehouses with a yield of 8%.

#### Hotels

5.17 As well as the above development types we have assumed a rental of £3,750 / room / year for new build hotels to apply across the area. Assuming a yield of 6.5%, this equates to a value of about £2,150/m². It is important to note that this study is only concerned with new build hotels. We do acknowledge that there are older units available at substantially lower rents than these.

# **Appraisal Assumptions**

- 5.18 Having surveyed the non-residential property markets we have found that there is a significant range of rents and values across the District. On further investigation we concluded that these were more to do with the specific characteristics of the location in question (access to transport network, environment, etc.) rather than the geographical location and that new development that is well located would attract broadly similar rents and values in most of the area. We have based our initial appraisals on District wide figures.
- 5.19 We reiterate that the commercial development market is going through a difficult period and this needs to be kept under close review as, whilst development may not be viable now, relatively small changes in yields will result in improved viability.
- 5.20 Through analysis of the available rental space and the space for sale, we have formed a view as to the capital value of industrial and office space. In capitalising the rents we have assumed a yield based on newly developed units in the area. We acknowledge that the yield will vary from property to property and will depend on the terms of the lease and the standing of the tenant, however, we believe that the figures used are broadly representative and appropriate for a study of this type.
- 5.21 The rental assumptions and yields are shown in the following table:



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<sup>&</sup>lt;sup>14</sup> This is partially due to the requirement for landlords to pay business rates on empty properties.

Table 5.1 Capitalised typical rents £/m²				
	Rent £/m²	Yield	Capitalised Rent £/m²	
Large industrial	65	7.50%	866	
Small industrial	50	8.75%	571	
Offices	135	8.00%	1,688	
Supermarkets	180	5.50%	3,273	
Retail Warehouse	120	8.00%	1,500	
Shops	200	9.00%	2,200	
Hotels			2,150	

Source: HDH Market Survey 2014

5.22 The lower yields for large industrial and retail units reflect their relative attractiveness for investors and conversely the higher yield for small retail and leisure uses reflect that there is not an established market in this asset class amongst investors.



# 6. Land Prices

- In Chapter 2 we set out the methodology used in this study to assess viability and set out the different approaches put forward in the Harman Guidance and the RICS Guidance. An important element of the assessment, under both sets of guidance, is the value of the land. Under the method recommended in the Harman Guidance, the starting point for the assessment is the worth of the land before consideration of any increase in value arising from a different use that may be permitted though a planning consent, this being the Existing Use Value (EUV). Also considered is the worth under a different use which would be likely to be permitted, or the Alternative Use Value (AUV).
- 6.2 In this chapter we have considered the values of different types of land. The value of land relates closely to the use to which it can be put and will range considerably from site to site; however, as this is a high level study, we have looked at the three main uses, being: agricultural, residential and industrial. We have then considered the amount of uplift that may be required to ensure that land will come forward.

#### **Current and Alternative Use Values**

- 6.3 In order to assess development viability, it is necessary to analyse current and alternative use values. Current use values refer to the value of the land in its current use <u>before planning consent is granted</u>, for example, as agricultural land. Alternative Use Values refer to any other potential use for the site. For example, a brownfield site may have an alternative use as industrial land.
- 6.4 The NPPG includes a definition of land value as follows:

Central to the consideration of viability is the assessment of land or site value. The most appropriate way to assess land or site value will vary but there are common principles which should be reflected. *In all cases, estimated land or site value should:* 

- reflect emerging policy requirements and planning obligations and, where applicable, any Community Infrastructure Levy charge;
- provide a competitive return to willing developers and land owners (including equity resulting from self-build developments); and
- be informed by comparable, market-based evidence wherever possible. Where transacted bids are significantly above the market norm, they should not be used as part of this exercise.

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6.5 RICS Guidance makes it clear that when considering land value that this must be done in the context of current and emerging policies:

**Site Value definition** Site Value either as an input into a scheme specific appraisal or as a benchmark is defined in the guidance note as follows: 'Site Value should equate to the market value subject to the following assumption: that the value has regard to development plan policies and all other material planning considerations and disregards that which is contrary to the development plan.'

Box 7, Page 12, RICS Guidance



- 6.6 It is vital to fully appreciate that land value should reflect emerging policy requirements and planning obligations. When considering comparable sites the value will need to be adjusted to reflect this requirement.
- 6.7 To assess viability, the Residual Value of the land is compared with the alternative use value. If the Residual Value does not exceed the Alternative Use Value, then the development is not viable. If the Residual Value exceeds the Alternative Use Value by a sufficient margin to incentivise the land owner to sell the land then the site is viable.
- 6.8 For the purpose of the present study, it is necessary to take a comparatively simplistic approach to determining the Alternative Use Value. In practice, a wide range of considerations could influence the precise value that should apply in each case, and at the end of extensive analysis the outcome might still be contentious.
- 6.9 Our 'model' approach is outlined below:
  - i. For sites previously in agricultural use (where there is no alternative use value), then agricultural land represents the existing use value.
  - ii. For smaller parcels of land on the edge of a settlement we have assumed a paddock value to reflect its likely alternative use as amenity land.
  - iii. Where the development is on former industrial, warehousing or similar land, then the existing and alternative use value is considered to be industrial. However account has been taken of the prices paid for such brownfield sites since this indicates the real value in the market place.
  - iv. Where the site is currently in a residential use we have used a residential value.

# Residential Land

- 6.10 We have considered general figures from the Valuation Office Agency (VOA) relating to residential land values. Land values vary depending upon the development characteristics (size and nature of the site, density permitted etc.) and any affordable or other development contribution.
- 6.11 The VOA publishes figures for residential land in the Property Market Report. These cover areas which generate sufficient activity to discern a market pattern. That means locally we have figures for Glasgow and Newcastle. These values can only provide broad guidance, they can therefore be only indicative, and it is likely that values for 'oven ready' land (i.e. land with planning consent and ready for immediate building) with no affordable provision or other contribution, or servicing requirement, are in fact higher.



Table 6.1 Residential Land Values at January 2011 Bulk Land £/ha (£/acre)			
Newcastle	1,280,000 (520,000)		
Glasgow	850,000 (345,000)		

Source: VOA Property Market Report 2011

- 6.12 The values in the Property Market Report are based on the assumption that land is situated in a typically average greenfield edge of centre/suburban location for the area and it has been assumed that services are available to the edge of the site and that it is ripe for development with planning permission being available. The values provided assume a maximum of a two storey construction with density, S106 provision and affordable housing ratios to be based on market expectations for the locality. The report cautions that the values should be regarded as illustrative rather than definitive and represent typical levels of value for sites with no abnormal site constraints and a residential planning permission of a type generally found in the area. It is important to note that these values are net that is to say they relate to the net developable area and do not take into account open space that may form part of the scheme.
- 6.13 Due to the date of the report, these values are before the introduction of CIL, so do not reflect this new charge on development.
- We also sought information about values from residential land currently on sale in the area. Very little land is being marketed at the moment. We have therefore consulted agents operating in the area who suggested prices from about £800,000/ha (£320,000/acre) when calculated over the gross site area to about £1,000,000/ha (£400,000/acre) when calculated per net developable area. It is important to note that these prices relate to sales that took place before the introduction of CIL, and to a large extent before the downturn, so do not fully take into account the full requirements of the emerging Local Plan and the emerging Cumbria County Council infrastructure developer contribution policies. As acknowledged by the RICS Guidance, it is inevitable that a 'tax' such as CIL will depress land values.
- 6.15 These comments are somewhat higher than those reported in the AHEVA where prices in the region of £200,000/ha were reported in Carlisle (for a brownfield site).
- 6.16 It is necessary to make an assumption about the value of residential land. We have assumed a value of £1,000,000/ha (£400,000/acre) for residential land. This amount is on a net basis to exclude the areas of open space and the like. The exception to this is in relation to brownfield sites within Carlisle, where we have assumed a lower value of £300,000/ha.
- 6.17 It is important to understand residential land prices as, whilst they do not form an important part of the viability appraisals, they do inform the assessment of viability later in this study.

Industrial Land

6.18 The VOA's typical industrial land values for the nearby locations are set out in the table below.



Table 6.2 Industrial land values £/ha (/acre)		
Newcastle	235,000 (100,000)	
Glasgow	370,000 (150,000)	

Source: VOA Property Market Report 2011

- 6.19 The figures in the above table reflect the downturn in values from 2008.
- 6.20 Research was undertaken as part of the AHEVA and values of £250,000/ha (£100,000/acre) to £500,000/ha (£200,000/acre) were assumed.
- 6.21 We have undertaken a market survey and there is a considerable variation in the prices across the District. At the lower end prices of £200,000/ha (£80,000/acre) can be found, however it is unlikely, on the whole, that these will come forward for alternative uses due to their situation or current condition. More typically we have found industrial values to be in the region of £300,000/ha to £400,000/ha.
- 6.22 Based on this we have assumed a figure of £350,000/ha (£140,000/acre) for industrial land the study area.

#### Retail Land

- 6.23 The majority of net new retail development is expected to be on greenfield land away from the city centre however we have included appraisals for a town centre shop. We have assumed the value of £6,000,000/ha for town centre sites.
- 6.24 This is a simplification of the market which in fact varies from street to street however bearing in mind the purpose of this study, we believe that this is a safe and prudent assumption to make.

# Agricultural and Paddocks

- 6.25 Agricultural values rose for a time several years ago after a long historic period of stability. Values are around £15,000-£25,000/ha depending upon the specific use. A benchmark of £25,000/ha is assumed to apply here.
- 6.26 Sites on the edge of a town or village may be used for an agricultural or grazing use but have a value over and above that of agricultural land due to their amenity use. They are attractive to neighbouring households for pony paddocks or simply to own to provide some protection and privacy. We have assumed a higher value of £50,000/ha for village and town edge paddocks.

# Use of Existing and Alternative Use Values and benchmarks

6.27 The results from appraisals are compared with the Alternative Use Values set out above in order to form a view about each of the sites' viability. This is a controversial part of the viability



process and the area of conflicting guidance (the Harman Guidance versus the RICS Guidance). In the context of this report it is important to note that it does not automatically follow that, if the Residual Value produces a surplus over the alternative use value benchmark, the site is viable. The land market is more complex than this and as recognised by paragraph 173 of the NPPF, the landowner and developer must receive a 'competitive return'. The phrase competitive return is not defined in the NPPF, nor in the Guidance.

6.28 Competitive return has not been fully defined through planning appeals and the court system<sup>15</sup>. The RICS Guidance includes the following definition:

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

6.29 The NPPG includes the following section:

# Competitive return to developers and land owners

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

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

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6.30 Whilst this is useful it does not provide any guidance as to the size of that return. To date there has been much discussion within the industry and amongst planners as to what may and may not be a competitive return, but as yet, the term has not been given a firm definition through the appeal, planning examination or legal processes. The January 2013 Shinfield appeal APP/X0360/A/12/2179141 (Land at The Manor, Shinfield, Reading RG2 9BX) does shed some light in this. We have copied a number of key paragraphs below as, whilst these do not provide a strict definition of competitive return, the inspector (Clive Hughes BA (Hons) MA DMS MRTPI) does set out his analysis clearly. The following paragraphs are necessarily



<sup>&</sup>lt;sup>15</sup> In this context the following CIL Examinations are relevant. **Mid Devon District Council** by David Hogger BA MSc MRTPI MCIHT, Date: 20 February 2013. **Greater Norwich Development Partnership** – for Broadland District Council, Norwich City Council and South Norfolk Council. by Keith Holland BA (Hons) Dip TP, MRTPI ARICS Date: 4 December 2012

rather long however, as they are the only current steer in this regard, we have included all that are relevant.

38. Paragraph 173 of the Framework advises that to ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable. The Framework provides no advice as to what constitutes a competitive return; the interpretation of that term lies at the heart of a fundamental difference between the parties in this case. The glossary of terms appended to the very recent RICS guidance note Financial viability in planning (RICS GN) says that a competitive return in the context of land and/ or premises equates to the Site Value (SV), that is to say the Market Value subject to the assumption that the value has regard to development plan policies and all other material considerations and disregards that which is contrary to the development plan. It is also the case that despite much negotiated agreement, in respect of calculating the viability of the development, other significant areas of disagreement remain.

#### Benchmark Land Value

- 57. There is a significant difference in the figures produced by the parties. The Council calculated a Benchmark Land Value of ......
- 61. The appellants' valuation of the site is £2,325,000 based upon 8 acres of commercial open storage/industrial land and buildings at £250,000 per acre and 13 acres of settlement fringe at £25,000 per acre. The figure of £250,000 per acre seems reasonable in the light of the recent sale value achieved at the smaller site at Paddock Road (£330,000 per acre).
- 62. The Council did not use comparators; instead it relied upon a valuation based upon a substantial office scheme on the appeal site. This was based upon the outline planning permission for offices on the site in 2003 that was renewed in 2006 but which has since lapsed. This development provided a value of £2.75m; from this it is necessary to subtract the cost of decontaminating the land. This gives a benchmark SV of £1.865m, a figure revised from the Council's original evidence to take account of the agreed costs of decontamination. I am concerned about this approach in that the Council has failed to demonstrate that there is any market for such a substantial office development here. Indeed, the only recently completed (2009) office development of comparable scale, The Blade in Reading, is still largely vacant.
- 63. Overall, therefore, there is a difference between the parties of about £500,000 (£2.3m compared to £1.8m) in the benchmark land value. Neither figure is wholly watertight.....

#### Competitive return

- 64. Determining what constitutes a competitive return inevitably involves making a subjective judgement based upon the evidence. Two very different viewpoints were put forward at the Inquiry with the appellants seeking a land value of £4,750,000 which is roughly the mid-point between the EUV/CUV and the RLV with planning permission for housing and no obligations. This ties in with the 50:50 split between the community and the landowner sought by the appellants. The Council considered that a sum of £1.865m would ensure a competitive return; that is to say the Council's calculation of the EUV/CUV.
- 65. Paragraph 173 of the Framework says that the costs of any requirements should provide competitive returns to a willing landowner and willing developer to enable the development to be deliverable. The paragraph heading is "Ensuring viability and deliverability"; it is clear that its objective is to ensure that land comes forward for development. I am not convinced that a land value that equates to the EUV/CUV would provide any incentive to the landowner to sell the site. Due to the particular circumstances of this site, including the need to remediate the highly significant level of contamination, such a conclusion would not provide any incentive to the landowner to carry out any remediation work. There would be no incentive to sell the land and so such a low return would fail to achieve the delivery of this site for housing development. In these circumstances, and given the fact that in this case only two very different viewpoints on what constitutes a competitive return have been put forward, the appellants' conclusions are to be preferred. In the scenario preferred by the Council, I do not consider that the appellants would be a willing vendor.



# Viable amount of Affordable Housing

66. The RICS GN says that any planning obligations imposed on a development will need to be paid out of the uplift in the value of the land but it cannot use up the whole of the difference, other than in exceptional circumstances, as that would remove the likelihood of land being released for development. That is exactly what is at issue here in that the Council's valuation witness, in cross examination, stated that a landowner should be content to receive what the land is worth, that is to say the SV. In his opinion this stands at £1.865m. I accept that, if this figure was agreed (and it is not), it would mean that the development would be viable. However, it would not result in the land being released for development. Not only is this SV well below that calculated by the appellants, there is no incentive to sell. In short, the appellants would not be willing landowners. If a site is not willingly delivered, development will not take place. The appellants, rightly in my opinion, say that this would not represent a competitive return. They argue that the uplift in value should be split 50:50 between the landowner and the Council. This would, in this instance, represent the identified s106 requirements being paid as well as a contribution of 2% of the dwellings as affordable housing.

70. I conclude on this issue that, allowing the landowner a competitive return of 50% of the uplift in value, the calculations in the development appraisal allowing for 2% affordable housing are reasonable and demonstrate that at this level of affordable housing the development would be viable (Document 26). The only alterations to these calculations are the relatively minor change to the \$106 contribution to allow for a contribution to country parks and additions to the contributions to support sustainable modes of travel. These changes would have only a limited impact on the return to the landowner. The development would remain viable and I am satisfied that the return would remain sufficiently competitive to enable the land to come forward for development. Overall, therefore I conclude that the proposed amount of affordable housing (2%) would be appropriate in the context of the viability of the development, the Framework, development plan policy and all other material planning considerations.

6.31 More recently, further clarification has been added in the October 2013 Oxenholme Road Appeal<sup>16</sup>. This appeal related to a site to the south east of Kendal. The Inspector confirmed that the principle set out in Shinfield is very site specific and should only be given limited weight. At Oxenholme Road the inspector said:

47. The parties refer to an appeal decision for land at Shinfield, Berkshire, which is quoted in the LADPD Viability Study. However, little weight can be given to that decision in the present case, as the nature of the site was quite different, being partly previously developed, and the positions taken by the parties on the proportion of uplift in site value that should be directed to the provision of affordable housing were at odds with those now proposed. There is no reason in the present case to assume that either 100% or 50% of the uplift in site value is the correct proportion to fund community benefits.

48. Both the RICS Guidance Note and the Harman report comment on the danger of reliance on historic market land values, which do not take adequate account of future policy demands.....

6.32 It is clear that for land to be released for development, the uplift over the Existing Use Value needs to be sufficiently large to provide an incentive to the landowner to release the site and cover any other appropriate costs required to bring the site forward for development. It is therefore appropriate and an important part of this assessment to have regard to the market value of land as it stands. However the Shinfield appeal was determined on the specific circumstances that were put forward to the inspector. Whilst it sets out an approach it does not form a binding precedent, appeals will continue to be determined on the facts that relate to the particular site in question. At Shinfield the inspector only considered the two approaches

<sup>&</sup>lt;sup>16</sup> APP/M0933/ A/13/ 2193338 (Land to the west of Oxenholme Road, Kendal, Cumbria)



put to him and did not consider the landowners' competitive return in any other ways. The appellant's method and approach was preferred to the Council's – but it should not be considered to be the only acceptable approach.

- 6.33 The RICS Guidance recognises that the value of land will be influenced by the requirements imposed by planning authorities. It recognises that the cost to the developer of providing affordable housing, building to increased environmental standards, and paying CIL, all have a cumulative effect on viability and are reflected in the ultimate price of the land. A central question for this study is at what point do the requirements imposed by the planning authorities make the price payable for land so unattractive that it does not provide competitive returns to the land owner, and so does not induce the owner to make the land available for development.
- 6.34 The reality of the market is that each and every land owner has different requirements and different needs and will judge whether or not to sell by their own criteria. We therefore have to consider how large such an 'uplift' or 'cushion' should be for each type of site to broadly provide a competitive return. The assumptions must be a generalisation as in practice the size of the uplift will vary from case to case depending on how many landowners are involved, each landowner's attitude and their degree of involvement in the current property market, the location of the site and so on. An 'uplift' of, say, 5% or £25,000/ha might be sufficient in some cases, whilst in a particular case it might need to be five times that figure, or even more.
- 6.35 There are a number of approaches that can be taken. In the Affordable Housing Viability Economic Viability Assessment the following assumption was used:
  - 4.45 Based upon the comparable evidence we have used the following benchmark land values:

Table 4.10 Benchmark land value based upon net developable area

Value Zone	Price Per Hectare
1	£400,000
2	£750,000
3	£1,000,000
4	£1,500,000

Source: PBA

- 4.46 In our assessment of the benchmark land value, the starting point is with the lower value zone i.e. Zone 1. Land values in Zone 1 have been based upon commercial land which reflects the feedback from local agents. As previously shown in Figure 3.7, when house prices improve, this has a consequential upward effect on land values. We have therefore increased the benchmark land values for the other zones.
- 4.47 Where the residual land value of the sites does not at least achieve the benchmark, but is within a 20 percent margin of doing so then the site is deemed marginally viable. Therefore, these sites may come forward depending on the need for the landowner to sell.
- 4.48 However, it should be noted that in reality the eventual land value agreed between a landowner and a developer will be through negotiations and there is no guarantee that land will come forward at this level.
- 6.36 In this study we have specifically considered the landowner's *competitive return*. As a starting point we have taken the view that a 20% uplift over and above the Existing Use Value would be sufficient. This is supported by work we have done elsewhere and by appeal decisions. Based on our knowledge of rural development and from working with farmers, landowners and their agents, we have made a further adjustment for those sites coming forward on greenfield



sites. We have added a further £300,000/ha (£120,000/acre) to reflect this premium on smaller greenfield sites. We have also added this amount to developments modelled on sites that were previously paddocks – the result being that owners of greenfield land would receive an uplift of over 16 times through developing land for both residential and non-residential uses.

- 6.37 This methodology does reflect a very considerable uplift for a landowner selling a greenfield site with consent for development. In the event of the grant of planning consent they would receive over many times the value than before that consent was granted. This approach has been widely accepted elsewhere (in similar studies in 40 authority areas, carried out by the professionals undertaking this study, and in numerous other studies carried out by other firms).
- 6.38 There is no doubt that the policy requirements will be an additional cost on some development sites and that some sites may not be able to bear the costs of all the requirements a planning authority makes such as delivering affordable homes and higher environmental standards. This is recognised in the RICS Guidance which recognises that there may well be a period of adjustment in the price of land following the introduction of CIL. Similar views were expressed in the past round the introduction of affordable housing targets and in some cases this resulted in a 'hesitation' in the market while prices adjusted to the new requirements.
- 6.39 Several consultees commented on this aspect of the study and we acknowledge that a number of alternate approaches can be taken. It is clear that some landowners may seek a greater uplift or approach this in a different way.
- 6.40 It was however suggested by one consultee that to follow this methodology is to ignore RICS Guidance note *Valuation of development land, 1st edition (VIP12)* which advocated the residual valuation methodology and makes no mention of Existing Use Value. This study is not setting land values or undertaking a valuation so this is not the appropriate guidance to follow. The Harman Guidance and *Financial viability in planning*, RICS guidance note, 1st edition (GN 94/2012) August 2012 as mentioned above are both based on the residual method and the Harman Guidance is based on the EUV approach.
- 6.41 It was suggested that different viability thresholds should be used in different areas based on the house prices in that area although not what level of should be used. Alternatively it was suggested that direct comparison should be made with market value. Such an approach would be not be in line with the RICS Guidance with says that such values must be adjusted to take into account existing and emerging policy requirements although the viability thresholds are informed by market values.
- 6.42 Alternatively it was suggested that an uplift of 20% to 25% would be appropriate. We believe that it is necessary to differentiate between rural and urban sites.
- 6.43 In line with the comments received we have tested an alternative viability appraisal of £400,000/gross ha and £600.000 per net ha.

# **Assumptions used in the appraisals**

6.44 The above land price assumptions are summarised as follows:



Table 6.3 Land Prices £/ha			
Residential			
Carlisle	£300,000		
Elsewhere	£1,000,000		
Industrial	£350,000		
Retail	£4,000,000		
Agricultural	£25,000		
Paddock	£50,000		

Source: HDH 2014



# 7. Appraisal Assumptions – Development Costs

7.1 This chapter considers the costs and other assumptions required to produce financial appraisals in this study.

# **Development Costs**

Construction costs: baseline costs

- 7.2 We have based the cost assumptions on the Building Cost Information Service (BCIS) data.

  The costs are specific to different built forms (flats, houses, offices, supermarkets, hotels etc.)

  re-based for Carlisle.
- 7.3 The Council has developed policies relating to the construction standards. These are summarised in Chapter 8 below. The current policy requirement is that homes are built to the basic Building Regulation Part L 2010 Standards. The Council encourages (but does not require) construction to Lifetime Homes Standards.
- 7.4 During August 2013 the Government clarified what improvements to environmental standards will be required in the future. The Department for Communities and Local Government (CLG) published a review of the costs of building to the Code for Sustainable Homes (CfSH) in August 2011. This provided useful guidance as to the costs of the implementation of the various environmental standards. Bearing in mind the policy requirement we have assumed a minimum standard of the enhanced Building Regulations.
- 7.5 In this study we have assumed an allowance of 2% over and above the BCIS base cost to cover the additional environmental standards required under building regulations (but not moving to the full CfSH Level 4).
- 7.6 **Appendix 2** contains the January 2014 BCIS build costs for Carlisle broken into a number of key development types. We have used the median costs for the different development types that occur on the appraisal sites. We acknowledge that this is a relatively simplistic approach however, by making the site by site adjustments set out below, we are comfortable with this approach in this high level and broad brush study.
- 7.7 We have sought to compare these costs to those used in appraisals submitted to the Council through the Development Management process. It has not been possible to make a direct comparison due to the different approaches taken.
- 7.8 There was a consensus that this was the appropriate approach, however one consultee suggested a different approach expressing concern as to which BCIS index had been used. A BCIS Index has not been used. The BCIS average build costs have been used as summarised as follows (set out in full in Appendix 2). These are expressed as £/m² gross



internal floor area for the building (including prelims) updated to 25 January 2014. We have used the median prices.

Table 7.1 BCIS Costs Used (£/m²)			
Housing, mixed developments (15)	801		
Estate housing			
Generally (15)	779		
2-storey (15)	762		
3-storey (15)	727		
4-storey or above (25)	955		
Estate housing detached (15)	818		
Estate housing semi detached			
Generally (15)	782		
2-storey (15)	764		
3-storey (15)	677		
Estate housing terraced			
Generally (15)	787		
2-storey (15)	778		
3-storey (15)	728		
Flats (apartments)			
Generally (15)	893		
1-2 storey (15)	872		
3-5 storey (15)	891		

Source: Appendix 2

7.9 The above rates are applied to the appropriate house types based on the modelling of that site or typology. One consultee suggested that a flat rate of £915/m² should be used (particularly on the Steels Bank appraisal). We have not followed this suggestion, preferring to use the more fine grained approach based on the most up to date available data and in line with the general consensus of consultees. We have carried out some sensitivity testing of the impact of an increase in prices towards the end of Chapter 10 below.

Construction costs: site specific adjustments

- 7.10 It is necessary to consider whether any site specific factors would suggest adjustments to these baseline cost figures. Two factors need to be considered in particular: small sites and high specification.
- 7.11 Since the mid-1990s planning guidance on affordable housing has been based on the view that construction costs were appreciably higher for smaller sites with the consequence that, as site size declined, an unchanging affordable percentage requirement would eventually render the development uneconomic. Hence the need for a 'site size threshold', below which the requirement would not be sought.
- 7.12 It is not clear to us that this view is completely justified. Whilst, other things being held equal, build costs would increase for smaller sites, other things are not normally equal and there are other factors which may offset the increase. The nature of the development will change. The nature of the developer will also change as small local firms with lower central overheads



replace the regional and national house builders. Furthermore, very small sites may be able to secure a 'non-estate' price premium.

7.13 In the present study, several of the sites are considered to fall into the 'small site' category, on these sites we have used the appropriate small site costs.

Construction costs: affordable dwellings

7.14 The procurement route for affordable housing is assumed to be through construction by the developer and then disposal to a housing association on completion. In the past, when considering the build cost of affordable housing provided through this route, we took the view that it should be possible to make a small saving on the market housing cost figure, on the basis that one might expect the affordable housing to be built to a slightly different specification than market housing. However, the pressures of increasingly demanding standards for housing association properties have meant that for conventional schemes of houses at least, it is no longer appropriate to use a reduced build cost; the assumption is of parity.

# Other normal development costs

- 7.15 In addition to the £/m² build cost figures described above, allowance needs to be made for a range of infrastructure costs (roads, drainage and services within the site, parking, footpaths, landscaping and other external costs), off-site costs for drainage and other services and so on. Many of these items will depend on individual site circumstances and can only properly be estimated following a detailed assessment of each site. This is not practical within this broad brush study.
- 7.16 Nevertheless, it is possible to generalise. Drawing on experience it is possible to determine an allowance related to total build costs. This is normally lower for higher density than for lower density schemes since there is a smaller area of external works, and services can be used more efficiently. Large greenfield sites would also be more likely to require substantial expenditure on bringing mains services to the site.
- 7.17 In the light of these considerations we have developed a scale of allowances for the residential sites, ranging from 10% of build costs for the smallest sites, to 20% for the larger greenfield schemes.
- 7.18 For commercial and non-residential uses we made an allowance of 15% of build costs for each scheme to cover infrastructure costs.

#### Abnormal development costs

7.19 Several of the sites are modelled on, or partly on, previously developed land. On some of these, from the information made available to us and visits to the sites, it appears that exceptional or abnormal development costs would need to be taken into account in preparing appraisals. We have set out the abnormal costs in Chapter 9 where we set out the modelled sites.



- 7.20 In some cases where the site involves redevelopment of land which was previously developed, there is the potential for abnormal costs to be incurred. Abnormal development costs might include demolition of substantial existing structures; piling or flood prevention measures at waterside locations; remediation of any land contamination; remodelling of land levels, and so on. We have run a scenario where the site is on previously developed land. With this variable we have increased the costs by an additional 10%.
- 7.21 Through the consultation process it was suggested that all sites have some form of abnormal cost and to a degree we would agree. It was suggested that the build costs assumptions should be increased by £50/m² to £100/m² on greenfield sites and £100/m² to £150/m² on brownfield sites to reflect this. This raises the questions of 'normal abnormal' costs. We have not altered the modelling in this regard as these costs are covered within the site cost assumptions and we have incorporated a contingency amount (see below).

#### Fees

7.22 Initially we assumed professional fees amount to 10% of build costs in each case. This is made up as follows:

Architects	6%	QS and Costs	0.5%
Planning Consultants	1%	Others	2.5%

- 7.23 In Chapter 8 we have reviewed the Council's policy requirements. Some of the policies impose additional costs at the planning stage. These are adequately covered in this amount.
- 7.24 We also assumed a similar rate of 8% industrial, office and large retail sites in the non-residential section although the fees associated with the construction are likely to be less than this we would expect there to be additional marketing costs.
- 7.25 Through the consultation process there was a general consensus that this assumption was appropriate however two consultees suggested that the fees figure should be increased. One suggesting that 13% to 15% range would be more appropriate, and another suggesting that 12.5%. We do acknowledge that on difficult sites, for example those with site remediation or flood issues, or those with particular infrastructure requirements the fees figure may be higher, however on the whole we would expect the assumption of 10% to be more than adequate. In considering this assumption we would highlight that legal fees, finance fees, sales fees and planning application fees are excluded from the 10% assumption and are treated separately.

# Contingencies

- 7.26 For previously undeveloped and otherwise straightforward sites we would normally allow a contingency of 2.5% with a higher figure of 5% on more risky types of development, previously developed land and on central locations. The 5% figure was used on the brownfield sites and 2.5% figure on the remainder.
- 7.27 One landowner's agent suggested that a 5% contingency should apply to all sites. We do not accept this. The RICS Guidance describes the contingency assumption as follows:



E.3.2.3.4 In all costs, the inclusion of a contingency allowance to cater for the unexpected is essential. The amount is usually reflected as a percentage of the building contract sum and is dependent upon the nature of the development, the procurement method and the perceived accuracy of the information obtained.

7.28 We have used the lower amount of 2.5% on greenfield sites bearing in mind the less risky nature of development relative to brownfield sites.

#### S106 Contributions

- 7.29 We have assumed £2,000 per residential unit. This is in line with the assumptions used in the AHEVA. We have carried out sensitivity testing around this assumption.
- 7.30 It was suggested, through the consultation process, that this assumption is too low and that a figure of £10,000 per unit for large greenfield sites was more appropriate. There is no doubt that large sites do have greater infrastructure requirements. It was also suggested that the Council's Open Space Tariff resulted in higher payments than this.
- 7.31 The £2,000/unit assumption was carried forward from earlier work and is based on what the Council actually seeks and secures through the development management process. The Council's approach to s106 payments will have to be refined after April 2015 when the restrictions on pooling contributions from multiple sites are introduced under the CIL Regulations. Whilst we have not altered the assumption in the base appraisals, we have explored this by fully testing a range of developer contributions from £0 /unit to £20,000 /unit.
- 7.32 In this regard several consultees raised the impact of CIL. The Council is not considering introducing CIL at present. If the Council were to seek to introduce CIL then that would need to be informed by further viability testing.

# **Financial and Other Appraisal Assumptions**

VAT

7.33 For simplicity it has been assumed throughout, that either VAT does not arise, or that it can be recovered in full.

#### Interest rate

- 7.34 Our appraisals assume 7% pa for debit balances. This may seem high given the very low base rate figure (MLR 0.5% January 2014), but reflect banks' view of risk for housing developers in the present situation. In the residential appraisals we have prepared a simple cashflow to calculate interest.
- 7.35 For the non-residential appraisals and in line with the 'high level' nature of this study we have used the developer's rule of thumb to calculate the interest being the amount due over one year on half the total cost. We accept that is a simplification however, due to the high level and broad brush nature of this analysis, we believe that it is appropriate.



# Developers' profit

7.36 Neither the NPPF, nor the CIL Regulations, and nor the CIL Guidance provide useful guidance in this regard so, in reaching this decision, we have considered the RICS Guidance and the Harman Guidance, and referred to the HCA's Economic Appraisal Tool. None of these documents are prescriptive, but they do set out some different approaches.

# 7.37 The RICS Guidance says:

3.3.2 The benchmark return, which is reflected in a developer's profit allowance, should be at a level reflective of the market at the time of the assessment being undertaken. It will include the risks attached to the specific scheme. This will include both property-specific risk, i.e. the direct development risks within the scheme being considered, and also broader market risk issues, such as the strength of the economy and occupational demand, the level of rents and capital values, the level of interest rates and availability of finance. The level of profit required will vary from scheme to scheme, given different risk profiles as well as the stage in the economic cycle. For example, a small scheme constructed over a shorter timeframe may be considered relatively less risky and therefore attract a lower profit margin, given the exit position is more certain, than a large redevelopment spanning a number of years where the outturn is considerably more uncertain. .......

# 7.38 The Harman Guidance says:

#### Return on development and overhead

The viability assessment will require assumptions to be made about the average level of developer overhead and profit (before interest and tax).

The level of overhead will differ according to the size of developer and the nature and scale of the development. A 'normal' level of developer's profit margin, adjusted for development risk, can be determined from market evidence and having regard to the profit requirements of the providers of development finance. The return on capital employed (ROCE) is a measure of the level of profit relative to level of capital required to deliver a project, including build costs, land purchase, infrastructure, etc.

As with other elements of the assessment, the figures used for developer return should also be considered in light of the type of sites likely to come forward within the plan period. This is because the required developer return varies with the risk associated with a given development and the level of capital employed.

Smaller scale, urban infill sites will generally be regarded as lower risk investments when compared with complex urban regeneration schemes or large scale urban extensions.

Appraisal methodologies frequently apply a standard assumed developer margin based upon either a percentage of Gross Development Value (GDV) or a percentage of development cost. The great majority of housing developers base their business models on a return expressed as a percentage of anticipated gross development value, together with an assessment of anticipated return on capital employed. Schemes with high upfront capital costs generally require a higher gross margin in order to improve the return on capital employed. Conversely, small scale schemes with low infrastructure and servicing costs provide a better return on capital employed and are generally lower risk investments. Accordingly, lower gross margins may be acceptable.

This sort of modelling – with residential developer margin expressed as a percentage of GDV – should be the default methodology, with alternative modelling techniques used as the exception. Such an exception might be, for example, a complex mixed use development with only small scale specialist housing such as affordable rent, sheltered housing or student accommodation.

7.39 The guidance accompanying the HCA's Economic Appraisal Tool says:

<u>Developer's Return for Risk and Profit (including developer's overheads)</u>

Open Market Housing



The developer 'profit' (before taxation) on the open market housing as a percentage of the value of the open market housing. A typical figure currently may be in the region of 17.5-20% and overheads being deducted, but this is only a guide as it will depend on the state of the market and the size and complexity of the scheme. Flatted schemes may carry a higher risk due to the high capital employed before income is received.

# Affordable Housing

The developer 'profit' (before taxation) on the affordable housing as a percentage of the value of the affordable housing (excluding SHG). A typical figure may be in the region of 6% (the profit is less than that for the open market element of the scheme, as risks are reduced), but this is only a guide.

- 7.40 It is unfortunate that the above are not consistent, but it is clear that the purpose of including a developers' profit figure is not to mirror a particular business model, but to reflect the risk a developer is taking in buying a piece of land, and then expending the costs of construction before selling the property. The use of developers' profit in the context of area wide viability testing of the type required by the NPPF and CIL Regulation 14, is to reflect that level of risk.
- 7.41 At the January 2013 Shinfield appeal<sup>17</sup>, the inspector considered this specifically, saying:

#### Developer's profit

- 43. The parties were agreed that costs [i.e. the profit] should be assessed at 25% of costs or 20% of gross development value (GDV). The parties disagreed in respect of the profit required in respect of the affordable housing element of the development with the Council suggesting that the figure for this should be reduced to 6%. This does not greatly affect the appellants' costs, as the affordable housing element is 2%, but it does impact rather more upon the Council's calculations.
- 44. The appellants supported their calculations by providing letters and emails from six national housebuilders who set out their net profit margin targets for residential developments. The figures ranged from a minimum of 17% to 28%, with the usual target being in the range 20-25%. Those that differentiated between market and affordable housing in their correspondence did not set different profit margins. Due to the level and nature of the supporting evidence, I give great weight [to] it. I conclude that the national housebuilders' figures are to be preferred and that a figure of 20% of GDV, which is at the lower end of the range, is reasonable.
- 7.42 Generally we do not agree that linking the developer's profit to GDV is reflective of risk, as the risk relates to the cost of a scheme the cost being the money put at risk as the scheme is developed. As an example (albeit an extreme one to illustrate the point) we can take two schemes, A and B, each with a GDV £1,000,000, but scheme A has a development cost of £750,000 and scheme B a lesser cost of £500,000. All other things being equal, in A the developer stands to lose £750,000 (and make a profit of £250,000), but in B 'only' £500,000 (and make a profit of £500,000). Scheme A is therefore more risky, and it therefore follows that the developer will wish (and need) a higher return. By calculating profit on costs, the developer's return in scheme A would be £150,000 and in scheme B would be £100,000 and so would reflect the risk whereas if calculated on GDV the profits would be £200,000 in both.
- 7.43 Broadly there are four different approaches that could be taken:



<sup>&</sup>lt;sup>17</sup> APP/X0360/A/12/2179141. Land at The Manor, Shinfield, Reading RG2 9BX

- a. To set a different rate of return on each site to reflect the risk associated with the development of that site. This would result in a lower rate on the smaller and simpler sites – such as the greenfield sites, and a higher rate on the brownfield and the large strategic greenfield sites.
- b. To set a rate for the different types of unit produced say 20% for market housing and 6% for affordable housing, as suggested by the HCA.
- c. To set the rate relative to costs and thus reflect risks of development.
- d. To set the rate relative to the gross development value as suggested by several of the stakeholders following the consultation event.
- 7.44 In deciding which option to adopt it is important to note that we are not trying to re-create any particular developer's business model. Different developers will always adopt different models and have different approaches to risk.
- 7.45 The argument is often made that financial institutions require a 20% return on development value and if that is not shown they will not provide development funding. In the pre-Credit Crunch era there were some lenders who did take a relatively simplistic view to risk analysis but that is no longer the case. Most financial institutions now base their decisions behind providing development finance on sophisticated financial modelling that it is not possible to replicate in a study of this type. They do require the developer to demonstrate a sufficient margin, to protect them in the case of changes in prices or development costs but they will also consider a wide range of other factors, including the amount of equity the developer is contributing both on a loan to value and loan to cost basis, the nature of development and the development risks that may arise due to demolition works or similar, the warranties offered by the professional team, whether or not the directors will provide personal guarantees and the number of pre-sold units.
- 7.46 In the AHEVA a return of 20% development cost was used. We have reviewed appraisals submitted by developers through the Development Management process. The highest developers' profit used in these was 13%.
- 7.47 This is a high level study where it is necessary and proportionate to take a relatively simplistic approach, so, rather than apply a differential return (either site by site or split between market and affordable housing) it is appropriate to make some broad assumptions. In this study we have calculated the profit to reflect risk from development at 20% of the gross development costs. This assumption should be considered in line with the assumption about interest rates in the previous section, where a cautious approach was taken with a relatively high interest rate, and the assumption that interest is charged on the whole of the development cost. Further it should be considered with the contingency sum in the appraisals which also reflects the risks.
- 7.48 In recognition of the different approaches that can be taken, we have run a variable set of appraisals based on calculating the developers' return as 20% of the Gross Development Value.



7.49 Through the consultation process one of the agents representing a landowner suggested that calculating the developers' profit as a proportion of cost rather than GDV was a 'fundamental error'. We do acknowledge that some developers do use the percentage of GDV approach, however, bearing in mind that the highest allowance made in development appraisals submitted by developers on real schemes through the development management process was substantially lower than 20% at 13%, the past practice in Carlisle and the fact that we have tested the appraisals using the 20% of GDV assumption support the approach used is a sound one.

Voids

- 7.50 On a scheme comprising mainly of individual houses one would normally assume only a nominal void period as the housing would not be progressed if there was no demand. In the case of apartments in blocks this flexibility is reduced. Whilst these may provide scope for early marketing, the ability to tailor construction pace to market demand is more limited.
- 7.51 For the purpose of the present study a three month void period is assumed for all residential developments and non-residential developments. We have given careful consideration to this assumption in connection to the commercial developments. There is very little speculative commercial development taking place so we believe that this is the appropriate assumption to make.

# Phasing and timetable

- 7.52 The appraisals are assumed to have been prepared using prices and costs at a base date of January 2014. A pre-construction period of six months is assumed for all of the sites. Each dwelling is assumed to be built over a nine month period.
- 7.53 The phasing programme for an individual site will reflect market take-up and would, in practice, be carefully estimated taking into account the site characteristics and, in particular, size and the expected level of market demand. We have developed a suite of modelled assumptions to reflect site size and development type, as set out in Chapter 9. We believe that these are conservative and do, properly, reflect the current difficult market.

# **Site Acquisition and Disposal Costs**

Site holding costs and receipts

7.54 Each site is assumed to proceed immediately and so, other than interest on the site cost during construction, there is no allowance for holding costs, or indeed income, arising from ownership of the site.

#### Acquisition costs

7.55 We have taken a simplistic approach and assumed an allowance 1.5% for acquisition agents' and legal fees. Stamp duty is calculated at the prevailing rates.



# Disposal costs

- 7.56 For the market and the affordable housing, sales and promotion and legal fees are assumed to amount to some 3.5% of receipts. For disposals of affordable housing these figures can be reduced significantly depending on the category so in fact the marketing and disposal of the affordable element is probably less expensive than this.
- 7.57 It is relevant to note that this assumption is somewhat higher than the 1.5% assumption used in the appraisals submitted by developers as part of the Development Management process.



# 8. Appraisal Assumptions – Planning Policy Requirements

8.1 It is important that the appraisals properly reflect the type of development that is likely to come forward in the areas in question. The NPPF includes a requirement for the impact of such policies on viability to be to be assessed (para 173):

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

- This is a new requirement so, unsurprisingly, the Council has not yet undertaken this work. We have considered the following in our assessments.
- 8.3 The purpose of this study is to assess the cumulative impact of the policies in the emerging Local Plan. In this chapter we have reviewed the draft Local Plan, and set out those emerging policies that may have an impact on development viability. The wording of some of these policies may have since been developed further and through the continued process of policy iteration some policies are likely to change further.
- 8.4 In this assessment we considered each of the emerging policies. In each case we have considered whether they add to the costs over and above the base assumptions used in this study which represent the normal development costs.
- 8.5 In the following sections we have made selective quotations from the Council's emerging policies to highlight those parts of each relevant policy that would be costly to the developer and for the purpose of assessing the cumulative impact of the policies. The proposed policies are often wider than the selected quotations. The policy numbers used are taken from the latest version of the Local Plan, are unlikely to change before the Publication version and they are considered the best ones to use for ease of use of the reader of the viability study.

#### Policy S4 - Design

All new development proposals will be assessed against the following design principles. Proposals should:

- 1.respond to the local context and the form of surrounding buildings in relation to height, scale and massing, and by making use of appropriate materials and detailing;
- 2. take into consideration any important landscape or topographical features and respect local landscape character;
- 3. reinforce local architectural features to promote and respect local character and distinctiveness;
- 4.ensure all components of the proposal, such as buildings, car parking, access routes, open space and landscaping are well related to one another to ensure a well integrated, successful and attractive development;



5.ensure there is no adverse effect on the residential amenity of existing areas, or adjacent land uses, or result in unacceptable standards for future users and occupiers of the development;

- 6. ensure the retention and enhanceme6. ensure the retention and enhancement of existing trees, shrubs, hedges and other wildlife habitats where possible. Where environmental features are lost as a result of the proposal, appropriate mitigation measures should be put into place and on-site replacement of those features will be sought;
- 7. include landscaping schemes (both hard and soft) to assist the integration of new development into existing areas and ensure that development on the edge of settlements is fully integrated into its surroundings;
- 8. ensure that the necessary services and infrastructure can be incorporated without causing unacceptable harm to retained features;
- 9. ensure that the layout and design incorporates adequate space for waste and recycling bin storage and collection; and
- 10. seek to utilise locally sourced traditional materials to help to retain and enhance the local character of existing and new buildings and their environments. The reinstatement of existing traditional materials will also be sought following repairs to roads, pavements, kerbs and underground services.
- 8.6 This policy seeks high quality and locally distinctive design and a move away from the lowest possible development standards. These requirements will add to the costs of development, however such standards are found across almost all areas of England and are reflected within the BCIS construction costs so are reflected in the base assumptions in this study and therefore not modelled separately.

# Policy S5 - Green Infrastructure

Appropriate and viable conditions, legal agreements and developer contributions will be used to secure new and integrated provision of green and blue infrastructure on, or associated with, new development. Existing assets will be protected in order to establish a holistic, healthy and accessible green and blue infrastructure network.

New development will work towards delivering, where appropriate and achievable, outcomes of The Big Green City Green Infrastructure Strategy for Carlisle.

Wherever possible new development will be expected, either on site or through contributions to assets elsewhere, to:

- 1. be well connected to and accessible by existing green infrastructure links such as footpaths, bridleways and cycle routes and seek to connect settlements through the creation of new links and green corridors or through the enhancement of existing ones;
- 2. not compromise the routes of existing green infrastructure links. Where route diversions are required the Council, in consultation with the Cumbria Transport Authority, shall ensure that they are appropriate and of similar or better quality than the original; 3. protect and enhance key ecological habitats and wildlife corridors, including watercourses, wetlands, woodlands and parklands;
- 4. improve the urban environment through appropriate and sensitive landscaping on site;
- 5. include provision for biodiversity through species-appropriate landscaping, suitable levels of lighting, the installation of artificial shelters (such as bird boxes) or other forms of habitat creation, enhancement, restoration and maintenance: and
- 6. ensure that any Sustainable Drainage Systems (SUDS) are designed to compliment and integrate with existing green and blue infrastructure on a site and within the wider area. The lines of disused railways which have potential for future recreation/green transport use will be protected.

Key projects which would significantly contribute to the green and blue infrastructure network across the District and beyond will be supported.

Local Green Space:



Local communities wishing to designate highly valued areas as Local Green Space will be supported. Local Green Spaces designations will need to demonstrate local significance in terms of their beauty, historic significance, recreational use, tranquility or richness of wildlife. They will also need to be closely located to the community they serve and not cover excessively extensive tracts of land. Once designated, Local Green Spaces will be protected from development unless exceptional, overriding need or public interest can be demonstrated.

- 8.7 The Council have developed a tariff for calculating developer contributions for Amenity Green Space, Formal Sports Pitches and Equipped Areas. This is in two parts, the cost of provision and the costs of ongoing maintenance. Under this tariff a single 2 bed home would contribute about £1,880 and a single 3 bed home about £2815 and single 4 bed home about £3,755.
- 8.8 From April 2015, the CIL Regulations restrict the ability for Councils to pool contributions from multiple sites so it is inevitable that the tariff element of this policy will have to be revisited. In this study we have modelled the sites total ability to bear developer contributions, both under this heading and under others.
- 8.9 The implications of on-site provision is reflected in the modelling as set out in Chapter 9 of this report.

# Policy 16 - Housing Strategy and Delivery

Planning permission will be granted for housing proposals that will:

- 1. Contribute to achieving an average annual district housing target of 550 650 houses per year;
- 2. 70% of all new housing development will be located in the urban area of Carlisle, and 30% in the rural area;
- 3. Provide a mix of dwelling types, sizes and tenures which help meet identified local housing need and contribute to the development of mixed and sustainable communities;
- 4. Provide specialist housing for vulnerable people including for the ageing population such as extracare accommodation in sustainable locations, taking account of the need to provide for a variety of care needs and flexibility to accommodate differing requirements of ageing care;
- 5. Contribute to the development of brownfield sites which are in sustainable locations;
- 8.10 Based on the sites in the SHLAA, we have assessed a range of site types including both brownfield and greenfield. We have also modelled older peoples' housing.

# Policy 17 - Housing Development

New housing development on sites that have not been specifically allocated will be acceptable within Carlisle, Brampton, Longtown, and villages within the rural area provided that:

- 1. the scale of the proposed development is well related to the scale, form, function and character of the existing settlement;
- 2. the layout of the site and the design of the houses is visually attractive as a result of good architecture and landscaping;
- 3. on the edge of settlements the site is well contained within existing landscape features and does not intrude into open countryside;
- 4. in the rural area there are either services in the village where the housing is being proposed, or in a village or other settlement nearby;
- 5. the proposal does not adversely affect the amenity of adjacent uses;
- 6. existing areas of public open space are provided;



7. satisfactory access and car parking is provided;

The landscape impact of developments will be assessed against the Cumbria Landscape Character Guidance and Toolkit.

Applicants will be expected to demonstrate how the proposed development will enhance or maintain the vitality of rural communities.

Housing development will be acceptable through the change of use and redevelopment of commercial buildings and land where there is an identified need for housing in the area and there are no strong economic reasons why such development would be inappropriate.

8.11 This policy seeks high quality and locally distinctive design and a move away from the lowest possible development standards and should be considered with the Achieving Well Designed Housing, April 2011, adopted SPD. These requirements add to the cost of development, however such standards are found across almost all areas of England and are reflected within the BCIS construction costs so are reflected in the base assumptions in this study and therefore not modelled separately. It should be noted that the North Pennines AONB design guide apples to parts of the Council area. The Council does not have proposed allocations there, although there are a small number of villages where some windfall housing is likely.

# Policy 18 - Residential Density (new wording)

The density of the new housing proposals should optimise the potential of the site to respond to local character and establish a strong sense of place, using urban design to create attractive and safe places to live.

The density of new housing development should also contribute to the design objectives set out in Policy S3 Design.

Density is likely to vary depending on the accessibility and character of the locations being considered. Higher densities will be more appropriate within Carlisle, Brampton, Longtown and the larger village centres that have good access to public transport and a range of local services and facilities.

Medium densities will be more appropriate towards the edge of settlements. Lower densities will be acceptable in or on the edge of smaller settlements in order to respond to local character and context'.

8.12 We have reflected these requirements in our modelling.

# Policy 19 - Affordable Housing

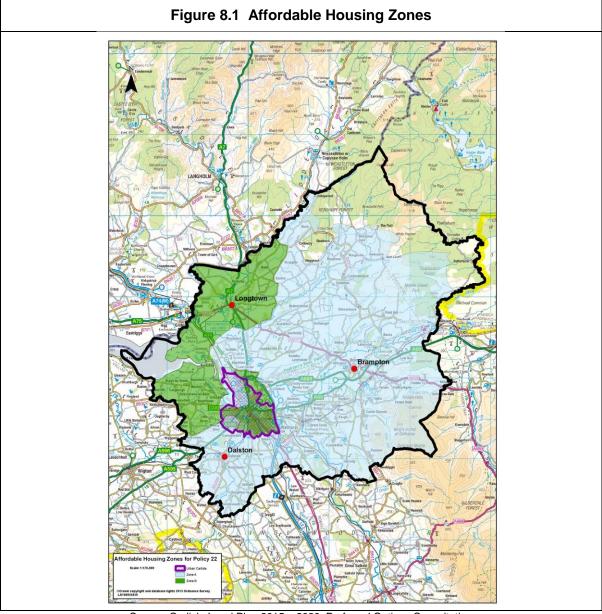
Within Zone A, all sites of 5 units and over will be required to provide 30% of the units as affordable housing. Where this does not equate to a whole unit a commuted sum will be required to make up the contribution.

Within Zone B, all sites of 10 units or over will be required to provide 25% of the units as affordable.

Where intermediate housing is to be provided at a discounted market value, a discount of 30% will be sought and the discounted sale will be required to be in perpetuity. The affordable housing provided shall comprise a mix of Social and Affordable Rent, and Intermediate Housing, the mix to be determined by the need at the time.

Where a developer seeks to depart from the policy, a financial appraisal will be required to justify any lower level of affordable housing.





Source: Carlisle Local Plan 2015 - 2030, Preferred Options Consultation

8.13 Following various comments made by the Planning Inspectorate at a pre-submission meeting in September 2013, the Council were advised that the affordable housing policy should be the 'pressure valve', where there are viability issues with a development site. As such the Council were advised that the Plan should make it clear that a site could be made viable by adjusting the affordable housing requirement. The Inspectorate provided the following wording to insert at the end of the Policy:

"Where a developer seeks to depart from the policy, a financial appraisal will be required to justify any lower level of affordable housing, and prove that the requirements of the policy make the site unviable".

8.14 This policy is a very significant cost to the developer. We have tested a full range of levels of affordable housing and sensitivity tested this relative to different levels of developer contribution.



- 8.15 In the initial work we assumed the affordable housing was delivered as 1/3 intermediate housing (including Low Cost Home Ownership) to buy and 2/3 to affordable rent. In this iteration of the study we have altered this to 50:50 being more reflective of the mix currently sought by the Council.
- 8.16 In the initial iteration of this study we assumed that market and affordable housing were of similar sizes.
- 8.17 Concern was expressed through the consultation process by the developers that the model works on a £/m² basis but the policy is written and implemented on a unit basis. This causes a distortion as, on the whole, the affordable units are substantially smaller than the market units. The typical market units are a little over 100-125m² and the typical affordable units are about 80-85m². This is illustrated in the following table:

Table 8.2 Relationship between number of affordable units and floor space					
30% Affordable	Proportion	Units	Size	Floor Area	% of floor space
Total Scheme		100	m²		
Market Unit	70.00%	70	110	7,700	75.79%
Intermediate unit	15.00%	15	82	1,230	12.11%
Affordable Rent	15.00%	15	82	1,230	12.11%
				10,160	
25% Affordable					
Total Scheme		100	m²		
Market Unit	75.00%	75	110	8,250	80.10%
Intermediate unit	12.50%	13	82	1,025	9.95%
Affordable Rent	12.50%	13	82	1,025	9.95%
				10,300	

Source: HDH 2014

8.18 Following the consultation event we have adjusted the assumptions used and based our analysis on the proportions of floor space shown in the table above.

# Policy 27 - Special Needs Housing

Proposals for new housing development must also ensure adequate internal living space. In order to encourage new homes that are adaptable for the lifetime of the occupiers, proposals for dwellings meeting Lifetime Homes Standards will be supported by the Council.

Proposals for new development to meet a particular housing need, e.g. the elderly, or supported or other specialist accommodation will be acceptable where they are in suitable sustainable locations close to a range of services and facilities.



8.19 The Council encourages but does not require development to Lifetime Home Standards. The additional costs of developing to the Lifetime Homes Standards<sup>18</sup> is about an additional £11/m<sup>2</sup>. We have included this additional cost in our base modelling.

# Policy 30 - Delivering Infrastructure

New development will not be permitted in areas where there is insufficient infrastructure available to support it or where it would place unacceptable strain on existing infrastructure, unless arrangements can be made for the delivery of required infrastructure as the development is progressed.

Where a development requires the creation of new infrastructure the Council will look to secure funding through planning obligations. Alternatively a fee may be sought as part of the Community Infrastructure Levy (CIL) to help address infrastructure deficits identified in the Carlisle Infrastructure Delivery Plan (IDP).

8.20 The County Council has developed a tariff for calculating developer contributions under a variety of headings. From April 2015 the CIL Regulations restrict the ability for Councils to pool contributions from multiple sites so it is inevitable the tariff element of this policy will have to be revisited. In this study we have modelled the sites total ability to bear developer contributions.

#### Policy 31 - Sustainable Transport

In order to reduce reliance on the private car new development shall be focused into areas with the greatest availability of services and facilities or in locations with good public transport connections to service centres. Development likely to generate significant levels of transport within isolated and poorly accessible areas will normally be resisted unless an overwhelming environmental, social or economic need can be demonstrated.

New development that will be accessible to the public will be expected to provide safe and convenient access to cyclists and pedestrians

Cumbria Local Transport Plan (LTP):

Land identified for specific transport projects such as a Public Transport Interchange or new transport links (road, rail, cycleways, bridleways and footpaths) will be protected from unrelated development that could compromise the future viability of such schemes. Proposals in line with the aims and policies of the Local Transport Plan will be supported.

Travel Plans & Transport Assessments:

Development which triggers the size thresholds presented in Appendix 2 will be required to provide Travel Plans and/or Transport Assessments to support applications, showing:

- 1. how the needs of cyclists and pedestrians will be met and prioritised on site;
- 2. how the movement of freight and goods by rail will be maximised where possible and appropriate;
- 3. how the site will safely and conveniently connect to public and green transport routes;
- 4. how the accessibility needs of more vulnerable people have been taken into account;
- 5. how the impact of heavy goods vehicles accessing the site, where this is a required aspect of operations, will be minimised, including restrictions on operating hours and how route plans involving the movement of HGVs will avoid residential areas where possible; and



<sup>&</sup>lt;sup>18</sup> Based on *Assessing the cost of Lifetime Homes Standards*. Building Cost Information Service (BCIS), July 2012 published by Department for Communities and Local Government.

6. how all other sustainable transport concerns will be addressed.

Sustainable Vehicle Technology: Developers will be encouraged to include sustainable vehicle technology such as electric vehicle charging points within proposals.

8.21 The requirement to prepare a Travel Plan is an additional cost, however one that we would be expected to be covered within the allowance for professional fees in the base appraisals.

#### Policy 32 - Car Parking

Where appropriate, proposals for new development will be expected to provide a minimum number of parking bays per each new dwelling/sqm of floor space depending on type and location, in consultation with Cumbria County Council as the Highway Authority.

In areas suffering from significant on-street parking problems, greater provision may be sought. In all areas the need to encourage the use of alternative means of travel, other than the private car, shall be an important consideration when applying parking standards. Provision for convenient and secure bicycle parking will also expected to be provided in line with standards. A minimum standard for disabled parking spaces within new development shall continue to be required.

Off and on street parking provision will be required to be well designed and appropriate for the street scene, particularly within conservation areas. Proposed car parking provision that would have a significant adverse impact upon the street scene, landscape or historical quality of an area will be resisted. The Council shall expect developers to have regard to the Manual for Streets when considering parking design.

8.22 The provision of carparking is a cost to the developer and reduces the net developable area of a site. Having said this, in most cases, it makes good commercial sense to provide car parking in retail and employment schemes, as well as in residential schemes. We have modelled the sites taking account of these requirements.

#### Policy 33 - Broadband Access

New development must be able to demonstrate how it will contribute to and be compatible with local fibre or internet connectivity. Where appropriate a Connectivity Statement will be required to accompany a planning application detailing the anticipated connectivity requirements of the development, known nearby data networks and their anticipated speed (fixed copper, 3G, 4G, fibre, satellite, microwave, etc), and realistic assessments of connection potential or contribution to any such networks.

Wherever possible, new development should aim to connect to the internet with a minimum symmetrical speed of 25Mbps with realistic capacity for future upgrading. Where this cannot be achieved proposals should still include, as a minimum, suitable ducting to accommodate fibre optic cabling, connecting to either:

- The public highway; or
- · A community led local access network; or
- Another location that can be justified through the connectivity statement

Applicants proposing major development schemes are encouraged to engage with local broadband groups, where present, to explore how ducting and/or fibre can be provided to benefit the local community.

- 8.23 This is a relatively unusual policy. We understand that the 'connectivity statement' need not be a large and complex piece of work. It is more likely to be a brief statement within the Design and Access Statement and as such will be included within the base cost assumptions for fees.
- 8.24 The inclusion of the requirement for ducting and cabling is an additional cost however likely to be less than a few hundred pounds per new home so we believe that this is de-minimis and



have not modelled it. We do recognise that on some sites that the costs could be very much more, bearing in mind the rural nature of much of the District. If the Council were to require this on all sites then it would be necessary to include this.

# Policy 34 - Waste Minimisation and the Recycling of Waste

Development proposals should be able to demonstrate that they have taken every possible step to reduce the amount of waste likely to be produced by the development and, where appropriate, maximise the opportunities for the recycling and composting of waste to be produced, preferably on site.

All new development should follow the principles of sustainable waste management and must include details of facilities for the storage, collection and recycling of waste produced on-site for both during and after construction. On new housing estates developers should make provision for collective and accessible waste and recycling areas that create a single point for waste storage and collection to serve a number of dwellings.

- 8.25 This policy is in two parts. Firstly to demonstrate that they have taken every possible step to reduce the amount of waste. This can be achieved through a brief statement within the Design and Access Statement and as such will be included within the base cost assumptions for fees.
- 8.26 With regard to the second part, i.e. actually reducing waste, we do not believe that this is a cost on development as, on the whole, it makes better commercial sense to reduce waste in the construction and development process.

# Policy 36 - Planning Obligations

The Council will consider the use of Planning Obligations (106 Agreements) in order to provide for local or community needs relevant to the proposed development as set out in other policies in this Plan. Planning Obligations will cover a number of issues such as affordable housing, green infrastructure, recreational space, art, transport/traffic improvements, community facilities, archaeology, amenity space/landscaping, training and employment, crime and disorder measures or any other infrastructure deficit identified in the Carlisle Infrastructure Delivery Plan (IDP).

8.27 From April 2015 the CIL Regulations restrict the ability for Councils to pool contributions from multiple sites so it is inevitable that the tariff element of this policy will have to be revisited. In this study we have modelled the sites' total ability to bear developer contributions.

### Policy 39 - Development, Energy Conservation and Efficiency (new wording)

The built form of development should make the fullest contribution to climate change adaption and carbon reduction.

Development proposals must take into account the need for energy conservation and efficiency in their design, layout and choice of materials. The principles should be introduced in the early stages of the design process in order to consider the orientation of buildings to maximise solar gain coupled with high levels of insulation to reduce heating costs and introduce options for alternative methods of heating, including air source heat pumps and ground source heat extraction. The efficient and effective use of land, including the reuse of existing buildings and the use of environmentally sustainable and recycled materials is also expected within the design.

Developers should also consider the possible incorporation of other small-scale sources of renewable energy like photovoltaic cells and will also be encouraged to include systems for collecting rain water to enable its re-use. Special consideration should be given to the historic environment when assessing applications that incorporate any renewable energy/energy efficiency technologies that could impact on a historic structure or its setting.



The Council will encourage all major developments to explore the potential for a District Heating Network or Decentralised Energy Network. Proposals for renewable, low carbon or decentralised energy schemes will be supported provided they do not result in unacceptable harm to the local environment which cannot be successfully mitigated. This includes support for community led renewable energy schemes/projects.

8.28 This policy requires increased standards – but is not specific by, for example, requiring construction to a Code for Sustainable Homes Level 4 or higher. As set out in Chapter 7 above, and following the August 2013 Government clarification with regard to the level of increased standards that will be required, we have modelled to the enhanced environmental standards.

### Policy 41 - Sustainable Drainage Systems

Sustainable Drainage Systems (SUDs) should be incorporated as the drainage measure in the first instance.

SUDs should be incorporated into development proposals when the following conditions apply:

- 1. The development will generate an increase in surface water run-off; and
- 2. The rate of surface water run-off is likely to create or exacerbate flooding problems.

Where SUDs are incorporated the following details shall be provided:

- Include an indicative drainage strategy to demonstrate how sustainable drainage will be incorporated into the development, including; the type of SUDs; hydraulic design details/calculations; pollution prevention and water quality treatment measures together with details of pollutant removal capacity as set out in the CIRIA SUDs Manual C697 or equivalent and updated local or national design guidance
- 8.29 We have given careful thought to this policy. In the greenfield sites we have assumed that SUDS can be incorporated into the open space through soft landscaping that is within the site costs. For the brownfield sites we have assumed that it will be necessary to incorporate some form of attenuation engineering solution to moderate flows from the site. We have assumed this to add 5% to the development costs.

# Policy 43 - Educational Needs

Proposals for the development of education facilities should be provided within existing educational sites. Where there is a need for new educational facilities outside of an existing site, the location should be close to the intended catchment in order to minimise travel in line with sustainable development principles.

Carlisle City Council will endeavour to work with the education authority (Cumbria County Council) to identify what new demand will be generated from development as well as helping to identify suitable new education sites should this be required.

8.30 The provision of educational facilities, particularly primary and secondary education, is under considerable pressure within the District. This a general policy however the implication is that development could be asked to make a contribution to educational needs. From April 2015 the CIL Regulations will restrict the ability of councils to pool contributions from multiple developments to fund delivery of a piece of infrastructure. The County Council's approach to seeking planning obligations is based on an assessment of the direct and ongoing effect of development on local schools. It is anticipated that the forthcoming pooling restrictions would, in the short term at least, have a limited impact on the ability to secure planning obligations towards the provision of primary school education; however secondary schools are more



strategic in nature and the effect of these restrictions on how best to secure appropriate mitigation will require careful consideration. In this study we have modelled the sites' total ability to bear developer contributions.

# Policy 46 - Planning Out Crime

The design of all new development must contribute to creating a safe and secure environment, integrating measures for security and crime prevention and minimising the opportunity for crime.

The following points should be applied to all development proposals;

- 1. Developers should demonstrate how security measures form an integral part of the design;
- 2. Developments should be laid out and buildings positioned with the intention of creating active and vibrant neighbourhoods and maximising natural surveillance opportunities;
- 3. Public and private spaces should have clearly defined boundaries, utilising appropriate physical treatments and promoting the concept of defensible space;
- Footpaths and cycleways should be designed to maximise legitimate use. Routes must serve the development and not present opportunities for concealment, unobserved access, or a choice of escape routes;
- Good lighting is essential to deterring criminal and anti-social activity. Spaces must be evenly illuminated to an appropriate level, whilst avoiding nuisance, annoyance and unnecessary spill or pollution;
- 6. Landscaping schemes require careful and sensitive consideration to ensure that they do not create secluded areas, impede surveillance opportunities, or position elements that could be exploited as climbing aids;
- 7. Developers should indicate what physical security measures have been incorporated into the design to resist crime (for example, the specification of doors and windows compliant with BS PAS24 and BS 7950, provision of intruder alarm systems, etc);
- 8. The deployment of (Closed Circuit Tele Vision)CCTV may be considered necessary in certain circumstances;

Developers should, at the earliest stage possible, consult the Police Crime Prevention Design Advisor for advice on measures to be incorporated for designing out crime. Advice will be given based on current crime trends or particular crime risk, in accordance with Secured by Design principles.

All Design and Access Statements should detail how crime prevention measures have been considered.

8.31 Compliance with this policy can be achieved through good design and a brief statement within the Design and Access Statement and as such will be included within the base cost assumptions for fees and will not add to the normal costs of development.

# Policy 62 - Biodiversity & Geodiversity

Biodiversity and geodiversity assets across the district shall be protected and, where possible, enhanced.

# International Designated Sites:

Internationally designated sites of biodiversity conservation, including the Natura 2000 designations of Special Areas of Conservation (SAC), Special Protection Areas (SPA) and Ramsar Sites will be afforded the highest levels of protection. Development which would adversely affect or harm the integrity of such sites shall be resisted unless an overwhelming need for the development or vital national interest can be demonstrated. Proposals which may have an impact upon a Natura 2000 site must be accompanied by a Habitats Regulation Assessment (HRA). Any site subject to a HRA will not be subject to the presumption in favour of sustainable development.

### National Designated Sites:

Nationally designated sites such as Sites of Special Scientific Interest (SSSI) will be strictly protected from new development. Any proposal which would adversely impact upon the scientific interest of the site will be resisted, unless an overwhelming socio-economic need for the development or pressing national interest can be demonstrated.



#### Local Designated Sites:

Local wildlife designations such as County Wildlife Sites, Local Nature Reserves and Ancient Woodlands, as well as Regionally Important Geological/Geomorphological Sites (RIGGS) shall also be afforded a high degree of protection from harmful development, unless a strong socio-economic need can be demonstrated or the development would otherwise be in the national interest.

Development affecting Biodiversity and Geodiversity:

All proposals for development that may impact upon habitat, species or geodiversity should, where appropriate:

- •Maintain, and where appropriate enhance, conditions for priority habitats and species identified in the Cumbria Biodiversity Action Plan
- •Maintain, and where appropriate enhance recognised geodiversity assets identified in the Local Geodiversity Action Plan for Cumbria
- •Ensure satisfactory and appropriate integration of wildlife corridors on site
- •Seek to make species appropriate provision on site to encourage an increase in biodiversity where it is practical and viable to do so

### Mitigation:

Where significant and overwhelming social or economic benefits and need can be demonstrated, which may then allow for the potentially harmful development of a wildlife site, proposals should only be approved once the Council and relevant partner organisations are satisfied that any necessary impacts can be mitigated through appropriate habitat creation, restoration or enhancement on site or elsewhere via planning conditions, agreements or obligations.

8.32 This is a potentially costly policy, however, when considered against the nature of the sites identified through the SHLAA, it is not a policy that is likely to add to the cost of most sites. The integration of features in the landscaping (use of existing hedge rows, native species and the like) that will be required to achieve other aspects of the Plan will not add to the overall costs of development – over and above the base assumptions made in this study.

### Policy 63 - Open Space

# Development affecting Open Space

Proposals within designated areas of open space, as defined on the Policy Map, that relate to and complement the existing leisure use, and are appropriate in character and scale to the surroundings, will generally be acceptable. Development that would result in a partial or total loss of, or would otherwise constitute a change of use within an area of open space to non-sport or recreation uses shall not be permitted unless:

- An up-to-date needs assessment has been completed and clearly shows a surplus of primary leisure areas within a given locality; or
- It can be demonstrated that alternative provision of the same or greater size, quality and accessibility will be provided nearby; or
- Development of a small part of the area of open space would enable investment to improve the quality of the rest of the site; or
- There is a strong and justifiable social or economic need for development and the open space is otherwise of low quality and has little community value.

### Strategic Areas of Open Space

All new dwellings should be within 1km of a high quality and accessible area of open space of between 5 and 20 hectares and within 3km of an open space greater than 20 hectares which provide general facilities for recreation provision within a landscaped setting. Development which does not fulfil this requirement will be expected to contribute towards the upgrading of an existing open space to improve its accessibility or the creation of a new one to these standards.



### Provision of Open Space

Standards for open space provision will be informed by an assessment of need and demand for the various types of open space, ensuring there is an adequate supply of accessible and high quality spaces across the district. Where deficits are identified new development may be expected to contribute to creating new open spaces or to upgrading an accessible area nearby.

Recreation spaces within new development

New housing developments, where appropriate, will be required to include informal space for play and general recreation on site according to the size of the proposal. Agreement will be sought from the developer that they will make arrangements to ensure any play equipment, grass cutting, and other grounds work is maintained in perpetuity.

On smaller housing sites, where on site provision is not appropriate the developer may be required to make commuted payments towards the upgrading of open space provision in the locality, especially if a deficit has been identified.

- 8.33 This policy overlaps with Policy S4 as set out above. The Council have developed a tariff for calculating developer contributions for Amenity Green Space, Formal Sports Pitches and Equipped Areas. This is in two parts, the cost of provision and the costs of ongoing maintenance. Under this tariff a single 2 bed home would contribute about £1,880 and a single 3 bed home about £2815 and single 4 bed home about £3,755.
- 8.34 From April 2015, the CIL Regulations restrict the ability for councils to pool contributions from multiple sites so it is inevitable that the tariff element of this policy will have to be revisited. In this study we have modelled the sites total ability to bear developer contributions, both under this heading and under others.
- 8.35 As set out in Chapter 9 we have incorporated open space in our modelling.

# Policy 65 - Trees and Hedgerows

Proposals for new development should provide for the protection and integration of existing trees and hedges, particularly those trees that are considered important to the local community, contribute positively to an area, contribute to the green infrastructure of the district and/or are otherwise of specific natural and/or historic value.

### Tree Surveys:

Where trees and hedges are present on a development site, and the Local Planning Authority considers it pertinent to do so, a survey, in accordance with the current and most up to date British Standard: BS 5837 and carried out and presented by a qualified arboriculturist, may be required to accompany a planning application. Tree surveys should also have regard to the current Carlisle Trees and Development Supplementary Planning Document.

Layouts will be required to provide adequate spacing between existing trees and buildings, taking into account the existing and future size of the trees, and their impact both above and below ground.

Proposals which would result in the unacceptable or unjustified loss of existing trees or hedges or which do not allow for the successful integration of existing trees or hedges identified within the survey will be resisted. .....

8.36 The requirements of this policy are covered within the base assumptions for professional fees as set out in Chapter 7.



# **Neighbourhood Plans**

- 8.37 The Council will support local communities who wish to pursue and adopt Neighbourhood Plans. At the time of this report Dalston are preparing the District's first Neighbourhood Plan These community-led frameworks will help to guide development of an area. These new plans will sit under the Local Plan. They should not constrain development nor impose extra policy burdens of development that may prejudice the delivery of the Local Plan.
- 8.38 In due course it may be necessary to assess whether or not the Neighbourhood Plans add to the cumulative policy burden on development and, if they do, ensure that the Plan is not put at serious risk.



# 9. Modelled Sites

- 9.1 In the previous chapters we have set out the general assumptions to be inputted into the development appraisals. In this chapter we have set out the modelling. We stress that this is a high level and broad brush study that is seeking to capture the generality rather than the specific. The purpose is to establish whether the cumulative impact of the Council's policies put the draft Local Plan at risk in the context of land identified through the SHLAA. It is not the purpose of this study to accurately assess the viability of specific sites.
- 9.2 Our approach is to model 8 residential development sites in each price area and a suite of non-residential sites that are broadly representative of the type of development that is likely to come forward in Carlisle in the future. This modelling is based on the Preferred Housing Allocations, the Alternate Options and the sites classified as deliverable in the SHLAA. These are representative of those included in the Plan and of development likely to come forward on smaller undesignated sites.

# **Residential Development Sites**

- 9.3 The Local Plan includes 27 or so specific sites, the details of which are set out as Preferred Housing Allocations in Appendix 1 of that document, and further Alternate Options, the details of which are also set out in Appendix 1 of that document. In addition the SHLAA has identified further sites that are deliverable and developable.
- 9.4 The distribution and existing land use of these potential residential sites can be summarised as follows:



Table 9.1 Geographical Distribution of Sites -Plan Allocations and Alternates and SHLAA **Deliverable Sites** Area ha Units % Brampton 29.63 7.1% 714 9.7% Burnstock 0.75 0.2% 0.1% Carlisle 276.64 65.9% 4,973 67.3% Cummersdale 0.96 0.2% 33 0.4% Cumwhinton 1.00 0.2% 34 0.5% Dalston 11.28 2.7% 250 3.4% Gilsland 0.1% 0.28 0.1% 40.42 Houghton 9.6% 208 2.8% Linstock 5.92 1.4% 30 0.4% Longtown 16.83 4.0% 415 5.6% Rockcliffe 1.97 0.5% 35 0.5% Scotby 14.54 3.5% 231 3.1% Warwick Bridge 0.5% 36 0.5% 2.19 Wetheral 3.57 0.9% 98 1.3% Wreay 0.2% 10 0.1% 0.68 Harker 10.59 2.5% 300 4.1% Smithfield 2.58 0.6% 7 0.1% 419.83 7,384 100.0% 100.0%

Table 9.2 Land Use of Sites – Plan Allocations and Alternates and SHLAA Deliverable Sites								
	Area ha	%	Units	%				
Green	367.67	87.6%	6,605	89.5%				
Brown	52.16	12.4%	779	10.5%				
	419.83	100.0%	7,384	100.0%				

Source: LPVS. HDH 2014



Table 9.3 Distribution of Sites by Price Zone – Plan Allocations and Alternates and SHLAA Deliverable Sites									
	Area ha % Units								
Zone 1									
Zone 2	65.14	15.5%	688	9.3%					
Zone 3	14.88	3.5%	344	4.7%					
Zone 4	339.81	80.9%	6,352	86.0%					
	419.83	100.0%	7,384	100.0%					

Table 9.4 Range of Site sizes – Plan Allocations and Alternates and SHLAA Deliverable Sites										
	Count Ha Units									
1 to 5	4	0.92	0.2%	13	0.2%					
6 to10	12	12.61	3.0%	98	1.3%					
11 to 20	6	5.32	1.3%	98	1.3%					
21 to 50	17	45.00	10.7%	651	8.8%					
51 to 100	15	48.54	11.6%	1,061	14.4%					
101 to 299	21	172.15	41.0%	3,605	48.8%					
300+	6 135.29 32.2%		1,858	25.2%						
	81	419.83	100.0%	7,384	100.0%					

Source: LPVS. HDH 2014

- 9.5 Whilst neither the Plan, nor the SHLAA, contain sites within Zone 1 we have modelled sites within this area for the sake of completeness.
- 9.6 The last SHLAA was produced in 2012. Since then many new sites have been submitted to the Council for consideration and the most recent update is due to be published in July 2014. In addition to the above we have modelled the new SHLAA sites. The SHLAA is reviewed annually and it is more than likely that new sites will be submitted to the Councils for consideration. These new sites will not necessarily required specific viability testing. In most cases it will be possible to draw on the site types and typologies tested in this study to form a view as to the deliverability of the new sites. Only where a new site is submitted that is very different from those considered in this study would it be necessary to undertake further viability testing. It is important to note that the SHLAA is not an allocation document but is instead part of the evidence base.
- 9.7 The distribution and existing land use of the new SHLAA sites can be summarised as follows:



Table 9.5 Geographical Distribution of Sites – New SHLAA Sites								
	Area ha	%	Units	%				
Blackwell	24.7	24.8%	740	29.8%				
Brampton	10.63	10.7%	178	7.2%				
Buckabank	0.52	0.5%	16	0.6%				
Burgh by Sands	0.59	0.6%	14	0.6%				
Carlisle	23.17	23.2%	699	28.2%				
Cummerdale	3.1	3.1%	35	1.4%				
Cumwhinton	5.33	5.3%	167	6.7%				
Longtown	0.51	0.5%	15	0.6%				
Moorhouse	2.69	2.7%	79	3.2%				
Rickerby	1.28	1.3%	20	0.8%				
Rockcliffe	6.2	6.2%	126	5.1%				
Scotby	3.72	3.7%	80	3.2%				
Thurstonfield	2.08	2.1%	62	2.5%				
Warwick Bridge	4.93	4.9%	147	5.9%				
Wetheral	7.35	7.4%	90	3.6%				
Wreay	2.87	2.9%	15	0.6%				
	99.67	100.0%	2,483	100.0%				

Table 9.6 Land Use of Sites – New SHLAA Sites									
	Area ha	%	Units	%					
Green	88.26	88.6%	2,142	86.3%					
Brown/mixed	11.41	11.4%	341	13.7%					
	99.67	100.0%	2,483	100.0%					

Source: LPVS. HDH 2014

Table 9.7 Distribution of Sites by Price Zone – New SHLAA Sites								
	Area ha	%	Units	%				
Zone 1								
Zone 2	13.35	13.4%	316	12.7%				
Zone 3	27.8	27.9%	775	31.2%				
Zone 4	58.52	58.7%	1,392	56.1%				
	99.67	100.0%	2,483	100.0%				

Source: LPVS. HDH 2014



Table 9.8 Range of Site Sizes – New SHLAA Sites											
	Count	На	Units								
1 to 5			0.0%		0.0%						
6 to10			0.0%		0.0%						
11 to 20	10	13.01	13.1%	167	6.7%						
21 to 50	10	21.26	21.3%	356	14.3%						
51 to 100	3	8.13	8.2%	243	9.8%						
101 to 299	4	22.35	22.4%	671	27.0%						
300+	2	34.92	35.0%	1,046	42.1%						
	29	99.67	100.0%	2,483	100.0%						

- 9.8 This study is based on modelling typical sites. We have modelled a set of sites to be representative of those potential urban and greenfield sites likely to come forward over the Plan period.
- 9.9 We acknowledge that modelling cannot be absolutely representative and that the only way to make an actual assessment of viability is to look at actual sites, however the aim of this work is to inform the plan-making process rather than to assess the viability of particular schemes. The work is broad brush, there will be sites that will not be able to deliver the affordable housing target and CIL, but there will also be sites that can afford more. The approach taken is fully in line with that set out in the Harman Guidance.
- 9.10 The modelled sites are informed by the sites in the SHLAA. The Council does not use a minimum site size threshold within the SHLAA, however, in most cases, detailed assessments have only been carried out on sites above 0.4 ha in size (or 0.2 ha in Carlisle City Centre), although in some cases the sub-division of sites has led to smaller sites being assessed. We used the SHLAA to inform the general size and land use type of the sites rather than the detailed design of the schemes.

# Development assumptions

- 9.11 In arriving at appropriate assumptions for residential development on each we have ensured that the built form used in our appraisals is appropriate to current development practices. Most council areas in which we have carried out studies such as this one display a range of development situations and corresponding variety of densities. We have developed a typology which responds to that variety, which is used to inform development assumptions for sites (actual, or potential allocations). That typology enables us to form a view about floorspace density the amount of development, measured in net floorspace per hectare, to be accommodated upon the site. This is a key variable because the amount of floorspace which can be accommodated on a site relates directly to the residual value, and is an amount which developers will normally seek to maximise (within the constraints set by the market).
- 9.12 The typology uses as a base or benchmark a typical post-PPG3/PPS3 built form which would provide development at around 3,500 m²/ha on a substantial site, or sensibly shaped smaller



site. A representative housing density might be 40-45 dwellings net per ha. This has become a common development format. It provides for a majority of houses but with perhaps 15-25% flats, in a mixture of two storey and two and a half to three storey form, with some rectangular emphasis to the layout.

- 9.13 Alongside this, there would, of course, be some schemes of appreciably higher density development providing largely or wholly apartments, in blocks of three storeys or higher, with development densities of 6,900 m²/ha and dwelling densities of 100 units/ha upwards; and schemes of lower density, in sensitive rural or rural edge situations. The 'base' category as a common urban form referred to above, i.e. 3,500 m²/ha, has been used to ensure appropriate development assumptions for a majority of the sites. In pressured housing locations like London and the adjoining areas, of course, many or most of the sites will be developed at development densities higher than the 3,500 m²/ha benchmark. It is noted in the AHEVA that, a good deal of the development taking place in the Carlisle area is at comparatively high densities.
- 9.14 Generally we have followed the assumptions used in the SHLAA<sup>19</sup>. Having identified the net developable area of each site, we then applied the densities specified in table below. We would repeat the point made in the SHLAA that the densities assumed in this study are conservative in comparison to recent densities that have been achieved in the District.

Table 9.9 Density Rates Used in the Carlisle SHLAA Site Location Characteristics Density (dph net)				
Flats and located in Carlisle City Centre	70			
Flats and located outside of the City Centre	60			
Mix of houses and flats	50			
Houses	36			

Source: Table 3.1 SHLAA Volume 1, November 2011

- 9.15 Policy 21 is not prescriptive in terms of density for new schemes. Instead the approach through the Plan is to require high quality design that meets local housing requirements. The standard built form typology does therefore have relevance in Carlisle.
- 9.16 It is relevant to note that of the sites included in the current iteration of the Plan and within the deliverable sites within the SHLAA, the average gross density is 17 units per ha. This average is heavily skewed down by a few large rural sites that have been identified for just a few



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<sup>&</sup>lt;sup>19</sup> Stage 6, Page 11. SHLAA Volume 1, November 2011

houses. There are just a few sites in Carlisle with densities of over 35 /gross ha. Across the majority of sites the density over the whole site area is in the 25 to 30 units/ha range.

- 9.17 Most significant housing schemes will contain an element of openspace whether for amenity or for works associated with a project.
- 9.18 Through the consultation process it was suggested that the density assumptions were a little high, particularly when considered with the normal requirements for openspace. These have been revisited and for the larger greenfield sites have been lowered to assume 30% openspace and 25 units/net ha which is approximately 35 units/gross ha.

### Modelled Sites

9.19 The above was used to model development assumptions for 8 site typologies. The resulting assumptions for residential development are then tested in each of the 4 price areas used in this study. We have particularly drawn on sites from the SHLAA and Preferred Housing Allocations and Alternate Options listed in the Local Plan as these will be most important when considering the delivery of the Plan:



Table 9.10 Summary of modelled sites									
Large Greenfield	Units	300	Large greenfield site on urban edge. Mix of						
	Area (Gross ha)	10	family housing.						
	Density /ha	21							
Med Greenfield A	Units	170	Medium greenfield site on settlement edge. Mix						
	Area (Gross ha)	5.5	of family housing.						
	Density /ha	21							
Med Greenfield B	Units	135	Medium greenfield site on settlement edge.						
	Area (Gross ha)	5.5	30% open space (3.85ha net). Mix of family housing.						
	Density /ha	25	, and the second						
Med Greenfield C	Units	65	Medium greenfield site on settlement edge. Mix						
	Area (Gross ha)	2	of family housing.						
	Density /ha	25							
Smaller Greenfield	Units	30	Smaller greenfield site on settlement edge /						
	Area (Gross ha)	1	larger infill site. Mix of family housing.						
	Density /ha	25							
Small Site (BF)	Units	12	Higher density smaller site within urban area.						
	Area (Gross ha)	0.3	Mix of terraces and semi-detached. Brownfield cleared site.						
	Density /ha	40							
Small Infill (BF)	Units	4	Small brownfield site developed as two pairs of						
	Area (Gross ha)	0.13	semi-detached.						
	Density /ha	31							
Small Infill	Units	4	Small greenfield site developed as two pairs of						
	Area (Gross ha)	0.13	semi-detached.						
	Density /ha	31							

Source: HDH 2014.



Table 9.11 Draft Report Site Modelling Assumptions											
			Units	Area ha		Density	Ave. Unit Size	Density			
				Gross		Units /ha	m²	m²/ha			
Large Greenfield	Green	Agricultural	300	10		30.00	91.17	2,735			
Med Greenfield A	Green	Agricultural	170	5.5		30.91	91.06	2,815			
Med Greenfield B	Green	Agricultural	135	5.5		35.06	91.75	3,217			
Small Greenfield C	Green	Agricultural	62	2		31.00	94.52	2,930			
Smaller Greenfield	Green	Agricultural	30	1		30.00	86.40	2,592			
Small Site (BF)	Green	Agricultural	12	0.3		40.00	78.67	3,147			
Small Infill (BF)	Green	Agricultural	4	0.13		30.77	80.00	2,462			
Small Infill	Green	Agricultural	4	0.13		30.77	80.00	2,462			

Source: HDH 2014. Note: Floorspace density figures are rounded

9.20 Following the Consultation process, the modelling was altered as follows:

	Table 9.12 Draft Report Site Modelling Assumptions												
	Site			Units	Area ha		Area ha		Area ha		Density /ha	Units	Densi ty
					Gross	Net	Gross	Net	m²/ha				
1	Large Greenfield	Green	Agricultural	300	14	10.00	21.43	30.00	2,735				
2	Med Greenfield A	Green	Agricultural	170	7.8	5.50	21.79	30.91	2,815				
3	Med Greenfield B	Green	Agricultural	135	5.5	3.85	24.55	35.06	3,217				
4	Small Greenfield C	Green	Agricultural	62	2.5	2.00	24.80	31.00	2,930				
5	Smaller Greenfield	Green	Paddock	30	1.25	1.00	24.00	30.00	2,592				
6	Small Site (BF)	Brown	Industrial	12	0.3	0.30	40.00	40.00	3,147				
7	Small Infill (BF)	Brown	Industrial	4	0.13	0.13	30.77	30.77	2,462				
8	Small Infill	Green	Paddock	4	0.13	0.13	30.77	30.77	2,462				
				1434	63.22	45.82	22.68	31.30	2,848				

Source: LPVS. HDH 2014

# SHLAA Sites

9.21 We have modelled the SHLAA sites as set out in the following table. In some cases several large sites that have a high capacity due to their size, have been identified as being suitable for relatively small numbers of homes. A good example of this would be land to the north and east of the Village Hall in Wreay (OC59). The total site area is about 2.87 ha, however the site has been identified as being capable of accommodating 15 new units taking into account the existing scale and size of the village (it is important to note that this site is identified in the draft Local Plan as an alternatice option for housing and not a preferred allocation). In this



study we have assumed that the only the appropriate area will actually be considered for housing, assuming a density of 30/ha:



		Table	9.12 SHLAA Site I	Modelling				
	SHLAA Ref	Site		Units	Area ha	Density Units/ha	Average Unit Size	Density
					Gross	Gross	m2	m2/ha
1	BL03	Land at Blackwell	Blackwell	740	24.70	29.96	95.00	2,846
2	BR13	Land between Quarry Bank & A69, Brampton	Brampton	15	0.50	30.00	95.00	1,425
3	BR14	Greenhill	Brampton	163	5.43	30.02	95.00	15,485
4	OC51	Land at Eller's Mill	Buckabank	16	0.52	30.77	95.00	1,520
5	BU01	Land at Highfield	Burgh by Sands	14	0.59	23.73	95.00	1,330
6	OC53	Heathlands Industrial Estate	Carlisle	306	10.22	29.94	95.00	29,070
7	CA80	Land adj Lansdowne Crescent	Carlisle	216	7.20	30.00	95.00	20,520
8	CA75	Newtown Industrial Estate	Carlisle	145	4.82	30.08	95.00	13,775
9	CA74	Land adjacent to the Border Terrier	Carlisle	12	0.40	30.00	95.00	1,140
10	CA76	Land to the south of Chertsey Mount	Carlisle	20	0.53	37.74	95.00	1,900
11	CUD04	Land west of The Oval, Cummersdale	Cummerdale	35	1.20	29.17	95.00	3,325
12	CUW05	Land between Beech Tree Farm & Swallow Barn	Cumwhinton	20	0.43	46.51	95.00	1,900
13	CUW06	Land east of Holme Meadow, Cumwhinton	Cumwhinton	147	4.90	30.00	95.00	13,965
14	LO08	Land off Lochinvar Close	Longtown	15	0.51	29.41	95.00	1,425
15	MR03	Land at Moorhouse Courtyards	Moorhouse	30	1.02	29.41	95.00	2,850
16	MR02	Land North of Low Moorhouse Fauld	Moorhouse	25	0.87	28.74	95.00	2,375
17	MR01	Land at Monkhill Rd	Moorhouse	24	0.80	30.00	95.00	2,280
18	OC60	Land at Tower Farm	Rickerby	20	0.67	29.85	95.00	1,900
19	RO05	Land to the north of Rockcliffe	Rockcliffe	96	3.20	30.00	95.00	9,120
20	RO06	Land at Rockcliffe, Site C	Rockcliffe	30	1.00	30.00	95.00	2,850
21	SC11	Land off Hill Head	Scotby	40	1.33	30.08	95.00	3,800
22	SC10	Land off Scotby Road	Scotby	40	1.34	29.85	95.00	3,800
23	TH04	Hill Farm	Thurstonfield	42	1.40	30.00	95.00	3,990
24	TH05	Land at Brookside House	Thurstonfield	20	0.68	29.41	95.00	1,900
25	WB05	Land at Troutbeck	Warwick Bridge	67	2.23	30.04	95.00	6,365
26	WB06	Land to the South of Warwick Bridge	Warwick Bridge	80	2.70	29.63	95.00	7,600
27	WE07	Land west of Steele's Bank	Wetheral	50	1.66	30.12	95.00	4,750
28	WE08	Land off Plains Road	Wetheral	40	1.33	30.08	95.00	3,800
29	OC59	Land north & east of Village Hall, Wreay	Wreay	15	0.50	30.00	95.00	1,425

Source: HDH 2014. Note: Floorspace density figures are rounded



9.22 It is important to note that the site areas and numbers of units are based on the information supplied by the Council and may not be what is forthcoming in the Plan.

### **Non-Residential Sites**

9.23 For the purpose of this study we have assessed a number of development types. In considering the types of development to assess we have sought to include those types of development that are likely to come forward in the short to medium term. The predominant type of development will be residential development. This is important as the legislation requires the charging authority to use 'appropriate available evidence'. This is stressed in the NPPG. It is not necessary to test every type of development that may occur in the district for every situation.

# Employment uses

- 9.24 We have tested the following development types:
  - i. **Large offices.** These are more than 250m², will be of steel frame construction, be over several floors and will be located on larger business parks. Typical larger units in the District are around 500m² we use this as the basis of our modelling.
  - ii. **Small offices**. Modern offices of less than 250m<sup>2</sup>. These will normally be built of block and brick, will be of an open design and be on a market town edge or in a more rural situation. Typical small office units in the District are around 150m<sup>2</sup> we use this as the basis of our modelling.
  - iii. **Large industrial**. Modern industrial units of over 500m<sup>2</sup>. There is relatively little new space being constructed. Typical larger units in the District are around 1,500m<sup>2</sup> we use this as the basis of our modelling.
  - iv. **Small industrial**. Modern industrial units of less than 500m<sup>2</sup>. These will normally be on a small business park and be of simple steel frame construction, the walls will be of block work and insulated cladding and there will be a small office area. Typical small units in the area are around 200m<sup>2</sup> we use this as the basis of our modelling.
- 9.25 In developing these typologies we have made assumptions about the site coverage and density of development on the sites. We have assumed 66% coverage on the large industrial sites and 60% coverage on the small industrial and large offices, and on the small offices we have assumed 50% coverage. On the offices we have assumed two story construction. We have not looked at the plethora of other types of commercial and employment development beyond office and industrial/storage uses in this study.

### Hotels and Leisure

9.26 The leisure industry is very diverse and ranges from conventional hotels and roadside budget hotels, to cinemas, theatres, historic attractions, equestrian centres, stables and ménages. We have reviewed this sector and there is very little activity in this sector at the moment, either at the planning stage or the construction stage. This is an indication that development in this sector is at the margins of viability at the moment. Having considered this further we have



only assessed a modern 'roadside' (i.e. Travelodge, Premier etc.) on a town edge site. Both Travelodge and Premier Inn have several existing sites in the District, and have in the past, sought additional provision in the area. We have assumed that this is a 60 bedroom product with ample carparking on a 0.4 ha (1 acre) site.

# Older Peoples' Housing

- 9.27 We have modelled an extracare scheme and a sheltered scheme, each on a 0.5ha site as follows and in line with the representations submitted by the Retirement Homes Group:
- 9.28 A retirement scheme of 20 x one bed units of 50m² and 25 two bed units of 75m² to give a net saleable area (GIA) of 2,875m². We have assumed a further 20% non-saleable service and common areas to give a scheme GIA of 3,450m². An extracare scheme of 40 units (24 x one bed units of 65m² and 16 x two bed units of 80m²) to give a net saleable area (GIA) of 2,840m². We have assumed a further 35% non-saleable service and common areas to give a scheme GIA of 3,834m².

### Retail

- 9.29 For the purpose of this study, we have assessed the following types of space. We have modelled the following distinct types of retail development.
  - i. **Supermarket**<sup>20</sup> is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 m<sup>2</sup>. It is assumed to require 400 car parking spaces, and to occupy a total site area of 2.6 ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
  - ii. **Retail Warehouse**<sup>21</sup> is a single storey retail unit development with a gross (i.e. GIA) area of 4,000 m<sup>2</sup>. It is assumed to require 150 car parking spaces, and to occupy a total site area of 1.8ha. The building is taken to be of steel construction. The development was modelled alternatively on greenfield and on previously developed sites.
  - iii. **Town Centre Shop** is a brick built development on two storeys, of 150 m<sup>2</sup>. No car parking or loading space is allowed for, and the total site area (effectively the building footprint) is 0.017 ha.
- 9.30 In line with the Guidance, we have only assessed developments of over 100 m<sup>2</sup>. There are other types of retail development, such as small single farm shops, petrol filling stations and



<sup>&</sup>lt;sup>20</sup> **Superstores/supermarkets** are shopping destinations in their own right where weekly food shopping needs are met and which can also include non-food floorspace as part of the overall mix of the unit.

<sup>&</sup>lt;sup>21</sup> **Retail warehouses** are large stores specialising in the sale of household goods (such as carpets, furniture and electrical goods) DIY items and other ranges of goods catering for mainly car-borne customers.

garden centres. We have not included these in this high level study due to the great diversity of project that may arise.

9.31 In developing these typologies, we have made assumptions about the site coverage and density of development on the sites. We have assumed 15% building coverage on the large shed sites, and 22% building coverage on the small sheds, on the town centre shops we have assumed 100% coverage. The remainder of the larger sites are car parking, internal roads and landscaping. We have assumed simple, single story construction and have assumed there are no mezzanine floors.



# 10. Residential Appraisal Results

- 10.1 At the start of this chapter it is important to stress that the results of the appraisals do not, in themselves, determine the Council's policies. The study is testing the effectiveness of the Council's Local Plan. The results of this study are one of a number of factors that the Council will consider, including other available evidence, such as the Council's track record in delivering affordable housing and collecting payments under s106. The purpose of the appraisals is to provide an indication of the viability of different types of sites in different areas under different scenarios. In due course, the Council will have to take a view as to whether or not to proceed with the Local Plan in its current form.
- 10.2 The appraisals use the residual valuation approach that is, they are designed to assess the site value after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developer's profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. We have discussed this in detail in Chapter 6.
- 10.3 In order to assist the Council we have run several sets of appraisals. The appraisals main output is the Residual Value. The Residual Value is calculated using the formula set out in Chapter 2 above. The initial appraisals are based on the assumptions set out in the previous chapters of this report, including the affordable housing requirements set out in the Council's policies. We have run further sets of appraisals assuming no provision of affordable housing or developer contributions and then higher levels of developer contribution, as this will be useful in helping the Council to understand the cumulative impact of policy requirements.
- 10.4 Development appraisals are sensitive to changes in price, so appraisals have been run with various changes in the cost of construction and an increase and decrease in prices. We have then considered a number of different levels informed by our discussions with the Council.
- 10.5 As set out above, for each development type we have calculated the Residual Value. In the tables in this chapter we have colour coded the results using a simple traffic light system:
  - a. **Green Viable** where the Residual Value per hectare exceeds the indicative Viability Threshold Value per hectare (being the Existing Use Value plus the appropriate uplift to provide a competitive return for the landowner).
  - b. Amber Marginal where the Residual Value per hectare exceeds the Existing Use Value or Alternative Use Value, but not Viability Threshold Value per hectare. These sites should not be considered as viable when measured against the test set out however depending on the nature of the site and the owner may come forward.
  - c. **Red Non-viable** where the Residual Value does not exceed the Existing Use Value or Alternative Use Value.



10.6 The results are set out and presented for each site and per hectare to allow comparison between sites. It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward.

# Financial appraisal approach and assumptions

- 10.7 On the basis of the assumptions set out in the earlier chapters, we prepared financial appraisals for each of the modelled residential sites using a bespoke spreadsheet-based financial analysis package. We produced financial appraisals based on the build costs, abnormal costs, and infrastructure costs and financial assumptions for the different options. The detailed appraisal base results, are set out in the attached **Appendix 3**.
- 10.8 As set out in Chapter 4 we have worked to the price areas identified in the AHEVA and updated to January 2014:

Table 10.1 Residential Market Values (£/m²)							
Settlement Category							
Zone 1	1,800						
Zone 2	1,950						
Zone 3	2,150						
Zone 4	2,300						

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

### **Modelled Sites**

10.9 Initially we have run the appraisals for the sites modelled to be representative of those sites in the Preferred Housing Allocations, the Alternate Options and the sites classified as deliverable in the SHLAA.

Base Appraisals – full current policy requirements

10.10 These initial appraisals are based on the base options:

a. Affordable Housing 30% on sites over 5 dwellings in Zone A and 25% on sites

over 10 dwellings in Zone B. Assumed to be delivered as

1/2 Affordable Rent and 1/2 Intermediate housing.

b. Environmental Standards Building Regulations (Part L), enhanced environmental

standards (+2%), Lifetime Homes (£11/m²).

c. CIL and s106 £2,000 per unit (Market and Affordable).

d. Developers' Return 20% of development costs.



	Table 10.2 Residual Values – FULL POLICY REQUIREMENTS									
		Area		Units	Residual Value					
		Gross ha	Net ha		Net	Gross	£ site			
	Zone 1									
1	Large Greenfield	14	10	300	339,673	242,624	3,396,734			
2	Med Greenfield A	7.8	5.5	170	306,155	215,879	1,683,854			
3	Med Greenfield B	5.5	3.85	135	340,022	238,016	1,309,086			
4	Small Greenfield C	2.5	2	62	438,797	351,038	877,595			
5	Smaller Greenfield	1.25	1	30	385,010	308,008	385,010			
6	Small Site (BF)	0.3	0.3	12	245,463	245,463	73,639			
7	Small Infill (BF)	0.13	0.13	4	397,426	397,426	51,665			
8	Small Infill	0.13	0.13	4	492,538	492,538	64,030			
	Zone 2									
9	Large Greenfield	14	10	300	546,389	390,278	5,463,893			
10	Med Greenfield A	7.8	5.5	170	535,543	377,626	2,945,487			
11	Med Greenfield B	5.5	3.85	135	604,973	423,481	2,329,146			
12	Small Greenfield C	2.5	2	62	681,119	544,895	1,362,237			
13	Smaller Greenfield	1.25	1	30	606,658	485,327	606,658			
14	Small Site (BF)	0.3	0.3	12	529,587	529,587	158,876			
15	Small Infill (BF)	0.13	0.13	4	658,801	658,801	85,644			
16	Small Infill	0.13	0.13	4	749,292	749,292	97,408			
	Zone 3									
17	Large Greenfield	14	10	300	734,831	524,879	7,348,311			
18	Med Greenfield A	7.8	5.5	170	745,454	525,640	4,099,996			
19	Med Greenfield B	5.5	3.85	135	847,427	593,199	3,262,595			
20	Small Greenfield C	2.5	2	62	906,635	725,308	1,813,270			
21	Smaller Greenfield	1.25	1	30	812,827	650,261	812,827			
22	Small Site (BF)	0.3	0.3	12	791,778	791,778	237,533			
23	Small Infill (BF)	0.13	0.13	4	997,473	997,473	129,672			
24	Small Infill	0.13	0.13	4	1,080,981	1,080,981	140,528			
	Zone 4									
25	Large Greenfield	14	10	300	952,344	680,246	9,523,437			
26	Med Greenfield A	7.8	5.5	170	989,552	697,761	5,442,538			
27	Med Greenfield B	5.5	3.85	135	1,129,369	790,559	4,348,072			
28	Small Greenfield C	2.5	2	62	1,168,822	935,057	2,337,644			
29	Smaller Greenfield	1.25	1	30	1,042,690	834,152	1,042,690			
30	Small Site (BF)	0.3	0.3	12	1,075,683	1,075,683	322,705			
31	Small Infill (BF)	0.13	0.13	4	1,256,298	1,256,298	163,319			
32	Small Infill	0.13	0.13	4	1,335,230	1,335,230	173,580			

10.11 The residual values generated by the modelled sites vary greatly across Carlisle City Council area, as we would expect. In many cases these are very substantial from over £1,300,000/ha in the higher value price Zone 4 to abot £200,000/ha in the lower value areas. These results



in themselves do not provide a good indication of site viability as they are simply an indication of the amount a developer may pay for the land. To test the viability of these sites, we have compared the residual value with the Viability Thresholds as shown in the following tables.

	Table 10.3 Residual \			
		Alternative Use Value	Viability Threshold	Residual Value
		£/ha	£/ha	£/ha
	Zone 1			
1	Large Greenfield	25,000	330,000	242,624
2	Med Greenfield A	25,000	330,000	215,879
3	Med Greenfield B	25,000	330,000	238,016
4	Small Greenfield C	25,000	330,000	351,038
5	Smaller Greenfield	50,000	360,000	308,008
6	Small Site (BF)	350,000	420,000	245,463
7	Small Infill (BF)	350,000	420,000	397,426
8	Small Infill	50,000	360,000	492,538
	Zone 2			
9	Large Greenfield	25,000	330,000	390,278
10	Med Greenfield A	25,000	330,000	377,626
11	Med Greenfield B	25,000	330,000	423,481
12	Small Greenfield C	25,000	330,000	544,895
13	Smaller Greenfield	50,000	360,000	485,327
14	Small Site (BF)	350,000	420,000	529,587
15	Small Infill (BF)	350,000	420,000	658,801
16	Small Infill	50,000	360,000	749,292
	Zone 3			
17	Large Greenfield	25,000	330,000	524,879
18	Med Greenfield A	25,000	330,000	525,640
19	Med Greenfield B	25,000	330,000	593,199
20	Small Greenfield C	25,000	330,000	725,308
21	Smaller Greenfield	50,000	360,000	650,261
22	Small Site (BF)	350,000	420,000	791,778
23	Small Infill (BF)	350,000	420,000	997,473
24	Small Infill	50,000	360,000	1,080,981
	Zone 4			
25	Large Greenfield	25,000	330,000	680,246
26	Med Greenfield A	25,000	330,000	697,761
27	Med Greenfield B	25,000	330,000	790,559
28	Small Greenfield C	25,000	330,000	935,057
29	Smaller Greenfield	50,000	360,000	834,152
30	Small Site (BF)	350,000	420,000	1,075,683
31	Small Infill (BF)	350,000	420,000	1,256,298
32	Small Infill	50,000	360,000	1,335,230



- 10.12 It can be seen that within Zones 2, 3 and 4 the development types tested are viable and can bear the full policy requirements of the Local Plan including 25% and 30% affordable housing and £2,000 /unit infrastructure costs.
- 10.13 The viability in Zone 1 is less good. This has been recognised in the plan-making process where little weight has been given to sites coming forward in this area.
- 10.14 In the above analysis it has been assumed that the viability threshold is the EUV plus 20% plus a further £300,000/ha on greenfield sites (as set out in Chapter 6 above). There was not universal agreement as to whether or not this provided a sufficient 'competitive return for the willing landowner as required by the NPPF. Several different tests were suggested including alternate viability thresholds of £600,000/net ha and/or £400,000/gross ha that is to say, for a site to be viable, the residual value should exceed £600,000/ha over the area developed or £400,000/ha over the whole site area
- 10.15 It is clear that all landowners will take a different approach and have different requirements over when to sell land, we have therefore compared the residual value to these alternate viability thresholds in the following table:



Table 10.4 Residual Values – FULL POLICY REQUIREMENTS (£/ha)
Residual Value compared to £600,000/net developable ha and £400,000/gross ha

		Area		Units	Residual Value	
		Gross ha	Net ha		Net	Gross
	Zone 1					
1	Large Greenfield	14	10	300	339,673	242,624
2	Med Greenfield A	7.8	5.5	170	306,155	215,879
3	Med Greenfield B	5.5	3.85	135	340,022	238,016
4	Small Greenfield C	2.5	2	62	438,797	351,038
5	Smaller Greenfield	1.25	1	30	385,010	308,008
6	Small Site (BF)	0.3	0.3	12	245,463	245,463
7	Small Infill (BF)	0.13	0.13	4	397,426	397,426
8	Small Infill	0.13	0.13	4	492,538	492,538
	Zone 2					
9	Large Greenfield	14	10	300	546,389	390,278
10	Med Greenfield A	7.8	5.5	170	535,543	377,626
11	Med Greenfield B	5.5	3.85	135	604,973	423,481
12	Small Greenfield C	2.5	2	62	681,119	544,895
13	Smaller Greenfield	1.25	1	30	606,658	485,327
14	Small Site (BF)	0.3	0.3	12	529,587	529,587
15	Small Infill (BF)	0.13	0.13	4	658,801	658,801
16	Small Infill	0.13	0.13	4	749,292	749,292
	Zone 3					
17	Large Greenfield	14	10	300	734,831	524,879
18	Med Greenfield A	7.8	5.5	170	745,454	525,640
19	Med Greenfield B	5.5	3.85	135	847,427	593,199
20	Small Greenfield C	2.5	2	62	906,635	725,308
21	Smaller Greenfield	1.25	1	30	812,827	650,261
22	Small Site (BF)	0.3	0.3	12	791,778	791,778
23	Small Infill (BF)	0.13	0.13	4	997,473	997,473
24	Small Infill	0.13	0.13	4	1,080,981	1,080,981
	Zone 4					
25	Large Greenfield	14	10	300	952,344	680,246
26	Med Greenfield A	7.8	5.5	170	989,552	697,761
27	Med Greenfield B	5.5	3.85	135	1,129,369	790,559
28	Small Greenfield C	2.5	2	62	1,168,822	935,057
29	Smaller Greenfield	1.25	1	30	1,042,690	834,152
30	Small Site (BF)	0.3	0.3	12	1,075,683	1,075,683
31	Small Infill (BF)	0.13	0.13	4	1,256,298	1,256,298
32	Small Infill	0.13 Carlisle City C	0.13	4	1,335,230	1,335,230

10.16 The results on this basis are broadly similar with all sites in Price Zones 3 and 4 showing as viable and little development within Price Zone 1 showing as viable. The results in Price Zone 2 are less good under this test with the larger greenfield sites showing as being as unviable.



Less than 10% of the units in the Plan (the allocations and alternates and SHLAA deliverable sites) are within Zone 2, so whilst this could have an impact on the overall deliverability of the Plan, that impact is likely to be relatively modest. We would recommend that the Council takes a cautious approach and includes extra sites within the Plan to ensure that if those landowners who are seeking greater levels of return decide to take a longer term view and wait to release their land, then the draft Local Plan is not put at risk.

- 10.17 Based on these findings the Council can have confidence that the policies in the Plan do not put the Development Plan at risk.
- 10.18 To assist the Council to develop policy and to understand the relationship between affordable housing, developer contributions and other requirements, we have run further appraisals for the different elements of the policy requirements before considering the cumulative impact of the different policy elements

No Policy Requirements

10.19 As a starting point appraisals have been run with no policy requirements. These appraisals are based on the following options. We have includes the pre-consultation results and the results following the adjustments following the consultation process. The principal changes are the reduction in prices as set out in Chapter 4 above, and the reduction in development densities set out in Chapter 9 above:

a. Affordable Housing None.

b. Environmental Standards Building Regulations (Part L) enhanced environmental

standards.

c. CIL and s106 None.

d. Developers' Return 20% of development costs.



Table 10.5 Residual Values - NO POLICY REQUIREMENTS PRE CONSULTATION RESULTS Alternative Use Viability Residual Value Value Threshold Zone 1 Large Greenfield 25,000 330,000 623,030 2 Med Greenfield A 25,000 330,000 623,403 3 Med Greenfield B 25,000 330,000 494,119 Small Greenfield C 4 25,000 330,000 773,490 5 Smaller Greenfield 50,000 360,000 639,221 6 Small Site (BF) 350,000 651,379 420,000 7 Small Infill (BF) 350,000 420,000 489,137 8 Small Infill 582,432 50,000 360,000 Zone 2 Large Greenfield 330,000 25,000 1.085.867 10 Med Greenfield A 25,000 330,000 1,143,066 11 Med Greenfield B 25,000 330,000 914,279 12 Small Greenfield C 25,000 330,000 1,331,684 13 Smaller Greenfield 50,000 360,000 1,138,824 14 Small Site (BF) 350,000 420,000 1,275,579 Small Infill (BF) 15 350,000 420,000 1,002,014 16 Small Infill 50,000 360,000 1,085,248 Zone 3 Large Greenfield 17 25,000 330,000 1,316,177 18 Med Greenfield A 25,000 330,000 1,402,897 19 Med Greenfield B 25,000 330,000 1,124,359 20 Small Greenfield C 25,000 330,000 1,610,770 21 Smaller Greenfield 50,000 360,000 1,447,856 Small Site (BF) 420,000 22 350,000 1,593,913 420,000 23 Small Infill (BF) 350,000 1,260,839 Small Infill 24 50,000 360,000 1,339,497 Zone 4 25 Large Greenfield 25,000 330,000 1,546,486 26 Med Greenfield A 25,000 1,662,664 330,000 27 Med Greenfield B 330,000 1,334,439 25,000 Small Greenfield C 28 25,000 330,000 1,889,856 29 Smaller Greenfield 50,000 360,000 1,700,658 30 Small Site (BF) 350,000 420,000 1,894,121 31 Small Infill (BF) 350,000 420,000 1,519,663 32 Small Infill 1,593,747 50,000 360,000



	Table 10.6 Resid	ual Values –NO POL	ICY REQUIREMEN	NTS
	<u>POS</u>	T CONSULTATION R	ESULTS	
		Alternative Use Value	Viability Threshold	Residual Value
		£/ha	£/ha	£/ha
	Zone 1			
1	Large Greenfield	25,000	330,000	445,021
2	Med Greenfield A	25,000	330,000	439,579
3	Med Greenfield B	25,000	330,000	494,119
4	Small Greenfield C	25,000	330,000	618,792
5	Smaller Greenfield	50,000	360,000	556,787
6	Small Site (BF)	350,000	420,000	651,379
7	Small Infill (BF)	350,000	420,000	489,137
8	Small Infill	50,000	360,000	582,432
	Zone 2			
9	Large Greenfield	25,000	330,000	611,113
10	Med Greenfield A	25,000	330,000	622,794
11	Med Greenfield B	25,000	330,000	704,199
12	Small Greenfield C	25,000	330,000	842,079
13	Smaller Greenfield	50,000	360,000	760,946
14	Small Site (BF)	350,000	420,000	957,246
15	Small Infill (BF)	350,000	420,000	750,512
16	Small Infill	50,000	360,000	839,186
	Zone 3			
17	Large Greenfield	25,000	330,000	576,121
18	Med Greenfield A	25,000	330,000	583,822
19	Med Greenfield B	25,000	330,000	659,513
20	Small Greenfield C	25,000	330,000	794,588
21	Smaller Greenfield	50,000	360,000	717,520
22	Small Site (BF)	350,000	420,000	889,533
23	Small Infill (BF)	350,000	420,000	694,915
24	Small Infill	50,000	360,000	784,572
	Zone 4			
25	Large Greenfield	25,000	330,000	730,667
26	Med Greenfield A	25,000	330,000	755,943
27	Med Greenfield B	25,000	330,000	856,872
28	Small Greenfield C	25,000	330,000	1,004,337
29	Smaller Greenfield	50,000	360,000	900,778
30	Small Site (BF)	350,000	420,000	1,188,592
31	Small Infill (BF)	350,000	420,000	940,463
32	Small Infill	50,000	360,000	1,015,772

10.20 Across all sites, other than the smaller sites in Price Zone 1 where the price assumptions were not altered, the residual value is substantially lower following the adjustments made. On the larger greenfield sites, the Residual Value has been reduced to approximately half of its initial value. Even in the lowest value areas the modelled sites generate a Residual Value that



exceeds the Viability Thresholds. Where the Council takes a flexible approach to the policy requirements, they will be able to bring sites forward.

10.21 There will be some sites, just as there are in almost all parts of the England, that are unlikely to be able to come forward even with no affordable housing.

Non-Affordable Housing Policies Only

10.22 The following appraisals are based on the following options:

a. Affordable Housing None
 b. Environmental Standards Building Regulations (Part L), part CfSH 4 (+2%), Lifetime Homes (£11/m²).
 c. CIL and s106 £2,000 per unit (Market and Affordable).
 d. Developers' Return 20% of development costs.



	Table 10.7 Residual V	/alues – FULL POL	LICY NO AFFORD	ABLE
		Alternative Use Value	Viability Threshold	Residual Value
		£/ha	£/ha	£/ha
	Zone 1			
1	Large Greenfield	25,000	330,000	393,708
2	Med Greenfield A	25,000	330,000	381,398
3	Med Greenfield B	25,000	330,000	427,805
4	Small Greenfield C	25,000	330,000	549,492
5	Smaller Greenfield	50,000	360,000	489,529
6	Small Site (BF)	350,000	420,000	536,267
7	Small Infill (BF)	350,000	420,000	397,426
8	Small Infill	50,000	360,000	492,538
	Zone 2			
9	Large Greenfield	25,000	330,000	560,319
10	Med Greenfield A	25,000	330,000	564,612
11	Med Greenfield B	25,000	330,000	637,885
12	Small Greenfield C	25,000	330,000	772,799
13	Smaller Greenfield	50,000	360,000	693,688
14	Small Site (BF)	350,000	420,000	844,337
15	Small Infill (BF)	350,000	420,000	658,801
16	Small Infill	50,000	360,000	749,292
	Zone 3		·	
17	Large Greenfield	25,000	330,000	780,034
18	Med Greenfield A	25,000	330,000	808,898
19	Med Greenfield B	25,000	330,000	917,992
20	Small Greenfield C	25,000	330,000	1,070,491
21	Smaller Greenfield	50,000	360,000	956,830
22	Small Site (BF)	350,000	420,000	1,268,782
23	Small Infill (BF)	350,000	420,000	997,473
24	Small Infill	50,000	360,000	1,080,981
	Zone 4			
25	Large Greenfield	25,000	330,000	944,541
26	Med Greenfield A	25,000	330,000	992,112
27	Med Greenfield B	25,000	330,000	1,128,071
28	Small Greenfield C	25,000	330,000	1,293,759
29	Smaller Greenfield	50,000	360,000	1,159,072
30	Small Site (BF)	350,000	420,000	1,587,115
31	Small Infill (BF)	350,000	420,000	1,256,298
32	Small Infill	50,000	360,000	1,335,230

# Varied Affordable Housing and Developer Contribution

10.23 In the following appraisals we have set out the results of differing levels of affordable housing. There was some concern expressed through the consultation process that the assumption of £2,000/unit was insufficient and that, on larger greenfield sites, a figure of in excess of £10,000/unit should be used. Based on the Council's overall infrastructure requirements, and



their historic approach to s106 contributions, we do not agree with this, however we have set out the impact of developer contributions of up to £20,000/unit (applied to both market <u>and</u> affordable units):

a. Affordable Housing As shown.

b. Environmental Standards Building Regulations (Part L), part CfSH 4 (+2%), Lifetime

Homes (£11/m<sup>2</sup>).

c. CIL and s106 As shown.

d. Developers' Return 20% of development costs.



Table 10.8A Residual Values - Differing levels of Affordable Housing and **Developer Contribution** 30% Affordable Housing Alternative Viability Residua Value Use Value Threshold £6,000 £8,000 £10,000 £2,000 £4,000 £12,000 £14,000 £16,000 £18,000 £20,000 Zone 1 Large Greenfield Med Greenfield A 25,000 330.00 25,000 Med Greenfield B 25,000 330.00 4,62 41,26 -87,149 -179.943 227,166 118,2 Smaller Greenfield 50,000 360,000 Small Site (BF) 350,000 420,000 Small Infill (BF) 350,000 420,00 8 Small Infill 50,000 360,000 180,058 Zone 2 9 9 Large Greenfield10 Med Greenfield A 25.000 330.00 371.59 25,000 330,000 357.190 11 Med Greenfield B 25,000 330.00 400.897 12 Small Greenfield C 25,000 330,00 474,426 387,64 342,005 13 Smaller Greenfield 50,000 360,00 420,904 379,270 14,393 14 Small Site (BF) 15 Small Infill (BF) 246,83 350,000 420,000 184,11 121,38 58,651 -4,078 -66,808 16 Small Infill 50,000 360,000 467,720 406,233 37,312 Zone 3 17 Large Greenfield 18 Med Greenfield A 25,000 330,00 25,000 25,000 25,000 330,000 564,086 636,906 487,19 549,49 525,640 593,199 448,74 505,78 410,303 462,077 371,857 418,370 333,412 374,663 330,956 19 Med Greenfield B 367,069 20 Small Greenfield C 21 Smaller Greenfield 50,000 360.00 695,490 650,261 605.03 559.80 514,576 469,347 424,119 382,516 22 Small Site (BF) 23 Small Infill (BF) 350,000 350,000 420,000 603,204 101,36 24 Small Infill 50,000 360,000 756,165 448,730 387,243 Zone 4 25 Large Greenfield 26 Med Greenfield A 25.000 330.000 579.72 410.2 646.94 545.82 478.039 444.145 330,000 467,087 351,749 25,000 736,207 697,761 659,315 620,870 582,424 390,19 27 Med Greenfield B 25,000 330.00 834.266 790,559 746.851 703,144 659,437 615.73 572.02 528,315 484.60 440.90 397.194 573,418 480,23 29 Smaller Greenfield 50,000 360,000 878,955 834,152 796,83 751,601 706,373 661,14 615,916 570,688 435,002 30 Small Site (BF) 31 Small Infill (BF) 350,000 420,000 463,44 350,000 420,00 32 Small Infill 50,000 360,000 987,642 566,964 505,477 443,991 382,504 25% Affordable Housing Residua Threshold Use Value Value £10,000 £12,000 £14,000 Zone 1 Large Greenfield Med Greenfield A 25,000 25,000 330,000 330,000 11,67 109,34Med Greenfield B 25,000 25,000 330,000 335,626 Small Greenfield C 360,000 Smaller Greenfield 50,000 350,000 Small Site (BF) -96,67 -420,69 63,19 502,921 Small Infill (BF) 350.000 420.00 360,000 Zone 2 9 Large Greenfield 10 Med Greenfield A 25,000 330,000 411,304 343,516 25,000 330,00 363,476 330,000 407,256 527,647 11 Med Greenfield B 25,000 450,96 363,54 12 Small Greenfield C 25,000 437,226 395,731 350,091 572,858 482,436 360,000 420,000 13 Smaller Greenfield 50,000 514.78 469.55 424,33 14 Small Site (BF) 350,000 15 Small Infill (BF) 16 Small Infill 350.000 420.00 360,00 50,000 Zone 3 17 Large Greenfield 25,000 330,000 503,036 469,142 367,461 18 Med Greenfield A 25,000 330,000 614,609 576,164 537,718 499,272 460,826 422,381 383,935 345,489 19 Med Greenfield B 25,000 25,000 330,000 694,838 832,074 607,42 741,67 520,009 651,258 476,302 606,047 432,59 388,887 515,626 345,180 470,415 20 Small Greenfield C 560,836 786,870 696,46 616,10 722,96 549,82 21 Smaller Greenfield 22 Small Site (BF) 50,000 360,000 420,000 751,78 942,04 706,560 864,408 661,33 802,12 570,875 643,810 480.41 350,000 564,66 485,510 23 Small Infill (BF) 350,000 420,00 738,01 612,55 24 Small Infill 50,000 360,000 826,967 703,99 581,020 458,046 396,559 Zone 4 25 Large Greenfield 26 Med Greenfield A 25,000 330,000 457,99 25,000 330,000 788,70 750,26 673,37 634,920 596,480 558,03 519,589 442,69 25,000 25,000 894,466 1,044,23 27 Med Greenfield B 330,000 807,05 763,34 330,000 908,64 818,24 773,045 28 Small Greenfield C 999,037 727,834 637,41 764,877 933,991 719,64 856,35 629,191 714,756 538,734 556,45 29 Smaller Greenfield 50,000 360.000 892,106 847,30 350,000 420,000 1,089,26 793,909 30 Small Site (BF) 1,166,904 477,298 635,60 Small Infill (BF) 350.000 547.27



Table 10.8B Residual Values - Differing levels of Affordable Housing and **Developer Contribution** 20% Affordable Housing Alternative Viability Residua Value Use Value Threshold £6,000 £10,000 £2,000 £4.000 £8,000 £12,000 £14,000 £16,000 £18,000 £20,000 Zone 1 Large Greenfield Med Greenfield A 25.000 330.00 25,000 Med Greenfield B 25,000 330.00 4.611 -41.27 -87.16 -133.049 381,863 336,223 Smaller Greenfield 50,000 360,000 381,852 -76,970 Small Site (BF) 350,000 420,000 Small Infill (BF) 350,000 420,00 8 Small Infill 50,000 360,000 Zone 2 9 9 Large Greenfield 10 Med Greenfield A 25.000 330.00 416.014 348,22 405,927 455,931 25,000 330,00 368,517 11 Med Greenfield B 25,000 330.00 499.63 412.22 534,179 471,634 12 Small Greenfield C 25,000 330,00 579,390 443,75 400,000 356,686 13 Smaller Greenfield 50,000 360,00 562,091 516,863 426,406 384,82 14 Small Site (BF) 15 Small Infill (BF) 244,23 350,000 420,000 495,150 432,420 181,50 118,773 -132,145 16 Small Infill 50,000 360,000 588,400 526,913 465,426 403,939 Zone 3 17 Large Greenfield 18 Med Greenfield A 547,70 25,000 330,00 513,811 509,946 576,331 344,342 25,000 25,000 25,000 330,000 433,055 488,917 471,500 532,624 663,72 751,16 625,283 707,453 586,83 663,74 548,39 620,03 394,609 445,210 357,79 401,50 19 Med Greenfield B 20 Small Greenfield C 439,865 21 Smaller Greenfield 50,000 360.00 800,000 761,295 716.06 670.83 625,610 580,381 535,153 489.924 444.696 400,000 22 Small Site (BF) 23 Small Infill (BF) 350,000 350,000 420,000 730,827 557,167 572,521 431,708 619,89 494,437 24 Small Infill 50,000 360,000 711,34 649,856 588,369 465,395 Zone 4 25 Large Greenfield 26 Med Greenfield A 470.520 25.000 330.000 706.61 606.096 330,000 493,74° 559,630 801,307 647,524 25,000 839,752 762,861 570,632 455,295 609,078 27 Med Greenfield B 25,000 330.00 952,995 909.287 865,580 821.87 778,166 734.45 690.75 647.044 603.33 515.922 29 Smaller Greenfield 50,000 360,000 993,254 948,45 903,64 858,84 814,039 776,527 731,29 686,070 640,84 595,61 30 Small Site (BF) 31 Small Infill (BF) 867,402 350,000 420,000 1,177,954 567,716 350,000 420,00 431,906 32 Small Infill 50,000 360,000 1,131,334 1,070,447 589,09 527,611 15% Affordable Housing Use Value Threshold Value £16,000 £14,000 £18,000 Zone 1 Large Greenfield Med Greenfield A 25,000 25,000 330,000 333,059 20,06 -31,61 330,000 Med Greenfield B 25,000 25,000 330,000 335,50 Small Greenfield C Smaller Greenfield 50,000 360,00 418.909 350,000 420,00 Small Site (BF) 431,259 275,64 124,020 -284,18 Small Infill (BF) 350.000 420.00 249,11° 186,38 360,000 Zone 2 9 Large Greenfield 10 Med Greenfield A 25,000 330,000 487,40 25,000 330,00 485,61 447,165 408,719 370,27 331,828 330,000 546,923 674,865 11 Med Greenfield B 25,000 503,210 12 Small Greenfield C 25,000 448,812 584,444 403,601 361,787 629,655 539,233 494,022 13 Smaller Greenfield 360,000 420,000 608,043 731,920 562,815 652,767 517,586 573,614 50,000 472.3 427,129 14 Small Site (BF) 350,000 494,461 15 Small Infill (BF) 16 Small Infill 350.000 420.00 491.25 114,874 360,00 50,000 Zone 3 17 Large Greenfield 25,000 330,000 353,840 18 Med Greenfield A 25,000 330,000 711,446 673,000 634,55 596,108 557,662 519,217 480,771 442,325 403,879 365,434 19 Med Greenfield B 25,000 25,000 330,000 805,873 762,166 904,883 718,45 674,75 814,48 631,045 587,337 724,080 543,630 678,869 412,508 543,23 368.801 20 Small Greenfield C 950,08 769,29 21 Smaller Greenfield 22 Small Site (BF) 50,000 360,000 420,000 851,62 806,819 769,23 955,02 724,00 877,38 678,781 815,351 633,55 543,096 497,86 452,63 350,000 1,032,660 498,740 23 Small Infill (BF) 350,000 420,00 876,157 687,96 562,51 499,78 437,051 24 Small Infill 50,000 360,000 901,18 716,72 593,751 409,29 778,21 655,23 Zone 4 25 Large Greenfield 26 Med Greenfield A 25,000 717,828 735,554 330,000 751,132 774,000 25,000 330,000 850,892 812,44 697,10 620,217 504,880 25,000 25,000 791,314 940,877 572,778 714,857 27 Med Greenfield B 330,000 966,143 747,60 703,900 616,48 330,000 1,121,66 28 Small Greenfield C 1,076,46 986,074 805,27 760,06 823,970 1,031,194 786,552 953,556 650,867 734,704 605,638 655,551 29 Smaller Greenfield 50,000 360.000 741,324 350,000 420,000 1,341,746 1,186,47 30 Small Site (BF) 1,419,384 1,264,10 1,108,832 813,85 Small Infill (BF) 350.000 1.056.798



Table 10.8C Residual Values - Differing levels of Affordable Housing and **Developer Contribution** 10% Affordable Housing Alternative Viability Residual Value Use Value Threshold £6,000 £8,000 £10,000 £2,000 £4.000 £12,000 £14,000 £16,000 £18,000 £20,000 Zone 1 Large Greenfield Med Greenfield A 331,547 25.000 330.00 365.44 25,000 Med Greenfield B 25,000 330.00 393,134 349,427 -46,243 Smaller Greenfield 50,000 360,00 458,589 413,360 371,654 Small Site (BF) 350,000 420,00 Small Infill (BF) 350,000 420,00 111,72 8 Small Infill 50,000 360,000 458,233 396,746 Zone 2 9 9 Large Greenfield 10 Med Greenfield A 25.000 330.00 388.41 25,000 330,000 525,838 593,049 372,055 418,220 549.342 505.63 11 Med Greenfield B 25,000 330.00 461.92 374.513 543,05 471,95 12 Small Greenfield C 25,000 330,00 407,423 365,64 517,18 13 Smaller Greenfield 50,000 360,00 652,86 607,640 562,41 426,727 385,149 14 Small Site (BF) 15 Small Infill (BF) 350,000 420,000 611,368 548,639 485,909 423,180 -15,927 16 Small Infill 50,000 360,000 641,077 579,590 518,103 456,616 395,129 702,564 Zone 3 17 Large Greenfield 18 Med Greenfield A 25,000 330,00 733,111 757,992 859,246 25,000 25,000 25,000 330,000 411,980 719,547 815,538 681,101 771,831 604,209 684,417 450,42 509,58 642,65 728,12 565,764 640,710 527,318 597,002 488,872 553,295 373,535 422,173 19 Med Greenfield B 20 Small Greenfield C 21 Smaller Greenfield 50,000 360.000 903.003 858,200 813.396 775.877 730,649 685,420 640,192 594,963 549.73 504.507 459,278 22 Small Site (BF) 23 Small Infill (BF) 350,000 350,000 420,000 1,035,897 817,102 958,259 754,373 879,832 24 Small Infill 50,000 360,000 1,017,874 961,538 904,92 720,46 658,981 597,494 536,00 474,52 413,033 Zone 4 25 Large Greenfield 26 Med Greenfield A 25.000 330.000 861.171 894.475 794.56 694,650 330,000 25,000 937,707 860,816 822,37 783,924 707,033 668,587 553,250 27 Med Greenfield B 25,000 330.00 1.065.313 1.021.606 977.89 934,191 890,484 846.77 803.070 759.362 715.65 671.948 628,241 29 Smaller Greenfield 50,000 360,000 1,101,382 1,056,579 1,011,77 966,971 922,167 877,364 832,560 749,99 704,766 30 Small Site (BF) 31 Small Infill (BF) 741,233 350,000 420,000 350,000 420,000 1,000,89 32 Small Infill 50,000 360,000 849,344 664,884 5% Affordable Housing Use Value Threshold Value £10,000 Zone 1 Large Greenfield Med Greenfield A 25,000 25,000 330,000 362,953 347,578 330,000 386,02 Med Greenfield B 25,000 25,000 330,000 345,31 417,848 508,269 376,169 330,530 Small Greenfield C Smaller Greenfield 50,000 360,00 497,07 451,843 406,615 350,000 420,000 Small Site (BF) 555,512 476,359 321,18 161,32 81,38 -78,47 238,341 Small Infill (BF) 350.000 420.00 360,000 Zone 2 9 Large Greenfield 10 Med Greenfield A 25,000 330,000 457,78 25,000 330,000 526,400 449,51 411,06 372,62 334,177 330,000 11 Med Greenfield B 25,000 506,66 462,956 419,24 375,541 331,834 12 Small Greenfield C 25,000 771,438 635,82 590,609 500,188 409,766 368,01 726,24 681,031 545,39 454,977 13 Smaller Greenfield 360,000 420,000 651,115 793,135 515,429 555,670 50,000 560.6 470,201 424,972 14 Small Site (BF) 350,000 15 Small Infill (BF) 16 Small Infill 350.000 420.00 478.83 360,00 449,804 50,000 Zone 3 17 Large Greenfield 437,222 25,000 330,000 707,036 18 Med Greenfield A 25,000 330,000 803,136 764,690 726,24 687,799 649,353 610,907 572,46 534,015 495,57 457,124 418,678 19 Med Greenfield B 25,000 25,000 330,000 911,009 1,061,815 867,301 1,016,618 823,594 971,421 779,88 926,22 736,180 881,027 692,473 835,830 648,76 605,058 745,419 561,35 517,64 20 Small Greenfield C 609,787 21 Smaller Greenfield 22 Small Site (BF) 50,000 360,000 420,000 908,031 1,191,971 780,953 959,057 735,724 881,41 690.49 600,03 554.81 350,000 1,269,60 502,854 23 Small Infill (BF) 350,000 420,00 944,23 818,77 693,31 567,857 442,3 24 Small Infill 50,000 360,000 961,53 906,70 845,218 722,24 599,27 Zone 4 25 Large Greenfield 26 Med Greenfield A 25,000 330,000 25,000 330,000 984,619 907,72 869,28 830,830 753,94 715,498 677,05 638,60 600,161 25,000 25,000 1,075,396 856,860 1,011,79 27 Med Greenfield B 330,000 1,119,10 987,98 944,274 330,000 1,102,18 28 Small Greenfield C 1,192,58 1,056,98 966,594 830,995 1,018,75 757,040 886,193 29 Smaller Greenfield 50,000 360.000 1,108,362 711,812 350,000 420,000 30 Small Site (BF) 1,584,934 1,507,296 1,429,65 1,274,382 1,196,74 1,119,107 1,041,469 824,332 963,83 Small Infill (BF) 350.000



	Table	10.8D	Resi	dual V		– Diff elope	_			fordab	le Ho	using	and	
	0% Affordable Housing													
		Alternative Use Value	Viability Threshold	Residual Value										
				£0	£2,000	£4,000	£6,000	£8,000	£10,000	£12,000	£14,000	£16,000	£18,000	£20,000
	Zone 1													
1	Large Greenfield	25,000	330,000	427,601	393,708	359,814	325,920	292,026	257,390	222,720	188,049	153,379	118,623	82,971
2	Med Greenfield A	25,000	330,000	419,843	381,398	342,952	304,506	266,060	227,615	189,169	150,723	113,341	74,531	36,063
3	Med Greenfield B	25,000	330,000	471,512	427,805	384,098	340,391	296,684	252,976	209,269	167,113	122,966	79,573	35,687
4	Small Greenfield C	25,000	330,000	594,702	549,492	504,281	459,070	413,859	372,143	326,503	280,864	235,225	191,400	145,324
5	Smaller Greenfield	50,000	360,000	534,758	489,529	444,301	400,000	357,230	311,569	265,907	220,246	177,991	131,439	85,723
6	Small Site (BF)	350,000	420,000	615,420	536,267	457,114	381,685	301,753	221,820	141,887	61,955	-17,978	-97,911	-177,843
7	Small Infill (BF)	350,000	420,000	460,156	397,426	334,697	271,968	209,238	146,509	83,779	21,050	-41,680	-104,409	-167,139
8	Small Infill	50,000	360,000	554,025	492,538	431,051	369,564	308,077	246,590	185,103	123,617	62,130	643	-60,844
	Zone 2													
9	Large Greenfield	25,000	330,000	593,996	560,319	526,425	492,532	458,638	424,744	390,850	356,956	323,062	288,561	253,891
10	Med Greenfield A	25,000	330,000	603,058	564,612	526,166	487,720	449,275	410,829	372,383	333,937	295,492	257,046	218,600
11	Med Greenfield B	25,000	330,000	681,592	637,885	594,178	550,471	506,763	463,056	419,349	375,642	331,935	288,227	244,520
12	Small Greenfield C	25,000	330,000	817,996	772,799	727,599	682,389	637,178	591,967	546,756	501,545	456,335	411,124	369,382
13	Smaller Greenfield	50,000	360,000	738,916	693,688	648,459	603,231	558,003	512,774	467,546	422,317	380,697	335,036	289,375
14	Small Site (BF)	350,000	420,000	921,975	844,337	781,659	702,506	623,354	544,201	465,048	389,697	309,764	229,832	149,899
15	Small Infill (BF)	350,000	420,000	721,531	658,801	596,072	533,342	470,613	407,883	345,154	282,424	219,695	156,965	94,236
16	Small Infill	50,000	360,000	810,779	749,292	687,805	626,318	564,831	503,345	441,858	380,371	318,884	257,397	195,910
	Zone 3													
17	Large Greenfield	25,000	330,000	813,338	780,034	746,730	713,426	680,122	646,817	612,999	579,105	545,211	511,317	477,423
18	Med Greenfield A	25,000	330,000	847,344	808,898	770,452	732,006	693,561	655,115	616,669	578,223	539,777	501,332	462,886
19	Med Greenfield B	25,000	330,000	961,699	917,992	874,284	830,577	786,870	743,163	699,456	655,748	612,041	568,334	524,627
20	Small Greenfield C	25,000	330,000	1,115,688	1,070,491	1,025,294	980,096	934,899	889,702	844,505	799,303	754,093	708,882	663,671
21	Smaller Greenfield	50,000	360,000	1,001,634	956,830	912,026	867,223	822,419	784,986	739,757	694,529	649,301	604,072	558,844
22	Small Site (BF)	350,000	420,000	1,346,420	1,268,782	1,191,144	1,113,506	1,035,868	958,230	880,592	818,622	739,469	660,316	581,163
23	Small Infill (BF)	350,000	420,000	1,059,591	997,473	944,571	881,842	819,112	756,383	693,653	630,924	568,194	505,465	442,735
24	Small Infill	50,000	360,000	1,141,868	1,080,981	1,020,094	961,538	907,170	845,683	784,197	722,710	661,223	599,736	538,249
	Zone 4													
25	Large Greenfield	25,000	330,000	977,845	944,541	911,237	877,933	844,628	811,324	778,020	744,716	711,411	677,929	644,035
26	Med Greenfield A	25,000	330,000	1,030,558	992,112	953,666	915,221	876,775	838,329	799,883	761,438	722,992	684,546	646,100
27	Med Greenfield B	25,000	330,000	1,171,779	1,128,071	1,084,364	1,040,657	996,950	953,243	909,535	865,828	822,121	778,414	734,706
28	Small Greenfield C	25,000	330,000	1,338,956	1,293,759	1,248,562	1,203,365	1,158,168	1,112,971	1,067,774	1,022,577	977,379	932,182	886,985
29	Smaller Greenfield	50,000	360,000	1,203,876	1,159,072	1,114,268	1,069,465	1,024,661	979,857	935,053	890,249	845,446	800,642	763,003
30	Small Site (BF)	350,000	420,000	1,664,753	1,587,115	1,509,477	1,431,839	1,354,201	1,276,563	1,198,926	1,121,288	1,043,650	966,012	888,374
31	Small Infill (BF)	350,000	420,000	1,318,415	1,256,298	1,194,180	1,132,063	1,069,945	1,007,828	955,028	892,298	829,569	766,839	704,110
32	Small Infill	50,000	360,000	1,396,117	1,335,230	1,274,343	1,213,456	1,152,569	1,091,682	1,030,795	969,908	917,977	856,490	795,003

- 10.24 It is clear that there is a relationship between the level of developer contribution and the ability to deliver affordable housing. At the Council's existing affordable housing targets of 25% and 30%, the majority of the modelled sites in the three higher priced zones (i.e. all areas other than central Carlisle) are able to bear both the affordable housing and make significant contributions to infrastructure. There are some sites that are not able to bear the affordable housing policy and to contribute to infrastructure, but these are the minority we would however recommend that the Council retains the current flexibility within the policy wording to ensure that site specific matters can be taken into account.
- 10.25 The situation in Zone 1, being the Carlisle built up area, is somewhat different however it is important to note that site types 1 to 5, which are all good sized greenfield sites are not typologies that are found within this area so can be disregarded. We have considered whether or not the Council should consider the 25% affordable housing target within this area. The 25% requirement is not putting the Plan at 'serious risk' as little development is anticipated within central Carlisle under the current Plan.

### Alternative Developers' Return

10.26 As set out in Chapter 7 above, we have assumed that the competitive return for the willing developer should be calculated at 20% of the development costs. This approach is consistent with previous viability work undertaken by the Council, and with appraisals submitted by developers through the development management process. We recognise that there are a number of different approaches that can be taken and have run alternative appraisals where the developers' return is calculated as 25% of Gross Development Cost (GDC) and 20% and



25% of Gross Development Value (GDV). In this analysis all other assumptions remain as in the base appraisals set out at the start of this chapter.

	Table 10.9 Residual Val	Alternative	Viability	Residual	
		Use Value	Threshold	Value	
		£/ha	£/ha	20% GDC	20% GDV
	Zone 1				
1	Large Greenfield	25,000	330,000	242,624	159,850
2	Med Greenfield A	25,000	330,000	215,879	124,393
3	Med Greenfield B	25,000	330,000	238,016	133,635
4	Small Greenfield C	25,000	330,000	351,038	232,466
5	Smaller Greenfield	50,000	360,000	308,008	200,000
6	Small Site (BF)	350,000	420,000	245,463	69,593
7	Small Infill (BF)	350,000	420,000	397,426	240,754
8	Small Infill	50,000	360,000	492,538	341,470
	Zone 2				
9	Large Greenfield	25,000	330,000	390,278	300,002
10	Med Greenfield A	25,000	330,000	377,626	274,222
11	Med Greenfield B	25,000	330,000	423,481	305,868
12	Small Greenfield C	25,000	330,000	544,895	414,692
13	Smaller Greenfield	50,000	360,000	485,327	369,779
14	Small Site (BF)	350,000	420,000	529,587	341,281
15	Small Infill (BF)	350,000	420,000	658,801	486,787
16	Small Infill	50,000	360,000	749,292	582,911
	Zone 3				
17	Large Greenfield	25,000	330,000	524,879	426,921
18	Med Greenfield A	25,000	330,000	525,640	412,399
19	Med Greenfield B	25,000	330,000	593,199	464,624
20	Small Greenfield C	25,000	330,000	725,308	583,443
21	Smaller Greenfield	50,000	360,000	650,261	521,003
22	Small Site (BF)	350,000	420,000	791,778	584,146
23	Small Infill (BF)	350,000	420,000	997,473	814,832
24	Small Infill	50,000	360,000	1,080,981	904,832
	Zone 4				
25	Large Greenfield	25,000	330,000	680,246	573,075
26	Med Greenfield A	25,000	330,000	697,761	573,079
27	Med Greenfield B	25,000	330,000	790,559	649,237
28	Small Greenfield C	25,000	330,000	935,057	779,679
29	Smaller Greenfield	50,000	360,000	834,152	700,933
30	Small Site (BF)	350,000	420,000	1,075,683	853,778
31	Small Infill (BF)	350,000	420,000	1,256,298	1,050,516
32	Small Infill	50,000	360,000	1,335,230	1,135,090

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

10.27 It can be seen that where the developers' return is assessed as a proportion of GDV rather than of costs, the residual values are lower. In those sites closer to the viability threshold, being the larger greenfield sites in Price Zone 2, the Residual Value falls below the Viability



Threshold – however elsewhere, a similar proportion of sites are viable when compared to the viability threshold. As with the analysis above with regard to alternate viability thresholds we would recommend that the Council allocates sufficient land to ensure that there is a broad choice available to ensure that a range of developers (who may take different approaches to competitive return) can operate within the area. This will give the Council confidence that land will continue to come forward.

## Impact of Price Change

- 10.28 It is important that whatever policies are adopted, the Plan is not unduly sensitive to future changes in prices and costs. We have therefore tested various variables in this regard. We have followed the time horizons set out in the NPPF and the methodology in the Harman Guidance.
- 10.29 In this report we have used the build costs produced by BCIS. As well as producing estimates of build costs, BCIS also produce various indices and forecasts to track and predict how build costs may change over time. The BCIS forecast a 15% increase in prices over the next 5 years<sup>22</sup>. We have tested a scenario with this increase in build costs.
- 10.30 As set out in Chapter 4, we are in a current period of uncertainty in the property market. It is not the purpose of this report to predict the future of the market. We have therefore tested four price change scenarios, minus 10% and 5%, and plus 10% and 5%. In this analysis we have assumed all other matters in the base appraisals remain unchanged.
- 10.31 It is important to note that in the following table only the costs of construction and the value of the market housing is altered. This is a cautious assumption but an appropriate one.
- 10.32 The following appraisals are based on the base appraisals as set out at 10.10 above:

<sup>&</sup>lt;sup>22</sup> See Table 1.1 (Page 6) of in *Quarterly Review of Building Prices* (Issue No 127 – November 2012). 15% calculated on BCIS All-in TPI change from 220 to 254.



108

626,943

907,095

999,268

Table 10.10 Residual Value compared with Viability Thresholds – Impact of Cost Change (£/ha) Alternative Viability Residual Use Value Threshold Value Cost Change +15% 0% +5% +10% Zone 1 Large Greenfield 25,000 330,000 242,624 163,707 84,027 3,017 Med Greenfield A 25.000 330,000 215.879 128,469 41.845 -48,634 3 25,000 138,566 Med Greenfield B 330,000 238,016 37,905 -67,470 Small Greenfield C 25,000 330,000 351,038 247,687 145,716 42,599 Smaller Greenfield 50,000 360,000 308,008 214,025 122,385 26,831 Small Site (BF) 350,000 420,000 245,463 87,344 -70,775 228,894 6 Small Infill (BF) 350,000 420,000 397,426 276,900 156,373 35,846 Small Infill 8 50,000 360,000 492,538 379,447 266,357 153,266 Zone 2 Large Greenfield 155,824 9 25,000 390,278 313,128 234,741 330,000 Med Greenfield A 25,000 330,000 377,626 290,217 202,807 116,491 Med Greenfield B 25,000 330,000 423,481 322,755 222,030 122,410 11 25,000 544,895 442,514 343,357 240,005 12 Small Greenfield C 330,000 13 Smaller Greenfield 50,000 360,000 485,327 395,988 208,023 302,006 Small Site (BF) 350,000 420,000 529,587 376,686 218,567 60,448 15 Small Infill (BF) 350,000 420,000 658,801 538,274 417,748 297,221 Small Infill 749,292 410,020 16 50,000 360,000 636,201 523,111 Zone 3 293,043 17 Large Greenfield 25,000 330,000 724,372 447,730 370,580 263,411 18 Med Greenfield A 25,000 330,000 746,905 438,231 350,821 391,748 19 Med Greenfield B 25,000 330,000 846,909 492,473 291,022 Small Greenfield C 25,000 994,946 622,927 520,546 418,165 20 330,000 21 Smaller Greenfield 50,000 360,000 888,400 557,170 464,078 374,536 350,000 Small Site (BF) 1,161,070 478,625 22 420,000 635,202 325,222 23 Small Infill (BF) 350,000 420,000 1,368,455 886,774 766,247 645,720 968,994 Small Infill 1,445,405 24 50,000 360,000 865,450 752,359 Zone 4 Large Greenfield 25,000 449,954 330,000 892,779 604,253 527,103 26 Med Greenfield A 25,000 330,000 934,463 610,351 522,942 435,532 27 Med Greenfield B 25,000 330,000 1,061,969 689,833 589,107 488,382 Small Greenfield C 1,223,507 730,343 627,962 28 25,000 330,000 832,707 Smaller Greenfield 50,000 360,000 1,095,436 748,967 655,875 562,783 29

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

1,486,951

1,653,162

1,725,079

922,103

1,136,947

1.223.243

783,519

1,017,596

1,111,256

420,000

420,000

360.000

350,000

350,000

50.000



30

31

32

Small Site (BF)

Small Infill (BF)

Small Infill

Table 10.11 Residual Value compared with Viability Thresholds – Impact of Price Change (£/ha) Alternative Use Value Viability Thre Residual Value Price Change -5% 0% +5% +10% Zone 1 Large Greenfield 25,000 330,000 331,134 419,080 62,862 Med Greenfield A 25,000 330,000 23,336 120,29 409,298 215,879 312.58 Med Greenfield B 25,000 330,000 16,946 348,906 459,797 128,304 238,016 330,000 465,621 Small Greenfield C 25,000 114,128 232,042 351,038 583,499 Smaller Greenfield 360,000 412,854 50,000 93,087 200,000 308,008 520,619 6 420,000 Small Site (BF) 350,000 -100,535 72,464 245,463 416,667 585,690 Small Infill (BF) 350,000 420,000 83,777 240,602 397,426 554,251 711,076 Small Infill 50,000 360,000 184,433 338,485 492,538 646,590 800,643 Zone 2 Large Greenfield 25,000 330,000 198,319 295,003 390,278 485,553 580,828 330,000 168,089 482,395 587,164 Med Greenfield A 25,000 272,858 377,626 11 Med Greenfield B 25,000 330,000 183,218 303.350 423,481 543,613 663,744 12 Small Greenfield C 25,000 330,000 292,235 417,193 544,895 672,597 800,282 13 Smaller Greenfield 50,000 360,000 254,245 372,108 485,327 602,072 718,818 Small Site (BF) 159,974 347,389 715,174 350,000 420,000 529,587 883,521 420,000 15 Small Infill (BF) 350,000 319,014 488,908 658,801 828,695 988,846 Small Infill 415,512 582,402 749,292 916,182 1,072,506 16 50,000 360,000 Zone 3 Large Greenfield 323,665 17 25,000 330,000 424,272 524,879 625,036 724,372 Med Greenfield A 25,000 330,000 415,008 525,640 636,273 746,905 19 Med Greenfield B 25,000 330,000 339,489 466,344 593,199 720,054 846,909 20 Small Greenfield C 25,000 330,000 455,610 590,459 725,308 860,127 994,946 21 Smaller Greenfield 50,000 360,000 403,702 526,982 650,261 773,541 888,400 Small Site (BF) 350,000 420,000 403,770 595,804 791,778 968,847 1,161,070 22 1,368,455 1,182,964 Small Infill (BF) 420,000 632,664 819,982 997,473 23 350,000 1,445,405 Small Infill 360,000 723,617 907,624 1,080,981 1,263,193 24 50,000 Zone 4 25,000 330,000 466,150 680,246 892,779 Large Greenfield 573,777 786,512 26 Med Greenfield A 25,000 330,000 461,059 579,410 697,761 816,112 934,463 519,148 Med Greenfield B 25,000 330,000 654,853 790,559 926,264 1,061,969 Small Greenfield C 25,000 330,000 646,590 790,833 935,057 1,079,282 1,223,507 Smaller Greenfield 50,000 360,000 578,297 710,178 834,152 964,794 1,095,436 Small Site (BF) 350,000 420,000 677,379 870,049 1,075,683 1,281,317 1,486,951 Small Infill (BF) 350,000 420,000 867,901 1,256,298 1,454,730 31 1,057,866 1,653,162 954,695 1,530,155 Small Infill 50,000 360,000 1,140,306 1,335,230 1,725,079

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

- 10.33 The analysis demonstrates that the viability of sites is sensitive to changes in the costs of development and changes in price. Of particular concern in this situation is the impact of an increase in construction costs. A fall in prices of up to 10% will have an impact on the proportion of units coming forward except in the higher price area.
- 10.34 In the previous section we considered whether the affordable housing requirements within the central area (Zone 1) should be revisited. It is encouraging that a modest increase in prices will bring many of these sites into viability.



## **Older Peoples' Housing**

10.35 As well as mainstream housing, we have considered the sheltered and extracare sectors separately. We have run simple appraisals based on the assumptions set out in the earlier sections of this report. The results of these, with no requirement for affordable housing, are summarised as follows (see **Appendix 5**):

Table 10.12 Older Peoples' Hou	using, Apprais	sal Results
	Sheltered	Extracare
Residual Land Worth (APPROX.)	173,682	-724,971
Existing Use Value	350,000	350,000
Viability Threshold	420,000	420,000
Residual Value	347,363	-1,449,942

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

10.36 Sheltered is shown as viable in the study area, however extracare is not. This reflects the current experience on the ground where there is some interest from developers about bringing forward sheltered housing schemes. Very few extracare are coming forward privately in Cumbria and where they are there is often an element of subsidy through housing associations and similar providers.

#### **Additional SHLAA Sites**

- 10.37 An important element of this project is to consider the deliverability of the 'new' SHLAA sites. At the start of this section it is important to stress that the results of the appraisals do not, in themselves, determine which sites will be included in the Plan. Viability is one of a number of factors for the Council to consider when selecting sites for development. The purpose of the appraisals is to provide an indication of the deliverability viability of different types.
- 10.38 The appraisals in this section use the same model and residual valuation approach as used when considering the modelled sites. The appraisals main output is the Residual Value. The Residual Value is calculated using the formula set out in Chapter 2 above. It is designed to assess a value of the site after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developers' profit. The value would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. We have discussed this in detail in Chapter 6.
- 10.39 The appraisals are based on the full policy requirements of the Plan as currently drafted and as set out in the previous chapters of this report, including the affordable housing requirements. The detailed appraisal base results are set out in the attached **Appendix 4**.



- 10.40 As set out above, for each development type we have calculated the Residual Value. In the tables in this chapter we have colour coded the results using a simple traffic light system:
  - a. **Green** Viable where the Residual Value per hectare exceeds the indicative Viability Threshold Value per hectare (being the Existing Use Value plus the appropriate uplift to provide a competitive return for the landowner). For the purpose of the SHLAA these are considered to be deliverable now.
  - b. Amber Marginal where the Residual Value per hectare exceeds the Existing Use Value or Alternative Use Value, but not Viability Threshold Value per hectare. These sites should not be considered as viable when measured against the test set out however depending on the nature of the site and the owner may come forward. For the purpose of the SHLAA these are not considered to be deliverable now however an increase in prices, relative to costs, may help these to the extent that they become deliverable in the 6 to 15 year period.
  - c. **Red Non-viable** where the Residual Value does not exceed the Existing Use Value or Alternative Use Value. For the purpose of the SHLAA these are not considered to be deliverable
- 10.41 The results are set out and presented for each site and per hectare to allow comparison between sites. It is important to note that a report of this type applies relatively simple assumptions that are broadly reflective of an area to make an assessment of viability. The fact that a site is shown as viable does not necessarily mean that it will come forward and vice versa.
- 10.42 As set out in Chapter 4 we have worked to the price areas identified in the AHEVA.

Base Appraisals – full current policy requirements

10.43 These initial appraisals are based on the base options:

a. Affordable Housing 30% on sites over 5 dwellings in Zone A and 25% on sites

over 10 dwellings in Zone B. Assumed to be delivered as

1/2 Affordable Rent and 1/2 Intermediate housing.

b. Environmental Standards Building Regulations (Part L), enhanced environmental

standards (+2%), Lifetime Homes (£11/m<sup>2</sup>).

c. CIL and s106 £2,000 per unit (Market and Affordable).

d. Developers' Return 20% of development costs.



		Table 10.13 SHLAA Sites. Res	sidual Values – F	ULL POLI	CY REQU	REMENTS		
				Area	Units	Residual Value		
				Gross ha		Net	Gross	£ site
1	BL03	Land at Blackwell	Blackwell	24.7	740	598,309	598,309	14,778,221
2	BR13	Land between Quarry Bank & A69, Brampton	Brampton	0.5	15	943,933	943,933	471,966
3	BR14	Greenhill	Brampton	5.43	163	1,006,383	1,006,383	5,464,661
4	OC51	Land at Eller's Mill	Buckabank	0.52	16	1,193,698	1,193,698	620,723
5	BU01	Land at Highfield	Burgh by Sands	0.59	14	522,694	522,694	308,389
6	OC53	Heathlands Industrial Estate	Carlisle	10.22	306	839,685	839,685	8,581,576
7	CA80	Land adj Lansdowne Crescent	Carlisle	7.2	216	963,099	963,099	6,934,314
8	CA75	Newtown Industrial Estate	Carlisle	4.82	145	852,645	852,645	4,109,748
9	CA74	Land adjacent to the Border Terrier	Carlisle	0.4	12	1,157,225	1,157,225	462,890
10	CA76	Land to the south of Chertsey Mount	Carlisle	0.53	20	1,470,446	1,470,446	779,337
11	CUD04	Land west of The Oval, Cummersdale	Cummerdale	1.2	35	765,407	765,407	918,488
12	CUW05	Land between Beech Tree Farm & Swallow Barn,	Cumwhinton	0.43	20	5,795,782	5,795,782	2,492,186
13	CUW06	Land east of Holme Meadow, Cumwhinton	Cumwhinton	4.9	147	3,548,994	3,548,994	17,390,073
14	LO08	Land off Lochinvar Close	Longtown	0.51	15	481,187	481,187	245,405
15	MR03	Land at Moorhouse Courtyards	Moorhouse	1.02	30	668,739	668,739	682,114
16	MR02	Land North of Low Moorhouse Fauld	Moorhouse	0.87	25	650,326	650,326	565,784
17	MR01	Land at Monkhill Rd	Moorhouse	0.8	24	675,074	675,074	540,060
18	OC60	Land at Tower Farm	Rickerby	0.67	20	559,194	559,194	374,660
19	RO05	Land to the north of Rockcliffe	Rockcliffe	3.2	96	561,357	561,357	1,796,343
20	RO06	Land at Rockcliffe, Site C	Rockcliffe	1	30	569,046	569,046	569,046
21	SC11	Land off Hill Head	Scotby	1.33	40	1,052,522	1,052,522	1,399,854
22	SC10	Land off Scotby Road	Scotby	1.34	40	1,044,667	1,044,667	1,399,854
23	TH04	Hill Farm	Thurstonfield	1.4	42	563,039	563,039	788,255
24	TH05	Land at Brookside House	Thurstonfield	0.68	20	482,958	482,958	328,411
25	WB05	Land at Troutbeck	Warwick Bridge	2.23	67	1,041,006	1,041,006	2,321,444
26	WB06	Land to the South of Warwick Bridge	Warwick Bridge	2.7	80	1,011,644	1,011,644	2,731,438
27	WE07	Land west of Steele's Bank	Wetheral	1.66	50	1,047,378	1,047,378	1,738,648
28	WE08	Land off Plains Road	Wetheral	1.33	40	1,052,522	1,052,522	1,399,854
29	OC59	Land north & east of Village Hall, Wreay	Wreay	0.5	15	1,041,096	1,041,096	520,548

Source: Carlisle City Council Local Plan Viability Study. HDH 2014



## 10.44 As for the modelled sites we have compared the Residual Vales with the Viability Thresholds:

		Table 10.14 SHLAA Sites Resident	ual Values – FULL P	OLICY REQUIREME	ENTS (£/ha)	
				Alternative Use Value	Viability Threshold	Residual Value
				£/ha	£/ha	£/ha
1	BL03	Land at Blackwell	Blackwell	50,000	360,000	598,309
2	BR13	Land between Quarry Bank & A69, Brampton	Brampton	25,000	330,000	943,933
3	BR14	Greenhill	Brampton	25,000	330,000	1,006,383
4	OC51	Land at Eller's Mill	Buckabank	50,000	360,000	1,193,698
5	BU01	Land at Highfield	Burgh by Sands	50,000	360,000	522,694
6	OC53	Heathlands Industrial Estate	Carlisle	350,000	420,000	839,685
7	CA80	Land adj Lansdowne Crescent	Carlisle	25,000	330,000	963,099
8	CA75	Newtown Industrial Estate	Carlisle	350,000	420,000	852,645
9	CA74	Land adjacent to the Border Terrier	Carlisle	50,000	360,000	1,157,225
10	CA76	Land to the south of Chertsey Mount	Carlisle	50,000	360,000	1,470,446
11	CUD04	Land west of The Oval, Cummersdale	Cummerdale	25,000	330,000	765,407
12	CUW05	Land between Beech Tree Farm & Swallow Barn,	Cumwhinton	50,000	360,000	5,795,782
13	CUW06	Land east of Holme Meadow, Cumwhinton	Cumwhinton	25,000	330,000	3,548,994
14	LO08	Land off Lochinvar Close	Longtown	350,000	420,000	481,187
15	MR03	Land at Moorhouse Courtyards	Moorhouse	25,000	330,000	668,739
16	MR02	Land North of Low Moorhouse Fauld	Moorhouse	50,000	360,000	650,326
17	MR01	Land at Monkhill Rd	Moorhouse	50,000	360,000	675,074
18	OC60	Land at Tower Farm	Rickerby	25,000	330,000	559,194
19	RO05	Land to the north of Rockcliffe	Rockcliffe	25,000	330,000	561,357
20	RO06	Land at Rockcliffe, Site C	Rockcliffe	25,000	330,000	569,046
21	SC11	Land off Hill Head	Scotby	25,000	330,000	1,052,522
22	SC10	Land off Scotby Road	Scotby	25,000	330,000	1,044,667
23	TH04	Hill Farm	Thurstonfield	25,000	330,000	563,039
24	TH05	Land at Brookside House	Thurstonfield	350,000	420,000	482,958
25	WB05	Land at Troutbeck	Warwick Bridge	25,000	330,000	1,041,006
26	WB06	Land to the South of Warwick Bridge	Warwick Bridge	25,000	330,000	1,011,644
27	WE07	Land west of Steele's Bank	Wetheral	25,000	330,000	1,047,378
28	WE08	Land off Plains Road	Wetheral	25,000	330,000	1,052,522
29	OC59	Land north & east of Village Hall, Wreay	Wreay	25,000	330,000	1,041,096

Source: Carlisle City Council Local Plan Viability Study. HDH 2014



- 10.45 The high level viability modelling of the 29 new sites that are under consideration is positive. When considered in the context the full policy requirements of the Plan, all generate a Residual Value in excess of £400,000/ha, which is well in excess of the viability threshold and also in excess of the alternate viability threshold of £400,000/ gross ha.
- 10.46 This is very much as we would expect for these sites, bearing in mind their location (not in the Price Zone 1) and the fact that most are greenfield sites.

### **Conclusions**

10.47 We have discussed the consequence of these results in Chapter 12 below.





## 11. Non-Residential Appraisal Results

### Results

- 11.1 In the preceding chapters we set out the assumptions for the non-residential development appraisals and concluded at least initially that the main cost and income assumptions apply across the District. Based on the assumptions set out previously, we have run a set of development financial appraisals for the non-residential development types. The detailed appraisal results are set out in **Appendix 6** and summarised in Tables 11.1 and 11.2 below.
- 11.2 As with the residential appraisals, we have used the residual valuation approach that is, they are designed to assess the site value after taking into account the costs of development, the likely income from sales and/or rents and an appropriate amount of developer's profit. The payment would represent the sum paid in a single tranche on the acquisition of a site. In order for the proposed development to be described as viable, it is necessary for this value to exceed the value from an alternative use. To assess viability we have used exactly the same methodology with regard to the Viability Thresholds (Alternative Land Use plus uplift).

Table 11.1 Ap	praisal Re	sults sho	owing Ap	proxima	te Resid	ual Value	e - Green	field
	Large Industrial	Smaller Industrial	Large Office	Small Office	Supermarkets	Retail Warehouse	Shops	Hote
Residual Land Worth	-146,502	-157,798	-57,243	-270,879	3,753,558	1,718,341		580,74
Existing Use Value Viability Threshold	25,000 230,000	25,000 230.000	25,000 230.000	,				25,00 280,00
Residual Value	-636,964	-1,577,982	-190,809	/	/	,		1,451,85

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

Table 11.2 App	Table 11.2 Appraisal Results showing Approximate Residual Value - Brownfield											
	Large	Smaller	Large Office	Small Office	Supermarkets	Retail	Shops	Hote				
	Industrial	Industrial				Warehouse						
Residual Land Worth	-343,859	-204,381	-201,884	-487,172	2,437,019	1,021,981	-56,579	524,741				
Existing Use Value	350,000	350,000	350,000	350,000	350,000	350,000	4,000,000	350,000				
Viability Threshold	420,000	420,000	420,000	420,000	420,000	420,000	4,800,000	420,000				
Residual Value	-1,495,038	-2,043,806	-672,947	-487,172	937,315	567,767	-3,328,155	1,311,852				

Source: Carlisle City Council Local Plan Viability Study. HDH 2014

11.3 Supermarkets and retail warehouses are shown as viable, however the city centre retail is not showing as viable. These findings are supported by the numbers of vacant retail properties in the town centres. In part, this will be a factor of the significant changes within the retail sector with the consolidation of brands and the move to on-line outlets. Some degree of vacancy is inevitable. This can be due to changing retailer requirements, store failures, the financial environment, the public realm environment, prime and secondary locations and normal retail turnover of stores'.



- 11.4 It is important to note that the town centre retail analysis for retail is based on rents of £200/m²/year and a yield of 9% to derive a capital value of £2,200/m². Rents in central Carlisle, within the prime shopping areas around the Market Cross in the City Centre are very much higher than this and the yields lower (lower yields lead to higher capital values). We understand from agents operating in the area, and from the Council, that demand for prime units remains good with flexible units in the core area attracting very much higher values. It is beyond the scope of this study to carry out a detailed assessment of the Council's aspirations and plans for further retail development within Carlisle City Centre, however, based on these high level observations, there is clearly scope for this to be pursued. We would recommend that the Council give consideration to preparing a specialist viability assessment in this area that is based on the actual sites rather than general typology modelling of the type carried out here. We understand there is ongoing work on a Carlisle City Centre Masterplan, which is informing the retail policies in the Local Plan, and which will highlight potential development options for the future of the City Centre'.
- 11.5 Little redevelopment of employment sites is occurring in Carlisle City and, looking across the wider area, the employment development that is happening tends to be on the larger out of town locations, for example Kingmoor Park.
- 11.6 As we would expect, hotel development is shown as viable. This is reflective of the fact that some of the larger national operators are seeking new locations for roadside hotels, and whilst such developments are not coming forward in the District at the moment, they are in other similarly priced areas.

## **Conclusions**

- 11.7 The delivery of non-residential space is an important part of the Plan. The Council will need to consider how this can be facilitated.
- 11.8 We take this opportunity to stress again that the results in themselves do not determine policy. We have discussed the consequences of these results in Chapter 12.



## 12. Viability of the Local Plan

12.1 This document sets out the methodology used, the key assumptions adopted, and the results, and has been prepared to assist the Council with the viability assessment to inform the refining and continued evolution of the draft Local Plan.

## **Cumulative Impact of Policies**

- 12.2 In Chapter 10 we set out the results of a range of appraisals considering the impact on viability of individual policies and the different levels of developer contributions that residential development can bear. The purpose of this analysis is to inform the plan-making process. As set out in Chapter 2 above, the NPPF introduced a requirement to assess the viability of the delivery of the Local Plan and the impact on development of policies contained within it saying:
  - 173. Pursuing sustainable development requires careful attention to viability and costs in planmaking and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.
- 12.3 This needs to be considered in the fourth bullet point of paragraph 182 of the NPPF that requires that the Plan is *effective*.
- 12.4 Table 10.2 is copied below as Table 12.1.



		Alternative Use	Viability	Residual Value
		Value	Threshold	
	<u> </u>	£/ha	£/ha	£/ha
	Zone 1			
1	Large Greenfield	25,000	330,000	242,624
2	Med Greenfield A	25,000	330,000	215,879
3	Med Greenfield B	25,000	330,000	238,016
4	Small Greenfield C	25,000	330,000	351,038
5	Smaller Greenfield	50,000	360,000	308,008
6	Small Site (BF)	350,000	420,000	245,463
7	Small Infill (BF)	350,000	420,000	397,426
8	Small Infill	50,000	360,000	492,538
	Zone 2			
9	Large Greenfield	25,000	330,000	390,278
10	Med Greenfield A	25,000	330,000	377,626
11	Med Greenfield B	25,000	330,000	423,481
12	Small Greenfield C	25,000	330,000	544,895
13	Smaller Greenfield	50,000	360,000	485,327
14	Small Site (BF)	350,000	420,000	529,587
15	Small Infill (BF)	350,000	420,000	658,801
16	Small Infill	50,000	360,000	749,292
	Zone 3			
17	Large Greenfield	25,000	330,000	524,879
18	Med Greenfield A	25,000	330,000	525,640
19	Med Greenfield B	25,000	330,000	593,199
20	Small Greenfield C	25,000	330,000	725,308
21	Smaller Greenfield	50,000	360,000	650,261
22	Small Site (BF)	350,000	420,000	791,778
23	Small Infill (BF)	350,000	420,000	997,473
24	Small Infill	50,000	360,000	1,080,981
	Zone 4			
25	Large Greenfield	25,000	330,000	680,246
26	Med Greenfield A	25,000	330,000	697,761
27	Med Greenfield B	25,000	330,000	790,559
28	Small Greenfield C	25,000	330,000	935,057
29	Smaller Greenfield	50,000	360,000	834,152
30	Small Site (BF)	350,000	420,000	1,075,683
31	Small Infill (BF)	350,000	420,000	1,256,298
32	Small Infill	50,000	360,000	1,335,230

Source: Table 10.3 Carlisle City Council Local Plan Viability Study. HDH 2014

12.5 At the Council's existing affordable housing targets of 25% and 30%, the majority of the modelled sites in the three higher priced zones (i.e. all areas other than central Carlisle) are able to bear both the affordable housing and make significant contributions to infrastructure. There are some sites that are not able to bear the affordable housing policy and contribute to



infrastructure, but these are the minority – we would however recommend that the Council retains the current flexibility within the policy wording to ensure that site specific matters can be taken into account.

- 12.6 The situation in Zone 1, being the Carlisle built up area, is somewhat different however it is important to note that site types 1 to 5, which are all large greenfield sites are not typologies that are found within this area so can be disregarded. We have considered whether or not the Council should re-consider the 25% affordable housing target within this area. The 25% requirement is not putting the Plan at 'serious risk' as little development is anticipated within Carlisle city under the current Plan. When we considered the impact of price change it was reassuring to note that most sites become viable as prices rise.
- 12.7 Through the consultation process a number of concerns were raised and, on the whole, incorporated into this final version of this report (in line with the principles set out in the Harman Guidance). Whilst the price assumptions were reduced, one consultee suggested that they should be reduced a little further. The analysis towards the end of Chapter 10 regarding the impact of price change, provides assurance that even at slightly lower prices the vast majority of sites within the Plan are deliverable.
- 12.8 The principal area where there was not a consensus amongst the consultees was with regard to the competitive return for both the landowner and for the developer. We have run the appraisals assuming the developers' return is assessed as 20% of GDV, rather than development cost and considered the higher viability thresholds suggested through the consultation process. These indicate that some sites, being the larger greenfield sites in the Price Zone 2, would not be viable. Less than 10% of the units are expected to come forward in this area so, whilst this may not put the Plan at serious risk, we would recommend that the Council allocates a broad range of sites across the whole of the District to ensure that the land supply is not overly dependent on a few landowners or a few developers.
- 12.9 The test in the NPPF is whether or not the cumulative impact of the policies within the emerging Plan puts the Development Plan at serious risk. We conclude that the cumulative impact of the policies in the draft Local Plan does not threaten or put the Development Plan at risk.
- 12.10 It will be necessary for the Council to continue to be flexible over the implementation of policies as there is no doubt that not all sites will be able to bear the full policy requirements. We do however believe that the majority of sites will be able to bear the costs and therefore suggest that the Council maintains the policies as drafted.
- 12.11 In this study we have found sheltered housing to be viable. This should give the Council confidence that this types of housing will come forward.
- 12.12 The analysis of employment uses indicates that such development is not viable, however it is not the Council's policies that render them unviable it is a factor of the current difficult economic climate. This sets the Council a real challenge when it comes to showing that the Plan is deliverable. Carlisle City Council, in its capacity as a Planning Authority, is not a



developer and can only provide an environment conducive for development. This is particularly difficult at a time of budgetary constraint.

- 12.13 The Council is advised to continue doing what it can to facilitate development. The Council has a wide range of existing and emerging initiatives in this regard, although it must be noted that, in the current economic climate, there is little Government money to provide such help. These include:
  - a. Being an active partner in the Local Enterprise Partnership (LEP) to secure any available external funding to the priority areas.
  - b. Through using CIL to carry out public realm works that will contribute towards environmental quality therefore encouraging development.
  - c. Using CIL, other developer contributions and publicly owned land, to enable high quality employment space to continue to be developed.
  - d. Within Carlisle District 6 wards have been identified in the Government's Stage 2 consultation on the draft Assisted Areas Map. Assisted Area status allows small businesses and large enterprises in less economically advantaged locations to benefit from additional financial support under EU Regional Aid guidelines. This support is offered to encourage business in these communities to grow, innovate and thrive.
- 12.14 In this study we have not assessed any specific sites. In this regard we draw particular attention to the second paragraph on page 23 of the Harman Guidance that says:

Landowners and site promoters should be prepared to provide sufficient and good quality information at an early stage, rather than waiting until the development management stage. This will allow an informed judgement by the planning authority regarding the inclusion or otherwise of sites based on their potential viability. (page 23 Harman Guidance)

12.15 We recommend that the Council works with the promoters of large sites to further understand the economics of the delivery of those sites to ensure that they are deliverable.

## **New SHLAA Sites**

- 12.16 In this study we have considered the viability (and therefore the deliverability) of 29 'new' sites that are being included within the SHLAA process. The high level viability modelling of the 29 new sites that are under consideration is positive. When considered in the context the full policy requirements of the Plan, all generate a Residual Value in excess of £500,000/ha which is well in excess of the viability threshold.
- 12.17 This is very much as we would expect for these sites, bearing in mind their location (none are in the price zone 1) and the fact that most are greenfield sites.
- 12.18 Based on this analysis, viability is not a reason to exclude any of the 29 sites from the group of developable and deliverable sites within the SHLAA.



#### Review

- 12.19 The Harman Guidance is clear that viability should be monitored over time. The analysis towards the end of Chapter 10 illustrates the impact of changes in price and cost on viability. It is our recommendation that the Council monitor house prices from the date of this report and consider reviewing the affordable housing requirements should house prices change by more than 10% (up or down).
- 12.20 A change in prices alone will not necessarily result in a change in viability as the costs of construction and land are also key factors, however, as house prices are the single largest element of the appraisals and data is readily available, this is a simple monitoring mechanism.

## **Next Steps**

- 12.21 The recommendations in this study are 'a consultant's view' and do not reflect the particular priorities and emphasis that the Council may put on different parts of its Development Plan.
- 12.22 We stress that the information in this report is an important element of the assessment of deliverability but is only one part of the evidence; the wider context needs to be considered.





# Appendix 1. New Homes for Sale, December 2013

Scheme	Place	Postcode	Beds	House m2	Flat m2	Price	House	Flat
Barley Edge	Carlisle	CA1 2PG	5	145		261,995	1,813	
			5	149		274,995	1,846	
Brackenleigh	Carlisle	CA2 6QP	3	68		149,995	2,206	
			4	119		175,995	1,479	
			4	115		201,995	1,756	
			4	110		219,995	2,000	
			4	110		229,995	2,091	
5 Argyll Drive	Carlisle		2		36	74,500		2,069
The Elms, Brookside	Carlisle		2	76		109,995	1,447	
			3	73		122,995	1,685	
			3	76		132,995	1,750	
			3	79		133,995	1,696	
Helvellyn Rise	Carlisle		3	75		129,950	1,733	
The Oaks bungalows	Longtown	CA6	2	46		132,950	2,890	
			2	46		132,950	2,890	
			3	110		249,995	2,273	
	Warwick	_						2,672
King George Ct,	Bridge	CA4	2		58	154,950		
			2		58	159,950		2,758
			2		58	169,950		2,930
			2		58	169,950		2,930
			2		58	174,950		3,016
					66	209,950		3,181
			2		66	219,950		3,333
			2		66	229,950		3,484
Empire Park	Gretna	DG16	4	137		189,995	1,387	
			4	139		189,950	1,367	
			4	140		194,950	1,393	
Averley, Cumwhinton Rd	Carlisle		4	100		199,950	2,000	
Ridge view	Brampton		3	120		209,950	1,750	
Crindledyke Farm	Kingstown	CA6	4	117		233,950	2,000	
			4	126		246,950	1,960	
			4	125		262,950	2,104	
Hawksdale Pasture	Dalston		4	195		450,000	2,308	





## Appendix 2 BCIS Costs

£/m2 study Description: Rate per m2 gross internal floor area for the Last updated: 25-Jan-2014 12:19 Maximum age of results:	ne building (	Cost includi	ing prelims.			
See below for list of results filtered						
Building function	£/m² gros	s internal fl	loor area			
Ğ	ŭ		Lower		Upper	
(Maximum age of projects)	Mean	Lowest	quartiles	Median	quartiles	Highest
New build	504	474	440	04.4	700	4045
Garages (20) Agricultural storage buildings (35)	594 435	174 169	410 -	614 428	736 -	1045 713
Food/drink/tobacco factories (15)	1026	369	740	1247	1315	1345
Builders yards, Local Authority maintenance depots	1020	303	740	1241	1010	1040
(15)	775	437	649	741	958	1035
Factories						
Generally (20)	662	156	407	559	821	2510
Up to 500m2 GFA (20)	841	304	576	727	1069	1792
500 to 2000m2 GFA (20)	644 600	156 215	405 366	540 480	773 777	2510 1488
Over 2000m2 GFA (20) Advance factories	600	213	300	400	111	1400
Generally (15)	510	274	354	480	625	1015
Up to 500m2 GFA (15)	676	523	572	624	727	917
500 to 2000m2 GFA (15)	500	274	365	451	604	1015
Over 2000m2 GFA (15)	395	278	324	334	464	627
Advance factories/offices - mixed facilities (class B1)	0.45	070	407	0.07	4007	4.400
Generally (15)	815	279	487	837	1037	1492
Up to 500m2 GFA (20) 500 to 2000m2 GFA (15)	1325 741	1056 279	- 550	1429 770	904	1492 1202
Over 2000m2 GFA (15)	728	324	466	615	942	1488
Purpose built factories	120	021	100	010	0.2	1 100
Generally (25)	717	156	421	642	864	2510
Up to 500m2 GFA (25)	884	500	608	772	1218	1268
500 to 2000m2 GFA (25)	700	156	424	576	777	2510
Over 2000m2 GFA (25)	709	215	397	682	870	1997
Purpose built factories/Offices - mixed facilities (15) Warehouses/stores	687	277	408	611	938	1543
Generally (15)	511	129	332	411	571	2805
Up to 500m2 GFA (15)	974	431	599	749	887	2805
500 to 2000m2 GFÀ (15)	514	268	331	401	616	1067
Over 2000m2 GFA (15)	422	129	325	366	478	880
Advance warehouses/stores (15)	394	129	296	356	428	764
Purpose built warehouses/stores Generally (15)	E 12	161	226	439	567	2005
Up to 500m2 GFA (15)	543 1021	164 431	336 597	771	567 972	2805 2805
500 to 2000m2 GFA (15)	491	268	326	381	511	1067
Over 2000m2 GFA (15)	445	164	337	439	494	880
Cold stores/refrigerated stores (20)	849	580	623	736	1143	1164
Offices						
Generally (15)	1154	514	881	1094	1296	3735
Air-conditioned Generally (15)	1250	514	1002	1168	1302	3735
1-2 storey (15)	1087	514	850	1086	1182	2205
3-5 storey (15)	1289	774	1050	1198	1418	3735
6+ storey (15)	1510	988	1295	1302	1744	2566
Not air-conditioned						
Generally (15)	1095	561	819	1013	1246	2164
1-2 storey (15)	1004	561	782	956	1134	2065
3-5 storey (15) 6+ storey (20)	1181 1425	575 1189	942	1085 1462	1326	2164 1588
Offices with shops, banks, flats, etc	1423	1109	-	1402	-	1300
Generally (15)	1113	751	880	995	1337	1929
1-2 storey (15)	937	751	832	924	1008	1195
3-5 storey (15)	1138	788	898	939	1405	1633
6+ storey (15)	1249	849	1010	1198	1437	1929
Retail warehouses	F 40	074	100	400	500	4000
Generally (20)	549 663	271 427	436	490	592 646	1602
Up to 1000m2 (20) 1000 to 7000m2 GFA (20)	663 535	437 271	490 400	533 467	646 592	1602 1147
7000 to 15000m2 (20)	506	360	409	466	525	766
Over 15000m2 GFA (25)	429	322	-	426	-	539
Shopping centres (25)	890	429	609	786	1177	1523



Department stores (35)	883	327	-	760	-	1685
Hypermarkets, supermarkets	1002	171	706	020	1308	4000
Generally (30)	1002	174	706	930 920		1823
Up to 1000m2 (25) 1000 to 7000m2 GFA (30)	1004	716 174	702	1084	- 1345	1699 1823
7000 to 7000m2 (30)	740	650	679	708	789	883
Shops	740	000	073	700	703	000
Generally (30)	812	342	516	680	915	2575
1-2 storey (30)	822	342	494	673	1023	2575
3-5 storey (30)	706	547	589	705	818	872
Shops with domestic, office accommodation (15)	1037	472	886	924	1216	1681
Old people's home						
Generally (15)	1107	750	893	1035	1178	2273
Up to 500m2 GFA (25)	1051	865	-	1107	-	1180
500 to 2000m2 GFA (15)	1215	750	924	1060	1208	2273
Over 2000m2 GFA (15)	1059	767	877	1016	1155	1680
Housing, mixed developments (15)	816	410	693	801	913	1744
Estate housing	707	400	000	770	007	4055
Generally (15)	797	403	683	779	887	1655
Single storey (15)	886 778	480 403	771 673	862 762	1003 862	1489 1482
2-storey (15) 3-storey (15)	770 770	403 485	644	702	840	1655
4-storey or above (25)	1045	800	- 044	955	-	1381
Estate housing detached (15)	859	625	731	818	1036	1145
Estate housing semi detached	000	020	751	010	1000	1140
Generally (15)	798	420	683	782	889	1489
Single storey (15)	915	592	784	920	1037	1489
2-storey (15)	775	420	679	764	868	1338
3-storey (15)	699	558	602	677	772	906
Estate housing terraced						
Generally (15)	810	417	680	787	920	1655
Single storey (15)	879	542	719	823	1011	1349
2-storey (15)	796	417	683	778	894	1254
3-storey (15)	790	485	646	728	845	1655
Flats (apartments)	000	400	770	000	4044	0000
Generally (15)	926	460	776	893	1041	2690
1-2 storey (15) 3-5 storey (15)	895 910	498 460	772 765	872 891	991 1031	1682 1900
6+ storey (15)	1196	722	919	1140	1368	2690
Housing with shops, offices, workshops or the like	1130	1 22	313	1140	1300	2000
(15)	1047	540	815	921	1217	2989
'One-off' housing detached (3 units or less)		0.0	0.0	02.		
Generally (15)	1281	571	970	1134	1498	3591
Single storey (15)	1051	571	912	1019	1181	1526
2-storey (15)	1316	677	995	1148	1559	2658
3-storey (15)	1743	1009	1453	1559	1821	3591
4-storey or above (25)	1643	990	-	1510	-	2563
'One-off' housing semi-detached (3 units or less) (15)	909	596	802	908	1012	1278
'One-off' housing terraced (3 units or less) (15)	1132	688	776	852	955	4040
Housing provided in connection with other facilities	4400	007		1010		4070
(15)	1133	837	-	1012	-	1670
Sheltered housing	000	E 40	000	015	1111	2440
Generally (15)	989 1091	548 677	808 734	915 964	1111 1279	2118 2118
Single storey (15) 2-storey (15)	954	548	800	912	1070	1554
3-storey (15)	983	771	863	915	1065	1428
4-storey or above (15)	939	663	771	842	1078	1387
Sheltered housing with shops, restaurants or the like	000	000	,,,	042	1070	1007
(5)	923	648	804	874	1002	1333
Hotels (15)	1258	714	974	1244	1472	1958
Motels (15)	909	686	838	861	1056	1106
Students' residences, halls of residence, etc (15)	1161	752	952	1162	1309	1858
Nurses' residences (15)	1252	958	-	1106	-	1839
Staff residential accommodation (20)	854	801	-	833	-	949



## Appendix 3 Modelled Residential Appraisal Results

Note - The pages in this Appendix are not numbered







Number	1	Units	NET Area	Density erage Unit Size	Developed	Density		Total Cost	Rate	Locality een	/ Brown rnative Use
			ha	Units/ha m2		m2/ha			£/m2		
Large Greenfield		300	10.00	30.00 93	27,350	2,735		21,842,900	798.64	Zone 1	Green Agricultural
		Beds	No	mi	Total	1	BCIS	COST			
	Det 1	3		83.50			818	0			
	Det 2	3		90.50	0.00		818	0			
	Det 3	4		100.00			818	0			
	Det 4	4	60	120.00			818	5,889,600			
	Det 5	5	30	150.00			818	3,681,000			
	Det 6 Small Sc Det 7 Small Sc	4		92.00 111.00			1,134 1,134	0			
	Det 8 Single	5		150.00		-	1,134	0			
	Semi 1	2		69.00			782	0			
	Semi 2	2	50	75.00			782	2,932,500			
	Semi 3	3		76.00	0.00		782	0			
	Semi 4	3	60	85.00			782	3,988,200			
	Semi 5	4		110.00			782	0			
	Ter 1	2	50	59.00			787	0			
	Ter 2 Ter 3	3	50 50	64.00 72.00		-	787 787	2,518,400 2,833,200			
	Ter 4	3	30	87.00			787	2,833,200			
	Flat 1	1		61.00			872	0			
	Flat 2	2		76.00			872	0			
	Flat 3	3		90.00	0.00		872	0			
	Flat 1 High	1		62.00			1,140	0			
	Flat 2 High	2		76.00			1,140	0			
	IFIat 3 High I						4 4 4 4 4	ام			
	Flat 3 High	3		90.00	0.00		1,140	0			
Number	2		NET Area	•		Density	1,140		Rate	Locality ee	n/Brown rnative Use
Number		Units	NET Area ha	Density erage Unit Size Units/ha m2	Developed	Density m2/ha	1,140	0 Total Cost	Rate £/m2	Locality ee	n/Brown rnative Use
Number  Med Greenfield A				Density erage Unit Size	Developed m2		1,140			Locality eer Zone 1	n/Brown rnative Use Green Agricultural
		Units <b>170</b>	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 30.91 92	Developed m2 . 15,480	m2/ha <b>2,815</b>		Total Cost 12,363,360	£/m2		
	2	Units	ha	Density erage Unit Size Units/ha m2 30.91 9:	Developed m2 15,480	m2/ha <b>2,815</b>	BCIS	Total Cost	£/m2		
		Units 170  Beds	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 30.91 92	Developed m2 15,480 Total 0.00	m2/ha <b>2,815</b>		Total Cost 12,363,360	£/m2	•	
	2 Det 1	Units  170  Beds  3	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 30.91 9:	Developed m2 15,480  Total 0.00 0.00	m2/ha <b>2,815</b>	<b>BCIS</b> 818	Total Cost 12,363,360	£/m2	•	
	Det 1 Det 2 Det 3 Det 4	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 92  83.50 90.50 100.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00	m2/ha <b>2,815</b>	BCIS 818 818 818 818	Total Cost  12,363,360  COST  0 0 0 2,944,800	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5	Units  170  Beds  3	No	Density erage Unit Size Units/ha m2 30.91 9:  83.50 90.50 100.00 120.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00	m2/ha <b>2,815</b>	BCIS 818 818 818 818	Total Cost  12,363,360  COST  0 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 9:  m2 83.50 90.50 100.00 120.00 92.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134	Total Cost  12,363,360  COST  0 0 0 2,944,800	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units  170  Beds  3  4  4  5  4	No 30	Density erage Unit Size Units/ha m2 30.91 9:	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00	m2/ha 2,815	818 818 818 818 818 1,134	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 9:  m2 83.50 90.50 100.00 120.00 92.00 111.00 150.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134	Total Cost  12,363,360  COST  0 0 0 2,944,800	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units  170  Beds  3  4  4  5  4	No 30	Density erage Unit Size Units/ha m2 30.91 9:	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00	m2/ha 2,815	818 818 818 818 818 1,134	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	Units  170  Beds  3 3 4 4 5 4 5 2	No	Density erage Unit Size Units/ha m2 30.91 9:  m3 83.50 90.50 100.00 120.00 150.00 91.10 150.00 69.00	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00 2,250.00	m2/ha 2,815	BCIS 818 818 818 818 1,134 1,134 1,134 1,134 782	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Units  170  Beds  3 3 4 4 5 4 5 2	No	Density erage Unit Size Units/ha m2 30.91 9:	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	Units  170  Beds 3 4 4 5 4 5 2 2 3	No No 30 30 30	Density erage Unit Size Units/ha m2 30.91 9:  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 85.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	Units  170  Beds 3 4 4 5 4 5 2 2 3	30 20 30 30	Density erage Unit Size Units/ha m2 30.91 9:  m3 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 85.00 110.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 0.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 782	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Units  170  Beds 3 4 4 5 4 5 2 2 3	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 92	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 782 787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Units  170  Beds 3 4 4 5 4 5 2 2 3	30 20 30 30	Density erage Unit Size Units/ha m2 30.91 9:  m3 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 85.00 110.00 59.00 64.00 72.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Units  170  Beds 3 3 4 4 5 4 5 2 2 3 3 4 2 2 3 3	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 92	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 782 787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Units  170  Beds 3 3 4 4 5 4 5 2 2 3 3 4 2 2 3 3	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 9:  m3 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 0.00 0.00 0.00	m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787 787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Units  170  Beds 3 3 4 4 5 4 5 2 2 3 3 4 2 2 3 3	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 92	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00	m2/ha 2,815	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 872 872	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3 Flat 1 High	Units  170  Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 3 3 1 2 3 1	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 9:  m3 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 90.00 62.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha 2,815	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	£/m2	•	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Units  170  Beds 3 3 4 4 4 5 2 2 2 3 3 4 2 2 2 3 3 4 2 2 2 2 3 3 4 2 2 2 2	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 92	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha 2,815	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 872 872	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0 0 0 0	£/m2	•	



Number	3	Units	NET Area ha	Density erage Unit Size		Density m2/ha		Total Cost	Rate £/m2	Locality eer	n/Brown rnative Use
Med Greenfield B		135	3.85	35.06 9				9,951,692	803.46	Zone 1	Green Agricultural
	,			<u> </u>	T						
		Beds	No	mi			BCIS	COST			
	Det 1	3		83.5			818	0			
	Det 2	3		90.5			818	0			
	Det 3	4	20	100.0			818	2.044.800			
	Det 4	4	30	120.0	<u> </u>		818	2,944,800			
	Det 6 Small Sa	5	10	150.00 92.00			818	1,227,000			
	Det 6 Small Sc Det 7 Small Sc	4	-	111.0			1,134 1,134	0			
	Det 7 Sinali Sc Det 8 Single	5	-	150.0			1,134	0			
	Semi 1	2	-	69.0			782	0			
	Semi 2	2	22	75.0			782	1,290,300			
	Semi 3	3	22	76.0			782	1,290,300			
	Semi 4	3	22	85.0			782	1,462,340			
	Semi 5	<u> </u>	22	110.0			782	1,402,340			
	Ter 1	2		59.0			787	0			
	Ter 2	2	20	64.0			787	1,007,360			
	Ter 3	3	20	72.0			787	1,007,300			
	Ter 4	3	20	87.0			787	1,369,380			
	Flat 1	1	6	61.0			872	319,152			
	Flat 2	2	5	76.0			872	331,360			
	Flat 3	3		90.0			872	0			
	Flat 1 High	1		62.0			1,140	0			
	Flat 2 High	2		76.0							
				70.0	0.00		1,1401	UI			
	Flat 3 High	3		90.0			1,140 1,140	0			
	Flat 3 High						1,140				
Number	Flat 3 High 4		NET Area		0.00				Rate	Locality eer	n/Brown rnative Use
Number		3	NET Area ha	90.00	0.00 Developed	Density		0	Rate £/m2	Locality eer	n/Brown rnative Use
Number  Small Greenfield C		3		90.00 Density erage Unit Size	0.00  Developed m2	Density		0		Locality eer Zone 1	n/Brown rnative Use Green Agricultural
		3 Units <b>62</b>	ha <b>2.00</b>	Density erage Unit Size Units/ha m: 31.00 99	0.00  Developed 2 m2 5,860	Density m2/ha <b>2,930</b>	1,140	0 Total Cost <b>4,682,950</b>	£/m2	·	
	4	Units 62 Beds	ha	Density erage Unit Size Units/ha mi 31.00 99	0.00 Developed m2 5,860 Total	Density m2/ha <b>2,930</b>	1,140 BCIS	0 Total Cost	£/m2	·	
	Det 1	Units 62 Beds 3	ha <b>2.00</b>	Density erage Unit Size Units/ha mi 31.00 9:	0.00  Developed  m2 5,860  Total 0.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818	0 Total Cost 4,682,950 COST 0	£/m2	·	
	Det 1 Det 2	Units 62 Beds	ha <b>2.00</b>	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50	Developed m2 5,860 Total 0.00 0.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818 818	0 Total Cost <b>4,682,950</b>	£/m2	·	
	Det 1 Det 2 Det 3	Units 62 Beds 3	ha 2.00 No	90.00  Density erage Unit Size Units/ha mi 31.00 9:  mi 83.50 90.56	Developed 2 m2 5,860 2 Total 0 0.00 0 0.00 0 0.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818 818 818	Total Cost  4,682,950  COST  0 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4	Units 62 Beds 3	No No	90.00  Density erage Unit Size Units/ha mi 31.00 99  mi 83.50 90.50 100.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 1,680.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818 818 818 818	Total Cost  4,682,950  COST  0 0 1,374,240	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5	Units 62 Beds 3	ha 2.00 No	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.56  90.56  100.00  120.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.1,680.00 0.00 0.00	Density m2/ha <b>2,930</b>	1,140  BCIS  818  818  818  818	Total Cost  4,682,950  COST  0 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units 62 Beds 3	No No	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50  100.00  120.00  92.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134	Total Cost  4,682,950  COST  0 0 1,374,240	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units 62 Beds 3	No No	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50  100.00  120.00  92.00  111.00	Developed m2 5,860 Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	Density m2/ha <b>2,930</b>	1,140  BCIS  818  818  818  818  1,134  1,134	Total Cost  4,682,950  COST 0 0 1,374,240 736,200 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	3 Units 62 Beds 3 3 4 4 4 5 5 4 4 5 5	No No	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50  100.00  120.00  150.00  111.00  150.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134	Total Cost  4,682,950  COST  0 0 1,374,240	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2	ha 2.00  No  14 6	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50  100.00  120.00  150.00  91.00  150.00  69.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782	Total Cost  4,682,950  COST 0 0 1,374,240 736,200 0 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	3 Units 62 Beds 3 3 4 4 4 5 5 4 4 5 5 2 2 2	No No	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50  100.00  120.00  150.00  92.00  111.00  69.00  75.00	Developed m2 5,860  Total 0 0.00 0 0.00 0 0.00 0 1,680.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782	Total Cost  4,682,950  COST  0 0 1,374,240 736,200 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2	ha 2.00  No  14 6	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50  100.00  120.00  150.00  92.00  111.00  150.00  69.00  75.00  76.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	3 Units  62 Beds  3 3 4 4 5 5 4 4 5 5 2 2 2 2 3 3	ha 2.00  No  14 6	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50  100.00  120.00  150.00  92.00  111.00  150.00  69.00  75.00  85.00	Developed 2 m2 5,860  C Total 0 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782	Total Cost  4,682,950  COST 0 0 1,374,240 736,200 0 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	3 Units  62 Beds  3 3 4 4 5 5 4 4 5 5 2 2 2 2 3 3	ha 2.00  No  14 6	90.00  Density erage Unit Size Units/ha mi  31.00 99  83.56  90.56  100.00  120.00  150.00  92.00  111.00  150.00  69.00  75.00  85.00  110.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	3 Units  62 Beds  3 3 4 4 5 5 4 4 5 5 2 2 2 2 3 3	ha 2.00  No  14 6  10  12	90.00  Density erage Unit Size Units/ha mi  31.00 99  mi  83.50  90.50  100.00  120.00  150.00  92.00  111.00  150.00  69.00  75.00  85.00  110.00  59.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2 2 2 2 3 3 3 4 4 2 2	ha 2.00  No  14 6	90.00  Density erage Unit Size Units/ha mi  31.00 99  83.56  90.56  100.00  120.00  150.00  92.00  111.00  150.00  69.00  75.00  85.00  110.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 4 5 5 2 2 2 3 3 3 4 4 2 2 2 2 2	ha 2.00  No  14 6  10  12	90.00  Density erage Unit Size Units/ha mi  31.00 9:	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2 2 2 2 3 3 3 4 4 2 2 2 2 3 3	ha 2.00  No  14 6  10  12	90.00  Density erage Unit Size Units/ha mi  31.00 99  83.50  90.50  100.00  120.00  150.00  92.00  111.00  150.00  69.00  75.00  85.00  110.00  59.00  64.00  72.00	Developed 2 m2 5,860  C Total 0 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 0 503,680 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2 2 2 2 3 3 3 4 4 2 2 2 2 3 3	ha 2.00  No  14 6  10  12	90.00  Density erage Unit Size Units/ha mi  31.00 99  83.50  90.50  100.00  120.00  150.00  92.00  111.00  150.00  69.00  75.00  85.00  110.00  59.00  64.00  72.00  87.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 0 503,680 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2 2 2 3 3 3 4 4 2 2 2 3 3 3 3 1 1	ha 2.00  No  14 6  10  12	90.00  Density erage Unit Size Units/ha mi  31.00 99  83.56  90.56  100.00  120.00  150.00  92.00  111.00  150.00  69.00  75.00  76.00  85.00  110.00  59.00  64.00  72.00  87.00  61.00	Developed m2 5,860  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0 684,690 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	3 Units  62 Beds  3 3 4 4 4 5 5 4 5 6 2 2 2 2 3 3 3 3 4 4 2 2 2 2 3 3 3 3 1 1 2 2	ha 2.00  No  14 6  10  12	90.00  Density erage Unit Size Units/ha mi  31.00 99	Developed 2 m2 5,860  2 Total 0 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  81,134  1,134  1,134  782  782  782  782  787  787  787  78	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0 684,690 0 0	£/m2	·	

76.00 90.00 0.00

1,140

Flat 2 High

Flat 3 High



Number	5	Units	NET Area	Density erage Unit S	ze Developed	l Density		Total Cost	Rate	Locality ee	en/Brown rna	itive Use
			ha		n2 m2	•			£/m2	,	,	
Smaller Greenfield		30	1.00		86 2,592			2,059,544	794.58	Zone 1	Green	Paddock
			1			.г г						
	5 . 4	Beds	No		n2 Tota		BCIS	COST				
	Det 1	3		83.			818	0				
	Det 2	3		90.			818	0				
	Det 3	4	7	100.			818	0				
	Det 4	4	7	120.		<del> </del>	818	687,120				
	Det 5	5		150.			818	0				
	Det 6 Small Sc	4		92.			1,134	0				
	Det 7 Small Sc	4		111.			1,134	0				
	Det 8 Single	5		150.			1,134	0				
	Semi 1	2		69.			782					
	Semi 2	2	8	75.			782	469,200				
	Semi 3	3		76.			782	524 750				
	Semi 4	3	8	85.			782	531,760				
	Semi 5	4		110.			782	0				
	Ter 1	2		59.			787	0				
	Ter 2	2	4	64.		+	787	201,472				
	Ter 3	3	3	72.		+	787	169,992				
	Ter 4	3		87.			787	0				
	Flat 1	1		61.			872	0				
	Flat 2	2		76.			872	0				
	Flat 3	3		90.			872	0				
	Flat 1 High	1		62.		+	1,140	0				
	Flat 2 High	2		76.	0.00	)	1,140	0				
	Flat 3 High	3		90.			1,140	0				
Number		•	NET Area	90.	0.00			0	Pato	Locality	on/Prown rno	ativo Uso
Number	Flat 3 High 6	•		90.  Density erage Unit S	ze Developed	Density			Rate	Locality ee	en/Brown rna	itive Use
		Units	ha	Density erage Unit S Units/ha	ze Developed	Density m2/ha		0 Total Cost	£/m2	·		
Number Small Site (BF)		•		Density erage Unit S Units/ha	ze Developed	Density m2/ha		0		Locality ee Zone 1	en/Brown rna Brown Ir	
		Units	ha	Density erage Unit S Units/ha 40.00	ze Developed	Density m2/ha 3,147		0 Total Cost	£/m2	·		
		Units	ha <b>0.30</b>	Density erage Unit S Units/ha 40.00	ze Developed n2 m2 79 944	Density m2/ha 3,147	1,140	741,228	£/m2	·		
	6	Units 12 Beds	ha <b>0.30</b>	Density erage Unit S Units/ha 1 40.00	2e Developed n2 m2 79 944 n2 Tota	Density 2 m2/ha 3,147	1,140 BCIS	741,228	£/m2	·		
	Det 1	Units  12  Beds  3	ha <b>0.30</b>	Density erage Unit S Units/ha 40.00	Developed	Density m2/ha 3,147	1,140 BCIS 818	741,228  COST 0	£/m2	·		
	Det 1 Det 2	Units  12  Beds 3 3	ha <b>0.30</b>	Density erage Unit S Units/ha 40.00	Developed 12 m2 179 944 112 Tota 150 0.00 150 0.00	Density m2/ha 3,147	1,140  BCIS  818  818	0 Total Cost 741,228  COST 0 0	£/m2	·		
	Det 1 Det 2 Det 3	Units  12  Beds 3 3	ha <b>0.30</b>	Density erage Unit S Units/ha 40.00	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           50         0.00           50         0.00           50         0.00           50         0.00           50         0.00           50         0.00           50         0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818	741,228  COST 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4	Units  12  Beds 3 3	ha <b>0.30</b>	90.  Density erage Unit S Units/ha 40.00  83.  90.  100.	ze Developed n2 m2 79 944  n2 Tota 50 0.00 00 0.00 00 0.00 00 0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  818	741,228  COST 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5	Units  12  Beds 3 3	ha <b>0.30</b>	90.  Density erage Unit S Units/ha 40.00  83.  90.  100.  120.	ze Developed n2 m2 79 944  n2 Tota 50 0.00 00 0.00 00 0.00 00 0.00 00 0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134	741,228  COST 0 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units  12  Beds 3 3	ha <b>0.30</b>	90.  Density erage Unit S Units/ha 40.00  83.  90.  100.  120.  150.	Developed           Developed <th< td=""><td>Density 2 m2/ha 3,147</td><td>3,140 BCIS 818 818 818 818 1,134 1,134</td><td>741,228  COST 0 0 0 0 0 0</td><td>£/m2</td><td>•</td><td></td><td></td></th<>	Density 2 m2/ha 3,147	3,140 BCIS 818 818 818 818 1,134 1,134	741,228  COST 0 0 0 0 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units  12  Beds  3  4  4  4  5  4	ha <b>0.30</b>	90.  Density erage Unit S Units/ha 40.00  83.  90.  100.  120.  92.  111.	ze Developed n2 m2 79 944  n2 Tota 50 0.00  50 0.00  00 0.00  00 0.00  00 0.00  00 0.00  00 0.00  00 0.00  00 0.00  00 0.00  00 0.00  00 0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134	Total Cost  741,228  COST 0 0 0 0 0 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Beds 3 3 4 4 4 5 4 5 4 5	ha <b>0.30</b>	Density erage Unit S Units/ha 40.00  83. 90. 100. 120. 150. 92.	ze Developed n2 m2 79 944  n2 Tota 50 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782	Total Cost  741,228  COST 0 0 0 0 0 0 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Beds 3 3 4 4 4 5 4 5 4 5	ha <b>0.30</b>	Density erage Unit S Units/ha 40.00  83.  90.  100.  120.  150.  92.  111.  150.  69.	ze Developed n2 m2 79 944  n2 Tota 50 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00 00 0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Beds 3 3 4 4 4 5 4 5 2 2	ha <b>0.30</b>	90.  Density erage Unit S Units/ha 40.00  83.  90.  100.  120.  150.  92.  111.  150.  69.  75.	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           50         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Beds 3 3 4 4 4 5 4 5 2 2 3	No No	Density erage Unit S Units/ha 40.00  83.  90.  100.  120.  150.  92.  111.  150.  69.  75.  76.	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           00 <td>Density 2 m2/ha 3,147</td> <td>1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782</td> <td>0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0</td> <td>£/m2</td> <td>•</td> <td></td> <td></td>	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Beds 3 3 4 4 4 5 4 5 2 2 3	No No	90.  Density erage Unit S Units/ha 40.00  83.  90.  100.  120.  150.  92.  111.  150.  69.  75.	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           50         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         340.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	Beds 3 3 4 4 4 5 4 5 2 2 3	No No	90.  Density erage Unit S Units/ha 40.00  83.  90.  100.  120.  150.  92.  111.  150.  69.  76.  85.  110.  59.	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           00         0.00	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  782	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Beds 3 3 4 4 4 5 4 5 2 2 3	No	Density erage Unit S Units/ha 40.00  83.  90.  100.  120.  150.  92.  111.  150.  69.  75.  76.  85.  110.  59.	Ze         Developed           n2         Tota           50         0.00           60         0.00           7 <td>Density 2 m2/ha 3,147</td> <td>1,140  BCIS 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787</td> <td>0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0</td> <td>£/m2</td> <td>•</td> <td></td> <td></td>	Density 2 m2/ha 3,147	1,140  BCIS 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 2	No	Density erage Unit S Units/ha 40.00  83. 90. 100. 120. 150. 92. 111. 150. 69. 75. 76. 85. 110. 599. 64. 72.	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           50         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         340.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00	Density m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 2	No	Density erage Unit S Units/ha 40.00  83  90  100  120  150  92  111  150  69  75  76  85  110  59  64  72  87	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         340.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00<	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 2	No	Density erage Unit S Units/ha 40.00  83  90  100  120  150  92  111  150  69  75  76  85  110  59  64  72  87  61	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           50         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         348.00           00         0.00           00         0.00           00         0.00	Density m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 4 5 2 2 3 3 3 4 4 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	No	Density erage Unit S Units/ha 40.00  83  90  100  120  150  92  111  150  69  75  76  85  110  59  64  72  87  61  76	ze         Developed           n2         Tota           50         0.00           50         0.00           50         0.00           50         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         340.00           00         0.00           00         256.00           00         348.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00           00         0.00 <th< td=""><td>Density m2/ha 3,147</td><td>1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78</td><td>0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 201,472 0 273,876 0</td><td>£/m2</td><td>•</td><td></td><td></td></th<>	Density m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 201,472 0 273,876 0	£/m2	•		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Beds 3 3 4 4 4 5 2 2 3 3 3 4 4 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	No	Density erage Unit S Units/ha 40.00  83  90  100  120  150  92  111  150  69  75  76  85  110  59  64  72  87  61	Ze         Developed           n2         Tota           50         0.00           60         0.00           70 <td>Density 2 m2/ha 3,147</td> <td>1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78</td> <td>Total Cost  741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472 0 273,876 0 0</td> <td>£/m2</td> <td>•</td> <td></td> <td></td>	Density 2 m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	Total Cost  741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472 0 273,876 0 0	£/m2	•		

76.00 90.00

Flat 2 High

Flat 3 High

0.00

787

787

787

787

872

872

872

1,140

1,140



Number	7	Units	NET Area	Density erag	ge Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rn	ative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Infill (BF)		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 1	Brown	Industrial
		Beds	No		m2	Total	T	BCIS	COST				
	Det 1	3	- 10		83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5			150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	2		75.00	150.00		782	117,300				
	Semi 3	3			76.00	0.00		782	0				
	Semi 4	3	2		85.00	170.00		782	132,940				
	Semi 5	4			110.00	0.00		782	0				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2			64.00	0.00		787	0				
	Ter 3	3			72.00	0.00		787	0				
	Ter 4	3			87.00	0.00		787	0				
	Flat 1	1			61.00	0.00		872	0				
	Flat 2	2			76.00	0.00		872	0				
	Flat 3	3			90.00	0.00		872	0				
	Flat 1 High	1			62.00	0.00		1,140	0				
	Flat 2 High	2			76.00	0.00		1,140	0				
	Flat 3 High	3			90.00	0.00		1,140	0				
Number	8	Units	NET Area	Density erag	ge Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rn	ative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	,	•	
Small Infill		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 1	Green	Paddock
		Beds	No	<u> </u>	m2	Total	Т	BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00	<del> </del>	1,134	0				
	Det 8 Single	5			150.00	0.00	<del> </del>	1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	2		75.00	150.00		782	117,300				
	Semi 3	3			76.00	0.00	İ	782	0				
	Semi 4	3	2		85.00	170.00	i	782	132,940				
	Semi 5	4			110.00	0.00	İ	782	0				
	Ter 1	2		İ	59.00	0.00		787	0				

59.00

64.00

72.00

87.00

61.00

76.00 90.00

62.00

76.00

90.00

Ter 1

Ter 2 Ter 3

Ter 4

Flat 1

Flat 2 Flat 3 Flat 1 High

Flat 2 High

Flat 3 High

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00

0.00



Number	9	Units	NET Area ha	Density erage Unit Si Units/ha n	ze Developed n2 m2			Total Cost	Rate £/m2	Locality eer	n/ Brown rnative Use
Large Greenfield		300	10.00	30.00	91 27,350	2,735		21,842,900	798.64	Zone 2	Green Agricultural
		D a d a	N. a.	1 .	-2		Beic	COCT			
	Det 1	Beds 3	No	83.	<b>12 Total</b>		818	COST			
	Det 2	3		90.			818	0			
	Det 3	4		100.			818	0			
	Det 4	4	60	120.			818	5,889,600			
	Det 5	5	30	150.			818	3,681,000			
	Det 6 Small Sc	4		92.			1,134	0			
	Det 7 Small Sc	4		111.	0.00		1,134	0			
	Det 8 Single	5		150.	0.00		1,134	0			
	Semi 1	2		69.	0.00		782	0			
	Semi 2	2	50	75.		-	782	2,932,500			
	Semi 3	3		76.			782	0			
	Semi 4	3	60	85.		-	782	3,988,200			
	Semi 5	4		110.			782	0			
	Ter 1	2		59.			787	0			
	Ter 2	2	50	64.			787	2,518,400			
	Ter 3	3	50	72.		-	787	2,833,200			
	Ter 4	3		87.			787	0			
	Flat 1 Flat 2	1		61.			872 872	0			
	Flat 3	2		76. 90.			872	0			
	Flat 1 High	3		62.			1,140	0			
	Flat 2 High	2		76.			1,140	0			
	Flat 3 High	3		90.			1,140	0			
	riac 3 ringir		I		0.00	11	2,2 10				
Number	10	Units	NET Area ha	Density erage Unit Si Units/ha n	ze Developed n2 m2			Total Cost	Rate £/m2	Locality ee	n/Brown rnative Use
Med Greenfield A		170	5.50	<u>-</u>	91 15,480			12,363,360	798.67	Zone 2	Green Agricultural
		Beds	No	n	n2 Total		BCIS	COST			
	Det 1	3		83.			818	0			
	Det 2	3		90.			818	0			
	Det 3	4		100.			818	0			
	Det 4	4	30	120.			818	2,944,800			
	Det 5	5	20	150.			818	2,454,000			
	Det 6 Small Sc	4		92.			1,134	0			
	Det 7 Small Sc	4		111.			1,134	0			
	Det 8 Single Semi 1	2		150. 69.			1,134 782	0			
	Semi 2	2	30	75.			782	1,759,500			
	Semi 3	3	30	76.			782	1,739,300			
	Semi 4	3	30	85.			782	1,994,100			
	Semi 5	4	33	110.			782	0			
	Ter 1	2		59.			787	0			
	Ter 2	2	30	64.			787	1,511,040			
	Ter 3	3	30	72.			787	1,699,920			
	Ter 4	3		87.		-	787	0			
	Flat 1	1		61.	0.00		872	0			
	Flat 2	2		76.	0.00		872	0			
	Flat 3	3		90.			872	0			
	Flat 1 High	1		62.			1,140	0			
	Flat 2 High	2		76.			1,140	0			
	Flat 3 High	3		90.	0.00		1,140	0			



Number	11	Units	NET Area ha	Density er Units/ha	age Unit Size m2	Developed m2	Density m2/ha		Total Cost	Rate £/m2	Locality ee	n/Brown rnative Use
Med Greenfield B		135	3.85	35.06	92	12,386	3,217		9,951,692	803.46	Zone 2	Green Agricultural
		Beds	No		m2	Total		BCIS	COST			
	Det 1	2	140		83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4			100.00	0.00		818	0			
	Det 4	4	30		120.00	3,600.00		818	2,944,800			
	Det 5	5	10		150.00	1,500.00		818	1,227,000			
	Det 6 Small Sc	<u> </u>	10		92.00	0.00	+	1,134	1,227,000			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	- 4	+		150.00	0.00			0			
	Semi 1	2	+	-	69.00	0.00	+	1,134 782	0			
	Semi 2	2	22		75.00	1,650.00		782	1 200 200			
	Semi 3	2	- 22		76.00	0.00		782	1,290,300			
	Semi 4	3	22		85.00	1,870.00		782	1,462,340			
	<u> </u>	3	- 22		110.00	0.00		782	1,402,340			
	Semi 5	2			59.00	0.00		787	0			
	Ter 1	2	20					787	1 007 360			
	Ter 2	2	20		64.00	1,280.00		787	1,007,360			
	Ter 3	3	20		72.00	0.00			1 200 200			
	Ter 4	3	20		87.00	1,740.00		787	1,369,380			
	Flat 1	1	6		61.00	366.00		872	319,152			
	Flat 2	2	5		76.00	380.00		872	331,360			
	Flat 3	3			90.00	0.00		872	0			
	Flat 1 High	1			62.00	0.00		1,140	0			
	Flat 2 High	2			76.00	0.00		1,140	0			
	Flat 3 High	3		<u> </u>	90.00	0.00		1,140	0			
Number	12	Units	NET Area	Density er	age Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	·	
Small Greenfield C		62	2.00	31.00	95	5,860	2,930		4,682,950	799.14	Zone 2	Green Agricultural
		Beds	No									
	Det 1	Deus			m2	Total		BCIS	COST			
		2	140		m2	Total		BCIS	COST			
		3	NO		83.50	0.00		818	0 0			
	Det 2	3	NO		83.50 90.50	0.00 0.00		818 818	0 0			
	Det 2 Det 3	3 3 4			83.50 90.50 100.00	0.00 0.00 0.00		818 818 818	0 0 0			
	Det 2 Det 3 Det 4	3 3 4 4	14		83.50 90.50 100.00 120.00	0.00 0.00 0.00 1,680.00		818 818 818 818	0 0 0 1,374,240			
	Det 2 Det 3 Det 4 Det 5	3 3 4 4 5			83.50 90.50 100.00 120.00 150.00	0.00 0.00 0.00 1,680.00 900.00		818 818 818 818 818	0 0 0			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	3 3 4 4 5 4	14		83.50 90.50 100.00 120.00 150.00 92.00	0.00 0.00 0.00 1,680.00 900.00		818 818 818 818 818 1,134	0 0 0 1,374,240			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	3 3 4 4 5 4 4	14		83.50 90.50 100.00 120.00 150.00 92.00 111.00	0.00 0.00 0.00 1,680.00 900.00 0.00		818 818 818 818 818 1,134 1,134	0 0 0 1,374,240			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	3 3 4 4 5 4 5 4	14		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	0.00 0.00 0.00 1,680.00 900.00 0.00 0.00		818 818 818 818 818 1,134 1,134 1,134	0 0 0 1,374,240			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	3 3 4 4 5 4 5 2	14 6		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00	0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00		818 818 818 818 818 1,134 1,134 1,134 782	0 0 0 1,374,240 736,200 0 0			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	3 3 4 4 5 4 5 2 2	14		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 750.00		818 818 818 818 818 1,134 1,134 1,134 782 782	0 0 0 1,374,240			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	3 3 4 4 5 4 5 2 2 2 3	14 6		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782	0 0 0 1,374,240 736,200 0 0 0 586,500			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	3 3 4 4 5 4 4 5 2 2 2 3 3	14 6		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782	0 0 0 1,374,240 736,200 0 0			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	3 3 4 4 5 4 4 5 2 2 3 3 4	14 6		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782	0 0 0 1,374,240 736,200 0 0 0 586,500			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	3 3 4 4 5 4 5 2 2 3 3 4 2	14 6 10		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782	0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	3 3 4 4 5 4 5 2 2 2 3 3 4 2 2	14 6		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 0.00 640.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	0 0 0 1,374,240 736,200 0 0 0 586,500			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	3 3 4 4 5 4 5 2 2 3 3 4 2 2 2	14 6 10 12		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0 503,680			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	3 3 4 4 4 5 4 5 2 2 2 3 3 4 2 2 2 3	14 6 10		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00 0.00 870.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787	0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	3 3 4 4 5 4 5 2 2 2 3 3 4 2 2 2 3 3	14 6 10 12		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00 0.00 870.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787	0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0 503,680			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	3 3 4 4 5 4 5 2 2 2 3 3 4 2 2 2 3 3 1 2	14 6 10 12		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 0.00 750.00 0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0 503,680			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	3 3 4 4 4 5 4 5 2 2 2 3 3 4 2 2 2 3 3 3	14 6 10 12		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00 90.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 0.00 750.00 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0 503,680			
	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	3 3 4 4 4 5 4 5 2 2 2 3 3 3 4 2 2 2 3 3 3 1	14 6 10 12		83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 0.00 750.00 0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0 503,680			

76.00 90.00

Flat 2 High

Flat 3 High

0.00



Number	13	Units	NET Area	Density erage Unit S	ize Devel	ped D	ensity	Total Cost	Rate	Locality	een/Brown ri	native Use
			ha		m2		n2/ha		£/m2		,	
Smaller Greenfield		30	1.00	30.00	86 2	592	2,592	2,059,544	794.58	Zone 2	Green	Paddock
		1		Т				-l	1			
	D. I.4	Beds	No			otal	BC					
	Det 1	3				0.00	81					
	Det 2 Det 3	3		100	_	0.00	81					
	Det 4	4	7	120		0.00	81	_				
	Det 5	5		150		0.00	81					
	Det 6 Small Sc	4				0.00	1,13					
	Det 7 Small Sc	4		111		0.00	1,13					
	Det 8 Single	5		150		0.00	1,13					
	Semi 1	2				0.00	78					
	Semi 2	2	8		_	0.00	78					
	Semi 3	3				0.00	78					
	Semi 4	3	8			0.00	78					
	Semi 5	4		110	00	0.00	78					
	Ter 1	2		59	00	0.00	78	7 0				
	Ter 2	2	4	64	00 25	5.00	78	7 201,472				
	Ter 3	3	3	72	00 21	5.00	78	7 169,992				
	Ter 4	3		87	00	0.00	78	7 0				
	Flat 1	1		61		0.00	87					
	Flat 2	2		76		0.00	87					
	Flat 3	3				0.00	87					
	Flat 1 High	1				0.00	1,14					
	Flat 2 High	2	l	70	~~!			م م				
						0.00	1,14					
	Flat 3 High	3				0.00	1,14					
Number	Flat 3 High	3	NET Area	90	00	0.00	1,14	0	Pate	Locality	oon/Prown r	nativo Uso
Number			NET Area	90 Density erage Unit S	ize Develo	ped D	1,14 ensity			Locality (	een/Brown ri	native Use
	Flat 3 High	3 Units	ha	Density erage Unit S Units/ha	ize Develo	0.00 D ped D m2 r	1,14 ensity n2/ha	Total Cost	£/m2	·		
Number Small Site (BF)	Flat 3 High	3		90 Density erage Unit S	ize Develo	0.00 D ped D m2 r	1,14 ensity	0	£/m2	Locality of Zone 2		native Use Industrial
	Flat 3 High	3 Units	ha	Density erage Unit S Units/ha 40.00	00 Develon2 <b>79</b>	0.00 D ped D m2 r	1,14 ensity n2/ha	Total Cost <b>741,228</b>	£/m2	·		
	Flat 3 High	Units	ha <b>0.30</b>	Density erage Unit s Units/ha <b>40.00</b>	00 Develon2 79	ped D m2 r <b>944</b>	1,14 ensity n2/ha <b>3,147</b>	Total Cost 741,228 COST	£/m2	·		
	Flat 3 High	Units 12 Beds	ha <b>0.30</b>	Density erage Unit S Units/ha 40.00	00 Develon 2 79 150	0.00 Ded D m2 r 944	1,14 ensity m2/ha <b>3,147</b>	Total Cost 741,228 S COST 8 0	£/m2	·		
	Flat 3 High  14  Det 1	Units  12  Beds 3	ha <b>0.30</b>	Density erage Unit S Units/ha 40.00	00 Develor Dev	0.00 Deed Deed Property Proper	1,14 ensity m2/ha 3,147  BC 81 81	Total Cost  741,228  COST COST COST COST COST COST COST COS	£/m2	·		
	Det 1 Det 2 Det 3 Det 4	Units  12  Beds 3	ha <b>0.30</b>	Density erage Unit 9 Units/ha 40.00  83 90 100	00 Develor Dev	0.00 Deed Deed Property Proper	1,14 ensity n2/ha 3,147  BC 81 81 81	Total Cost 741,228  S COST B 0 B 0 B 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5	Units  12  Beds 3	ha <b>0.30</b>	Density erage Unit 9 Units/ha 40.00  83 90 100 120	00 Develor 179	0.00 Deed Deed Deed Property of the ped Proper	1,14 ensity m2/ha 3,147  BC 81 81 81	Total Cost  741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	3 Units  12 Beds 3 3 4 4 4	ha <b>0.30</b>	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150	00   Develor   D	0.00 Deed Deed Property Proper	1,14 ensity n2/ha 3,147  BC 81 81 81 81 81 1,13	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 B 0 B 0 B 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 4	ha <b>0.30</b>	Density erage Unit 9 Units/ha 40.00  83 90 100 120 92 111	00 Develor 179 Dev	0.00 Deed Deed Deed Person Deed Deed Deed Deed Deed Deed Deed Dee	1,14 ensity n2/ha 3,147  BC 81 81 81 1,13 1,13	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 5 5	ha <b>0.30</b>	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111	79 Develor 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	0.00 Deed Deed Deed Property of the ped Deed P	1,14 ensity m2/ha 3,147  BC 81 81 81 1,13 1,13 1,13	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 B 0 B 0 B 0 B 0 B 0 B 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 5 5 2	ha <b>0.30</b>	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111 150	00 Develor Dev	0.00 Deed Deed Deed Person Deed Deed Deed Deed Deed Deed Deed Dee	1,14 ensity n2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	3 Units  12  Beds  3  4  4  5  4  5  2  2	ha <b>0.30</b>	Density erage Unit 9 Units/ha 40.00  83  90 100 120 150 92 111 150 69	79 Develor 79 79 79 79 79 79 79 79 79 79 79 79 79	0.00 Deed Deed Deed Person Per	1,14 ensity m2/ha 3,147  BC 81 81 81 1,13 1,13 78	Total Cost  741,228  S COST  8 0  8 0  8 0  8 0  4 0  4 0  4 0  2 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 5 5 2 2 2 3 3	No No	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111 150 69	79 Develor 79 79 79 79 79 79 79 79 79 79 79 79 79	0.00   Deed   De	1,14 ensity m2/ha 3,147  BC 81 81 81 81 1,13 1,13 78 78	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C	£/m2 <b>785.20</b>	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	3 Units  12  Beds  3  4  4  5  4  5  2  2	ha <b>0.30</b>	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111 150 69 75	00 Develor 179 Dev	0.00 Deed Deed Deed Person Deed Deed Deed Deed Deed Deed Deed Dee	1,14 ensity n2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 COST COST COST COST COST COST COST COST	£/m2 <b>785.20</b>	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 4 Semi 5	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 5 5 2 2 2 3 3	No No	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111 150 69 75	00 Develor 2 79	0.00   Deed   De	1,14 ensity m2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78 78	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 COST COST COST COST COST COST COST COST	£/m2 <b>785.20</b>	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 5 5 2 2 2 3 3 3 4 4 2 2	No	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111 150 69 75 76 85	00	0.00 Deed Deed Deed Polar Pola	1,14 ensity n2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78 78	Total Cost  741,228  S COST  B 0  B 0  B 0  B 0  COST	£/m2 <b>785.20</b>	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 4 5 5 2 2 2 3 3 3 4 4 2 2 2 2	No No	Density erage Unit 9 Units/ha 40.00  83  90 100 120 150 92 111 150 69 75 76 85 110 59	00 Develor 179 Dev	0.00   Ded	1,14 ensity m2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78 78 78	Total Cost  741,228  S COST  8 0  8 0  8 0  8 0  4 0  4 0  4 0  2 0  2 0  2 265,880  7 0  7 201,472	£/m2 <b>785.20</b>	·		
	Plat 3 High  14  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3	3 Units  12 Beds 3 3 4 4 4 5 5 4 5 2 2 2 3 3 3 4 4 2 2 2 3 3 3 4 4 2 2 2 3 3 4 4 2 2 2 3 3 4 4 5 5 5 5 6 5 6 6 6 6 6 6 6 6 6 6 6 6	No	Density erage Unit s Units/ha 40.00  83  90  100  120  150  92  111  150  69  75  76  85  110  59  64  72	00   Develor   D	0.00   Deed   De	1,14 ensity m2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78 78 78 78	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 B 0 COST COST COST COST COST COST COST COST	£/m2 <b>785.20</b>	·		
	Plat 3 High  14  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 4 5 5 2 2 2 3 3 3 4 4 2 2 2 2	ha 0.30  No  4	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111 150 69 75 76 85 110 59 64 72 87	00   Develor   D	0.00   Ded	1,14 ensity n2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78 78 78 78 78	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 B 0 COST COST COST COST COST COST COST COST	£/m2 <b>785.20</b>	·		
	Plat 3 High  14  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4  Flat 1	3 Units  12 Beds 3 3 4 4 4 5 5 4 5 2 2 2 3 3 3 4 4 2 2 2 3 3 3 4 4 2 2 2 3 3 4 4 2 2 2 3 3 4 4 5 5 5 5 6 5 6 6 6 6 6 6 6 6 6 6 6 6	ha 0.30  No  4	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111 150 69 75 76 85 110 59 64 72 87	00   Develor   D	0.00   Deed   De	1,14 ensity m2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78 78 78 78 78 78	Total Cost  741,228  S COST  8 0  8 0  8 0  8 0  4 0  4 0  4 0  2 0  2 0  2 265,880  2 0  7 0  7 201,472  7 0  7 273,876  2 0	£/m2 <b>785.20</b>	·		
	Plat 3 High  14  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4	3 Units  12 Beds  3 3 4 4 4 5 5 4 4 5 5 2 2 2 3 3 3 4 4 2 2 2 2 3 3 3 3 1 1	ha 0.30  No  4	Density erage Unit 9 Units/ha 40.00  83 90 100 120 150 92 111 150 69 75 76 85 110 59 64 72 87	Develor   Deve	0.00   Deed   De	1,14 ensity n2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78 78 78 78 78	Total Cost  741,228  S COST B 0 B 0 B 0 B 0 B 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C 0 C	£/m2 <b>785.20</b>	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	3 Units  12 Beds 3 3 4 4 4 5 5 4 4 5 5 2 2 2 3 3 3 4 4 2 2 2 2 3 3 3 3 1 1 2 2	ha 0.30  No  4	Density erage Unit 9 Units/ha 40.00  83  90 100 120 150 92 111 150 69 75 76 85 110 59 64 72 87 61	00   Develor   D	0.00   Deed   De	1,14 ensity m2/ha 3,147  BC 81 81 81 81 1,13 1,13 1,13 78 78 78 78 78 78 78 78 78 78	Total Cost  741,228  S COST  8 0  8 0  8 0  8 0  8 0  4 0  4 0  4 0	£/m2 <b>785.20</b>	·		

76.00 90.00

Flat 2 High

Flat 3 High

0.00



Number	15	Units	NET Area	Density e	erage Unit Size	Developed	Density		Total Cost	Rate	Locality e	en/Brown r	native Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	,	,	
Small Infill (BF)		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 2	Brown	Industrial
		D a da	N a			T-4-1	Т	DOIS	COCT				
	Dot 1	Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50 90.50	0.00		818	0				
	Det 2	4				0.00		818 818	0				
	Det 3 Det 4	4			100.00 120.00	0.00		818	0				
	Det 5	5	+	-	150.00	0.00		818	0				
	Det 6 Small Sc	4	-		92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5	+	-	150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	2		75.00	150.00		782	117,300				
	Semi 3	3			76.00	0.00		782	117,300				
	Semi 4	3	2		85.00	170.00		782	132,940				
	Semi 5	4		-	110.00	0.00		782	132,940				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2			64.00	0.00		787	0				
	Ter 3	3			72.00	0.00		787	0				
	Ter 4	3			87.00	0.00		787	0				
	Flat 1	1			61.00	0.00		872	0				
	Flat 2	2			76.00	0.00	-	872	0				
	Flat 3	3			90.00	0.00	-	872	0				
	Flat 1 High	1			62.00	0.00	-	1,140	0				
	Flat 2 High	2			76.00	0.00	1	1,140	0				
		_											
	Flat 3 High	3			90.00	0.00		1,140	0				
Number			NET Area	Densitye	90.00	0.00	Density		0	Rate	Locality ee	en/Brown r	native Use
Number	Flat 3 High		NET Area		90.00 erage Unit Size	0.00 Developed	Density m2/ha			Rate £/m2	Locality ee	en/Brown r	native Use
Number Small Infill			NET Area ha <b>0.13</b>	Density e Units/ha <b>30.77</b>	90.00	0.00	Density m2/ha <b>2,462</b>		0	Rate £/m2 <b>782.00</b>	Locality ee Zone 2		native Use Paddock
		Units 4	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80	0.00 Developed m2 320	m2/ha	1,140	0 Total Cost <b>250,240</b>	£/m2	·		
	16	Units 4  Beds	ha	Units/ha	90.00 erage Unit Size m2 <b>80</b>	0.00  Developed m2 320  Total	m2/ha	1,140 BCIS	0 Total Cost	£/m2	·		
	16 Det 1	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 <b>80</b> m2 83.50	0.00  Developed m2 320  Total 0.00	m2/ha	1,140 BCIS 818	0 Total Cost <b>250,240</b>	£/m2	·		
	Det 1 Det 2	Units 4  Beds	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80 m2 83.50 90.50	0.00  Developed m2 320  Total 0.00 0.00	m2/ha	1,140 BCIS 818 818	0 Total Cost <b>250,240</b>	£/m2	·		
	Det 1 Det 2 Det 3	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00	0.00  Developed m2 320  Total 0.00 0.00 0.00	m2/ha	1,140 BCIS 818 818 818	0 Total Cost 250,240  COST 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4	Units  4  Beds 3 3 4 4	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818	0 Total Cost 250,240  COST 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00	m2/ha	BCIS 818 818 818 818 818	0 Total Cost 250,240  COST 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units  4  Beds 3 3 4 4	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00	m2/ha	3,140 BCIS 818 818 818 818 818	0 Total Cost 250,240  COST 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	### Units  ####  Beds  3  3  4  4  5	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	BCIS 818 818 818 818 1,134 1,134	0 Total Cost 250,240  COST 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Beds 3 3 4 4 5 4 5 4 5	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	BCIS 818 818 818 818 1,134 1,134 1,134	0 Total Cost 250,240  COST 0 0 0 0 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	### Units  ### Beds  3 3 4 4 5 4 5 4 5 2	No No	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Beds 3 3 4 4 5 4 5 4 5	ha <b>0.13</b>	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  1,134  1,134  1,134  782  782	0 Total Cost 250,240  COST 0 0 0 0 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Beds 3 3 4 4 4 5 4 5 2 2 3	No 2	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	1,140  BCIS 818 818 818 818 1,134 1,134 1,134 782 782 782	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 117,300 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Beds 3 3 4 4 5 4 5 2 2	No No	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782	0 Total Cost  250,240  COST 0 0 0 0 0 0 117,300	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	Beds 3 3 4 4 4 5 4 5 2 2 3	No 2	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  782  782	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 117,300 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 4 2 2	No 2	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  782  787	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 117,300 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Units  4  Beds 3 3 4 4 4 5 2 2 2 2 2	No 2	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 0 117,300 0 132,940 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 4 2 2	No 2	Units/ha	90.00 erage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	1,140  BCIS 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787 787	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 117,300 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Units  4  Beds 3 3 4 4 4 5 2 2 2 2 2	No 2	Units/ha	90.00 Perage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 0 117,300 0 132,940 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 4 2 2 3	No 2	Units/ha	90.00 Perage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 0 117,300 0 132,940 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 4 5 4 5 2 2 2 3 3 3 4 2 2 2 2 3 3 3 4 2 2 2 2 3 3 3 4 2 2 2 2	No 2	Units/ha	90.00 Perage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 87.00 61.00 76.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	1,140  BCIS 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787 787 787 787	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 0 117,300 0 132,940 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Beds 3 3 4 4 4 5 2 2 3 3 3 4	No 2	Units/ha	90.00 Perage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 90.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 117,300 0 132,940 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	£/m2	·		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 4 5 4 5 2 2 2 3 3 3 4 2 2 2 2 3 3 3 4 2 2 2 2 3 3 3 4 2 2 2 2	No 2	Units/ha	90.00 Perage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 87.00 61.00 76.00	0.00  Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	1,140  BCIS 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787 787 787 787	0 Total Cost  250,240  COST 0 0 0 0 0 0 0 117,300 0 132,940 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	£/m2	·		

76.00 90.00

Flat 2 High

Flat 3 High

0.00



																			-
			Large Greenfield	Med Greenfield A	Med Greenfield B	Small Greenfield	Smaller Greenfield	Small Site (BF)	Small Infill (BF)	Small Infill	Large Greenfield	Med Greenfield A	Med Greenfield B	Small Greenfield	Smaller Greenfield	Small Site (BF)	Small Infill (BF)	Small Infill	
	Location		Zone 1	Zone 1	Zone 1	Zone 1	Zone 1	Zone 1	Zone 1	Zone 1	Zone 2	Zone 2	Zone 2	Zone 2	Zone 2	Zone 2	Zone 2	Zone 2	
	•	rown field	Green	Green	Green	Green	Green	Brown	Brown	Green	Green	Green	Green	Green	Green	Brown	Brown	Green	
	Use		Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Industrial	Paddock	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Industrial	Paddock	
Site Area	Gross	ha	14.00	7.80	5.50	2.50	1.25	0.30	0.13	0.13	14.00	7.80	5.50	2.50	1.25	0.30	0.13	0.13	
	Net	ha	10.00	5.50	3.85	2.00	1.00	0.30	0.13	0.13	10.00	5.50	3.85	2.00	1.00	0.30	0.13	0.13	
Units			300	170	135	62	30	12	4	4	300	170	135	62	30	12	4	4	
Average l	Jnit Size	m2	91.17	91.06	91.75	94.52	86.40	78.67	80.00	80.00	91.17	91.06	91.75	94.52	86.40	78.67	80.00	80.00	
Mix		diate to Buy	9.25%	9.25%	9.25%	9.25%	9.25%	9.25%			9.25%	9.25%	9.25%	9.25%	9.25%	9.25%			
	Affordab Social Re		9.25%	9.25% 0.00%	9.25% 0.00%	9.25% 0.00%	9.25% 0.00%	9.25% 0.00%			9.25%	9.25% 0.00%	9.25% 0.00%	9.25% 0.00%	9.25% 0.00%	9.25% 0.00%			
	Joeiai Ne			0.0070	0.0070	0.0070	0.0070	0.0070				0.0070	0.0070	0.0070	0.0070	0.0070			
Price	Market	-	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,950		1,950	1,950	1,950	1,950	1,950	1,950	700/
	Intermed Affordab	-	1,260 875	1,260 875	1,260 875	1,260 875	1,260 875	1,260 875	1,260 875	1,260 875	1,365 880	1,365 880	1,365 880	1,365 880	1,365 880	1,365 880	1,365 880	1,365 880	70%
	Social Re	-	810	810	810		810	810	810	810		878	878	878	878	878	878	878	45%
Grant and		•		-	-	-	-		-	-	-	-	-	-	-	-	-		
	Affordab Social Re	-																	
Sales per	Quarter																		
Unit Build			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Alternativ	e Use Val	-	25,000	25,000	25,000	25,000	50,000	350,000	350,000	50,000	25,000	25,000	25,000	25,000	50,000	350,000	350,000	50,000	
Up Lift % Additiona	l Unlift	% £/ha	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20%	20%	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20% 0	20% 0	20% 300,000	
Additiona	п Оринс	L/IIa	300,000	300,000	300,000	300,000	300,000			300,000	300,000	300,000	300,000	300,000	300,000	U	U	300,000	
Easement		£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acc	quisition	% land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	
Planning I		£/unit	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	385	
	>50	£/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	
Architects	S	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
QS / PM	Concultoni	% •c %	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50% 1.00%	0.50% 1.00%	0.50%	0.50%	0.50%	0.50%	
Planning ( Other Pro			1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	2.50%	2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	
Build Cost	t - BCIS Ra	se f/m?	799	799	803	799	795	785	782	782	799	799	803	799	795	785	782	782	
CfSH	i - DCIS Da	%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	
CfSH		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Lifetime		£/m2	11	11 0	11	11	11 0	11	11	11	11	11	11	11	11	11	11	11	F 000/
SUDS SUDS		£/m2 %	_	U	0	0	U	5%	5%	0	0 0%	0 0%	0 0%	0 0%	0 0%	0 5%	0 5%	0 0%	5.00%
Over-extr	a 4	£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Infrastruc		%	20%	20%	20%	15%	15%	15%	10%	10%	20%	20%	20%	15%	15%	15%	10%	10%	
Pre CIL s1		£/Unit £/Unit	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	
Post CIL s	100	£/Unit £/m2	1,000	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	1,000 0	
Continger	-	%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00%	5.00%	5.00%	
Abnormal	ls	% 6/aita						10.00%	10.00%		0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	10.00%	0.00%	
		£/site									0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
FINANCE		£	25,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	25,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
	Interest		7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	
	Legal and	ı't	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
SALES	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
	Legals Misc.	% £	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	0.50% 10,000	
		L																	
Develope	r % Costs		20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	



SITE NAME	arge Greenfiel	d																							
INCOME	Av Size m2		Number 300		Price £/m2		GIA m2	A 2	DEVELOPMEN	NT COSTS							Planning fee ca Planning app fee		rate			Build Cost BCIS	/m2 799		
∄arket Housing	91.2	82%	245		1,800	0 40,122,450	22,290	)	LAND	Land		/unit or m2 11,322		3,396,734			No dwgs No dwgs under 5		385	96,250		CfSH CfSH	16 0	2.00%	,
hared Ownership	91.2	9%	28		1,260	3,187,643	2,530	)		Stamp Duty Easements etc. Legals Acquisiti		1.50%	169,837 0 50,951	220,788			No dwgs over 50	250	115 <b>Total</b>	28,750 125,000		Lifetime SUDS SUDS	0	0.00%	6
ffordable Rent	91.2				875			)	PLANNING												1	Over-extra 4 Infrastructure	0 160	20%	
ocial Rent Grant and Subsidy	91.2 Shared Owners		0		810	0	0	)		Planning Fee Architects QS / PM		6.00% 0.50%					Stamp duty calc Land payment 125,000	c - Residual	<mark> </mark> 1%	3,396,734			985		
	Affordable Rer Social Rent	•			0	0 0	)			Planning Consu Other Profession		1.00% 2.50%	282,229	2,947,292			250,000 500,000	1% 3%	3% 4%						
TE AREA - Net TE AREA - Gross	10.00 s 14.00		30 21			45,523,733	27,350		CONSTRUCTI	I <b>ON</b> Build Cost - BC	IS Boood	985	26,949,188				1,000,000 above	4% 5%	5% 5% <b>Total</b>	169,837					
TE AREA - GIUS	5 14.00	Па	21	/116	1			J		s106 / CIL Contingency	is based	2.50%	600,000				Stamp duty cale	c - Add Profit	lotai	109,037	]				
ales per Quarter nit Build Time	0 3	Quarters								Abnormals			0	28,222,918			Land payment 125,000	0%	1%	4,620,000					
esidual Land Valu	Je	Whole Site 3,396,734		Per ha GROSS		RUN Residual M	MACRO ctrl+r Closing balance =	: 0	FINANCE	Fees Interest		7.00%	25,000				250,000 500,000 1,000,000	1% 3% 4%	3% 4% 5%						
ternative Use Valu olift	ue 20%	350,000 70,000		25,000 5,000	)	RUN CIL MACR	R <b>O ctrl+l</b> Closing balance =	: 0		Legal and Valua	ation		10,000	35,000			above	5%	5% <b>Total</b>	231,000					
	bility Threshold	4,200,000 <b>4,620,000</b>		300,000 <b>330,00</b> 0		Check on phasing dw		1	SALES	Agents		3.0% 0.5%					Pre CIL s106		E/ Unit (all) Fotal	600,000					
Iditional Profit		-1,376,970	£/m2	1		Cor	rrect	J		Legals Misc.		0.5%	10,000	1,603,331	36,426,062		Post CIL s106	1,000		600,000	] ]				
		, ,							Developers Pro	% Costs		20.00%			7,285,212		CIL	0	£/m2 <b>Total</b>	300,000					
ESIDUAL CASH I	FLOW FOR INTE	EREST								% GDV		0.00%			0										
ICOME		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
NITS Started arket Housing nared Ownership		15	30 2,006,123 159,382	30 4,012,245 318,764	30 4,012,245 318,764	30 4,012,245 318,764	30 4,012,245 318,764	30 4,012,245 318,764	30 4,012,245 318,764	30 4,012,245 318,764	30 4,012,245 318,764	15 4,012,245 318,764	2,006,123 159,382	0	0	0	0	0	0	0	0	0	0	0	0
fordable Rent ocial Rent			110,682	221,364	221,364	221,364	221,364	221,364	221,364	221,364	221,364	221,364	110,682	0	0	0	0	0	0	0	0	0	0	0	0
ant and Subsidy INCOM	E	0	2,276,187	4,552,373	4, <b>552,373</b>	4,552,373	4,552,373	4,552,373	4,552,373	4,552,373	4,552,373	4,552,373	2,276,187	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
<b>(PENDITURE</b> amp Duty		169,837																							
asements etc. egals Acquisition		0 50,951																							
anning Fee		125,000 1,693,375		0																					
S lanning Consultant	s	141,115 282,229		0																					
ther Professional uild Cost - BCIS B	ase	705,573	1,347,459	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	1,347,459	0	0	0	0	0	0	0	0	0	0	0	0
106/CIL contingency			30,000 33,686	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	30,000 33,686	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0
bnormals inance Fees		25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation		10,000																							
gents egals lisc		0	68,286 11,381	136,571 22,762 10,000	136,571 22,762	136,571 22,762	136,571 22,762	136,571 22,762	136,571 22,762	136,571 22,762	136,571 22,762	136,571 22,762	68,286 11,381	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0	0	0 0	0
OSTS BEFORE L	AND INT AND I	3,203,079	1,490,812	2,991,625	2,981,625	2,981,625	2,981,625	2,981,625	2,981,625	2,981,625	2,981,625	2,981,625	1,490,812	0	0	0	0	0	0	0	0	0	0	0	0
or Residual Valua	<b>.</b>	3,396,734	461,987	439,350	360,852	276,159	185,538	88,573	0	0	0	0	0	0	0	0	0		0	0	0		0	0	0
	Interest Profit on Costs Profit on GDV		401,907	439,330	300,032	276,139	100,000	00,373	U		U	U		U	U	U	U		U	U	U		U	U	7,285,212
	Cash Flow	-6,599,813	323,387	1,121,399	1,209,897	1,294,589	1,385,211	1,482,175	1,570,748	1,570,748	1,570,748	1,570,748	785,374	0	0	0	0	0	0	0	0	0	0	0	-7,285,212
	Opening Balar Closing Balan	-6,599,813	-6,276,426	-5,155,028	-3,945,131	-2,650,542	-1,265,331	216,844	1,787,593	3,358,341	4,929,090	6,499,838	7,285,212	7,285,212	7,285,212	7,285,212	7,285,212	7,285,212	7,285,212	7,285,212	7,285,212	7,285,212	7,285,212	7,285,212	0
CASH FLOW FOR	CIL ADDITIONA																								
INCOME INCOM	As Above <b>E</b>	Year 1	2,276,187	4,552,373	4,552,373	Year 5 4,552,373	4,552,373	4,552,373	4,552,373	Year 9 4,552,373	4,552,373	4,552,373	Year 12 2,276,187	Year 13   0	Year 14   0	Year 15 0	Year 16	Year 17	Year 18 0	Year 19 0	Year 20 0	Year 21	Year 22	Year 23 0	Year 24
EXPENDITURE		4 000 000	, ,		, ,	, ,		•		, ,	, ,	, ,	, ,												
and Stamp Duty		4,620,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 69,300	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Planning Fee Architects		125,000 1,693,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultant	S	141,115 282,229	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0 0	0	0	0
Other Professional		705,573	0 1,347,459	0 2,694,919	0 2,694,919	2,694,919	0 2,694,919	0 2,694,919	0 2,694,919	0 2,694,919	0 2,694,919	0 2,694,919	0 1,347,459	0	0	0	0	0	0	0	0	0	0	0	0
uild Cost - BCIS B OTENTIAL CIL ost CIL s106	ase	-125,179	-125,179 15,000	-125,179 30,000	-125,179 30,000	-125,179 30,000	-125,179 30,000	-125,179 30,000	-125,179 30,000	-125,179 30,000	-125,179 30,000	-125,179 30,000	15,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0 0	33,686 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	33,686 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
inance Fees egal and Valuation		25,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
gents		0	68,286	136,571	136,571	136,571	136,571	136,571	136,571	136,571	136,571	136,571	68,286	0	0	0	0	0	0	0	0	0	0	0	0
egals lisc. OSTS BEFORE I	AND INT AND	0 0 <b>7,777,413</b>	11,381 0 <b>1,350,633</b>	22,762 10,000 <b>2,836,446</b>	22,762 0 <b>2,826,446</b>	22,762 0 <b>2,826,446</b>	22,762 0 <b>2,826,446</b>	22,762 0 <b>2,826,446</b>	22,762 0 <b>2,826,446</b>	22,762 0 <b>2,826,446</b>	22,762 0 <b>2,826,446</b>	22,762 0 <b>2,826,446</b>	11,381 0 <b>1,475,812</b>	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0
JOI O DEFURE L	-ARP INT AND	1,111,413	1,330,033	۷,030,446	۷,020,446	۷,020,446	∠,0∠0,445	<u> </u>	∠,0∠0,446	2,020,446	<b>2,020,44</b> b	<b>∠,0∠</b> 0,440	1,473,812	U	U	U	U	U	U	U	U	U	U	U	<u> </u>
or CIL calculation	Interest		544,419	517,739	433,866	343,422	246,647	143,097	32,299	0	0	0	0	0	0	0	0	<b> </b>   0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								7,210,374 0
	Cash Flow Opening Balar		381,134	1,198,188	1,292,061	1,382,506	1,479,281	1,582,831	1,693,629	1,725,928	1,725,928	1,725,928	800,374	0	0	0	0	0	0	0	0	0	0	0	-7,210,374
	Closing Baland	-7,777,413	-7,396,278	-6,198,090	-4,906,029	-3,523,523	-2,044,242	-461,412	1,232,217	2,958,145	4,684,072	6,410,000	7,210,374	7,210,374	7,210,374	7,210,374	7,210,374	7,210,374	7,210,374	7,210,374	7,210,374	7,210,374	7,210,374	7,210,374	0



SITE NAME ed Greenfield	d A																							
INCOME Av Size		Number 170		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS		h	Tatal				Planning fee ca Planning app fee	e dwgs				Build Cost BCIS	/m2 799		
Market Housing 91.1	1 82%	139		1,800	22,709,160	) 12,616		LAND	Land Stamp Duty		<b>/unit or m2</b> 9,905		1,683,854			No dwgs No dwgs under 5 No dwgs over 50		385			CfSH CfSH Lifetime	16 0 11	2.00%	)
Shared Ownership 91.1		16		1,260					Easements etc. Legals Acquisition	on	1.50%	0 25,258	109,451					Total	60,000		SUDS SUDS	0	0.00%	)
Affordable Rent 91.1 Social Rent 91.1		16		875 810				PLANNING	Planning Fee			60,000				Stamp duty calo	c - Residual			]	Over-extra 4 Infrastructure	160 <b>985</b>	20%	
Grant and Subsidy Shared Owner Affordable Ro Social Rent	•			0	0 0	) ) )			Architects QS / PM Planning Consul Other Professio		6.00% 0.50% 1.00% 2.50%	79,875 159,749				Land payment 125,000 250,000 500,000 1,000,000	0% 1% 3%	1% 3% 4% 5 5%					•	
SITE AREA - Net 5.50 SITE AREA - Gross 7.80		31 22			25,766,267	7 15,480		CONSTRUCTION	ON Build Cost - BCI s106 / CIL Contingency	S Based	985 2.50%	340,000				above	5%	5 5% Total		1				
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r Closing balance =	0	FINANCE	Abnormals		2.3070	10,000	15,974,919			Land payment 125,000 250,000 500,000	0% 1% 3%	3%						
Residual Land Value  Alternative Use Value Uplift 20% Plus /ha 300,000	1,683,854 195,000 39,000 2,340,000	306,155	215,879 25,000 5,000 300,000		RUN CIL MACR	RO ctrl+l Closing balance =	0	SALES	Interest Legal and Valua	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%							
Viability Threshold  Additional Profit		£/m2	330,000		Check on phasing dv	wgs nos rrect			Agents Legals Misc.		3.0% 0.5%			20,357,534		Pre CIL s106  Post CIL s106		£/ Unit (all) Total  £/ Unit (all)	340,000	1				
Additional Front	-323,002	-10	1					Developers Pro	% Costs % GDV		20.00% 0.00%			4,071,507 0		CIL	C	£/m2 Total						
RESIDUAL CASH FLOW FOR INT	CEREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing			4	8	10	10	10 534,333	10 1,068,666	10 1,335,833	10 1,335,833	10 1,335,833	10 1,335,833	10 1,335,833	8 1,335,833	1,335,833	1,335,833	1,335,833	1,068,666						
Shared Ownership Affordable Rent Social Rent Grant and Subsidy INCOME	0	0	0	0 0 0 0	0 0 0	0 0 0 0	42,452 29,480 0 0 <b>606,265</b>	84,903 58,961 0 0 1,212,530	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	106,129 73,701 0 0 1,515,663	84,903 58,961 0 0 1,212,530
EXPENDITURE		U	U	U		U .	000, <b>2</b> 00	1,414,33U	1,313,003	1,313,003	1,313,003	1,010,003	1,010,003	1,010,003	1,013,003	1,010,003	1,313,003	1,515,003	1,313,003	1,513,003	1,513,003	1,010,003	1,010,000	1,212,330
Stamp Duty Easements etc. Legals Acquisition	84,193 0 25,258																							
Planning Fee Architects	60,000 479,248		479,248																					
QS Planning Consultants Other Professional	39,937 79,875 199,686		39,937 79,875 199,686																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	119,636 2,667 2,991 0	358,908 8,000 8,973 0	657,998 14,667 16,450 0	837,451 18,667 20,936 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	837,451 18,667 20,936 0	538,362 12,000 13,459 0	239,272 5,333 5,982 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0 0	0 0	0 0	0	0 0	18,188 3,031	36,376 6,063	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	45,470 7,578	36,376 6,063
Misc.  COSTS BEFORE LAND INT AND	988,196	0	10,000 <b>934,039</b>	375,880	689,114	877,054	960,920	982,140	992,749	992,749	992,749	992,749	992,749	992,749	992,749	992,749	992,749	992,749	992,749	930,103	616,869	303,635	53,048	42,439
For Residual Valuatio Land Interes Profit on Costs	st	46,761	47,579	64,758	72,469	85,796	102,646	110,649	108,554	101,302	93,924	86,417	78,778	71,006	63,097	55,051	46,863	38,532	30,055	21,430	11,558	0	0	0 4,071,507
Cash Flow	-2,672,050	-46,761	-981,619	-440,638	-761,583	-962,851	-457,302	119,741	414,360	421,611	428,989	436,497	444,135	451,908	459,816	467,863	476,050	484,381	492,858	564,130	887,236	1,212,028	1,462,615	-2,901,415
Opening Bala Closing Balar		-2,718,811	-3,700,430	-4,141,068	-4,902,651	-5,865,501	-6,322,803	-6,203,062	-5,788,702	-5,367,091	-4,938,101	-4,501,605	-4,057,469	-3,605,561	-3,145,745	-2,677,882	-2,201,832	-1,717,451	-1,224,592	-660,463	226,773	1,438,801	2,901,415	0
CASH FLOW FOR CIL ADDITION	AL PROFIT Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	<b>Year 4</b> Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Above INCOME  EXPENDITURE Land	<b>0</b> 2,574,000	0	0	0	0	0	606,265	1,212,530	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,515,663	1,212,530
Stamp Duty Easements etc. Legals Acquisition	128,700 0 38,610	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	60,000 479,248	0	0 479,248	0 0	0	0	0 n	0 0	0	0	0	0 0	0 0	0	0 0	0	0	0 0	0	0 0	0	0	0 0	0
QS Planning Consultants Other Professional	39,937 79,875 199,686	0 0	39,937 79,875 199,686	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	119,636 - <b>57,738</b>	358,908 -57,738	657,998 -57,738	837,451 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269 -57,738	897,269	837,451	538,362	239,272	0	0
Post CIL s106 Contingency Abnormals	0	0 0	2,991 0	8,973 0	4,000 16,450 0	8,000 20,936 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 20,936 0	10,000 13,459 0	8,000 5,982 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals Misc.	0 0 0	0 0 0	0 0 10,000	0 0 0	0 0 0	0 0 0	18,188 3,031 0	36,376 6,063 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	45,470 7,578 0	36,376 6,063 0
COSTS BEFORE LAND INT AND	3,620,056	0	873,635	310,143	620,710	808,650	893,183	914,402	925,012	925,012	925,012	925,012	925,012	925,012	925,012	925,012	925,012	925,012	982,749	921,436	614,869	306,302	53,048	42,439
For CIL calculation Interes Profit on cos Profit on GDN	st	63,351	64,460	80,876	87,719	100,117	116,020	123,071	120,008	111,772	103,391	94,864	86,188	77,360	68,377	59,238	49,938	40,475	30,847	22,061	12,048	0	0	0 4,042,348 0
Cash Flow	-3,620,056	-63,351	-938,095	-391,019	-708,429	-908,767	-402,938	175,057	470,643	478,879	487,260	495,787	504,463	513,291	522,274	531,414	540,713	550,176	502,066	572,166	888,746	1,209,361	1,462,615	-2,872,256
Opening Bala Closing Balar	ar 0 n -3,620,056	-3,683,407	-4,621,502	-5,012,521	-5,720,950	-6,629,716	-7,032,654	-6,857,597	-6,386,954	-5,908,075	-5,420,815	-4,925,028	-4,420,565	-3,907,274	-3,385,000	-2,853,586	-2,312,873	-1,762,697	-1,260,631	-688,465	200,280	1,409,641	2,872,256	0



SITE NAME	ed Greenfield B	<b>1</b>							]																
INCOME	Av Size m2	%	Number 135		Price £/m2		GIA m2		DEVELOPMEN	т соѕтѕ							Planning fee ca		rate			Build Cost BCIS	/m2 803		
Market Housing	91.7	82%	110		1,800		10,095		LAND	Land		/unit or m2 9,697	Total [	1,309,086			No dwgs under s	135 5 85	385	32,725		CfSH CfSH	16 0	2.00%	)
Shared Ownership	91.7	9%	12		1,260	1,443,588	1,146			Stamp Duty Easements etc.	20	1.500/	65,454 0	95.004			No dwgs over 5	( 85	115 <b>Total</b>			Lifetime SUDS SUDS	11	0.00%	
Affordable Rent	91.7	9%	12		875	1,002,492	1,146		PLANNING	Legals Acquisition	on	1.50%	19,636	85,091								Over-extra 4 Infrastructure	0 0 161	0.00%	
Social Rent	91.7	0%	0		810	0	0			Planning Fee Architects		6.00%					Stamp duty calc			1,309,086			991		
Grant and Subsidy	Shared Ownersl Affordable Rent Social Rent	•			0 0 0	0 0 0 0				QS / PM Planning Consul Other Professio		0.50% 1.00% 2.50%	128,542	1,327,924			125,000 250,000 500,000	0% 1% 3%	3%						
SITE AREA - Net SITE AREA - Gross	3.85 h 5.50 h		35 25			20,616,342	12,386			Build Cost - BCI	S Based	991	12,277,310				1,000,000 above	4% 5%	5% 5% <b>Total</b>						
Sales per Quarter Unit Build Time	0 3 C	Quarters								s106 / CIL Contingency Abnormals		2.50%	270,000 306,933 0	12,854,243			Stamp duty calc Land payment 125,000	c - Add Profit	1%	1,815,000					
Residual Land Valu				Per ha GROSS		<b>RUN Residual N</b>	MACRO ctrl+r Closing balance = (		FINANCE	Fees Interest		7.00%	10,000				250,000 500,000 1,000,000	1% 3% 4%	4%						
Alternative Use Valu		1,309,086 137,500 27,500	340,022	238,016 25,000 5,000		RUN CIL MACR	O ctrl+l Closing balance = (	)		Legal and Valua	tion	7.00%	10,000	20,000			above	5%	5% 5% <b>Total</b>						
Plus /ha		1,650,000 <b>1,815,000</b>		300,000 <b>330,000</b>		Check on phasing dw			SALES	Agents Legals		3.0% 0.5%	618,490 103,082				Pre CIL s106		£/ Unit (all) Total	270,000	, ]				
Additional Profit		-482,487	∵m2 -48						Developers Pro	Misc.			10,000	731,572		]	Post CIL s106 CIL	1,000	£/ Unit (all) £/m2		]				
										% Costs % GDV		20.00%			3,265,583 0				Total	·					
RESIDUAL CASH F	LOW FOR INTER	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				7	8	8 0	8	8 942,162	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	8 1,076,756	1,076,756	1,076,756	1,076,756	1,076,756	0
Shared Ownership Affordable Rent					0	0 0	0	74,853 51,981	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	85,546 59,407	0
Social Rent Grant and Subsidy INCOMI	<u> </u>	0	0	0	0 0	0	0 0	0 0 <b>1,068,996</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0 1,221,709	0 0 <b>1,221,709</b>	0 0 <b>1,221,709</b>	0 0
EXPENDITURE		A.T. /-												· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·	. ,	. ,		-	• -			• -	· · ·	
Stamp Duty Easements etc. Legals Acquisition		65,454 0 19,636																							
Planning Fee Architects		42,500 385,627		385,627																					
QS Planning Consultants Other Professional		32,136 64,271 160,678		32,136 64,271 160,678																					
Build Cost - BCIS Bast 106/CIL	ase		0	212,200 4,667	454,715 10,000	697,230 15,333	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	485,030 10,667	242,515 5,333	0	0	0
s106/CIL Contingency Abnormals			0 0	4,667 5,305 0	10,000 11,368 0	15,333 17,431 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	18,189 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	16,000 18,189 0	10,667 12,126 0	5,333 6,063 0	0 0 0	0 0	0 0
Finance Fees		10,000 10,000																							
Legal and Valuation Agents		10,000	0	0	0	0	0	32,070	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	36,651	0
Legals Misc.	AND INT AND	700 203	0	10,000	0	0	0	5,345	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	6,109	0
COSTS BEFORE L	UIAN IIAI AND	790,303	U	874,884	476,083	729,994	761,733	799,148	804,493	804,493	804,493	804,493	804,493	804,493	804,493	804,493	804,493	804,493	804,493	804,493	550,582	296,671	42,760	42,760	0
For Residual Valuat	Interest Profit on Costs Profit on GDV	1,309,086	36,739	37,382	53,347	62,612	76,483	91,151	88,024	82,263	76,402	70,437	64,369	58,194	51,911	45,518	39,013	32,395	25,660	18,808	11,836	298	0	0	0 3,265,583
	Cash Flow	-2,099,389	-36,739	-912,266	-529,430	-792,606	-838,215	178,696	329,192	334,953	340,815	346,779	352,848	359,023	365,305	371,698	378,203	384,822	391,556	398,408	659,291	924,740	1,178,949	1,178,949	-3,265,583
	Opening Balar Closing Balan	0 -2,099,389	-2,136,128	-3,048,394	-3,577,824	-4,370,430	-5,208,646	-5,029,949	-4,700,757	-4,365,804	-4,024,989	-3,678,210	-3,325,362	-2,966,339	-2,601,034	-2,229,336	-1,851,133	-1,466,311	-1,074,755	-676,347	-17,055	907,684	2,086,634	3,265,583	0
CASH FLOW FOR	CIL ADDITIONAL	PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME INCOME	As Above	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>1,068,996</b>	Q4 1,221,709	Q1 1,221,709	Q2 1,221,709	Q3 <b>1,221,709</b>	Q4 1,221,709	Q1 <b>1,221,709</b>	Q2 1,221,709	Q3 <b>1,221,709</b>	Q4 1,221,709	Q1 1,221,709	Q2 <b>1,221,709</b>	Q3 <b>1,221,709</b>	Q4 <b>1,221,709</b>	Q1 1,221,709	Q2 <b>1,221,709</b>	Q3 <b>1,221,709</b>	Q4 <b>0</b>
EXPENDITURE Land	-	1,815,000	<u> </u>	<u> </u>	<u> </u>		<u> </u>	., <del>,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,</del>	1,1 بعدر .	.,221,103	. , <b></b> 1 , 1 <b>U</b> 3	. , <b></b>	. 191 UJ	. , <b></b> 1 , 1 <b>V</b> 3	.,== 1,1 03	., <b></b> 1,1 U3	1 J L U J U J	.,221,103	191 با مصور.	1,1 03 عمر،	.,221,103	1,1221,103	.,a.a.1,1 U3	1,100	· ·
Stamp Duty Easements etc.		90,750 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Legals Acquisition		27,225 42,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS		42,500 385,627 32,136	0	385,627 32,136	0 0	0 0	0	0 0	0	0 0	0 0	0	0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0
Planning Consultants Other Professional		64,271 160,678	0 0	64,271 160,678	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Build Cost - BCIS Ba	ase	0	0	212,200 <b>-32,166</b>	454,715 -32,166	697,230 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544 -32,166	727,544	727,544	485,030	242,515	0	0	0
Post CIL s106 Contingency		0	0	5,305	11,368	7,000 17,431	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 12,126	8,000 6,063	0 0	0 0	0 0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc		0	0	0 0 10,000	0	0 0	0	32,070 5,345	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	36,651 6,109	0
COSTS BEFORE L	AND INT AND	2, <b>638,187</b>	0	10,000 <b>838,052</b>	433,917	689,495	721,567	7 <b>58,982</b>	7 <b>64,327</b>	764,327	7 <b>64,327</b>	7 <b>64,327</b>	7 <b>64,327</b>	7 <b>64,327</b>	7 <b>64,327</b>	7 <b>64,327</b>	7 <b>64,327</b>	764,327	7 <b>96,493</b>	7 <b>96,493</b>	547,915	299,337	4 <b>2,760</b>	4 <b>2,760</b>	<b>0</b>
For CIL calculation	Interest		16 160	46 07e	60 464	74 454	Q <i>1</i> /160	<u>0</u> 0 560	04 067	QQ EQQ	ga 0ea	75 FOO	60 017	62 D19	55 000	10 OEO	40 <b>0</b> 00	22 607	26 404	10 200	10 100	<b>5</b> 22	0	0	0
	Interest Profit on cost Profit on GDV		46,168	46,976	62,464	71,151	84,462	98,568	94,867	88,523	82,068	75,500	68,817	62,018	55,099	48,059	40,896	33,607	26,191	19,208	12,103	523	U	U	0 3,249,846 0
	Cash Flow	-2,638,187	-46,168	-885,028	-496,382	-760,646	-806,029	211,446	362,515	368,859	375,314	381,882	388,565	395,365	402,284	409,323	416,487	423,775	399,025	406,008	661,691	921,848	1,178,949	1,178,949	-3,249,846
	Opening Balar Closing Balan	0 -2,638,187	-2,684,355	-3,569,383	-4,065,765	-4,826,411	-5,632,440	-5,420,994	-5,058,479	-4,689,621	-4,314,307	-3,932,425	-3,543,860	-3,148,496	-2,746,212	-2,336,888	-1,920,402	-1,496,627	-1,097,601	-691,593	-29,902	891,947	2,070,896	3,249,846	0



SITE NAME nall Greenfield	d C																							
INCOME Av Size m2		Number 62		Pric £/m		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca	e dwgs				Build Cost BCIS	/m2 799		•••
Market Housing 94.5	5 82%	51	l	1,80	0 8,596,620	4,776		LAND	Land Stamp Duty		<b>/unit or m2</b> 14,155		877,595			No dwgs No dwgs under 5 No dwgs over 5		385			CfSH CfSH Lifetime	16 0 11	2.00%	<b>%</b>
Shared Ownership 94.5		6	3	1,26					Easements etc. Legals Acquisition		1.50%	(	)					Total			SUDS SUDS	0	0.00%	ı%
Affordable Rent 94.5 Social Rent 94.5		6		87				PLANNING	Planning Foo			6,000				Stamp duty cal	- Posidual			1	Over-extra 4 Infrastructure	0 120 <b>946</b>	15%	%
Social Rent 94.5  Grant and Subsidy Shared Owner  Affordable Re	ership	ŭ	)	81	0 0 0	,			Planning Fee Architects QS / PM Planning Consul	ltants	6.00% 0.50% 1.00%	348,366 29,030	) )			Land payment 125,000 250,000	0% 1%	1% 3%				940		
Social Rent SITE AREA - Net 2.00	) ha	31	l /ha		9,753,897	5,860		CONSTRUCTI	Other Professio		2.50%					500,000 1,000,000 above	3% 4% 5%	4% 0% 4%						
SITE AREA - Gross 2.50	) ha	25	5 /ha						Build Cost - BCl s106 / CIL Contingency	IS Based	946 2.50%	124,000	)			Stamp duty cal	c - Add Profit	Total	35,104					
Sales per Quarter 0 Unit Build Time 3	Quarters Site	Danka NET	Darka ODOCC		RUN Residual N		0	FINANCE	Abnormals			·	5,806,099			Land payment 125,000 250,000	0% 1%	3%						
Residual Land Value Alternative Use Value Uplift 20%	Whole Site <b>877,595</b> 62,500 12,500	438,797	Per ha GROSS  7 351,038  25,000  5,000		RUN CIL MACR	Closing balance =  RO ctrl+I  Closing balance =			Fees Interest Legal and Valua	ition	7.00%	10,000				500,000 1,000,000 above	3% 4% 5%	0%						
Uplift 20% Plus /ha 300,000  Viability Threshold	750,000		300,000 330,000		Check on phasing dw			SALES	Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	124,000					
Additional Profit	122,372	£/m2 <b>26</b>			601	Trock	ı	Developers Pro	Misc.		0.376	10,000		7,689,958	] 1	Post CIL s106	1,000							
									% Costs % GDV		20.00% 0.00%			1,537,992 0				Total						
RESIDUAL CASH FLOW FOR INT INCOME	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	3 Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership			2	5 0 0	5 0	5 0 0	5 277,310 22,032	5 693,276 55,079	5 693,276 55,079	5 693,276 55,079	5 693,276 55,079	5 693,276 55,079	5 693,276 55,079	5 693,276 55,079	5 693,276 55,079	693,276 55,079	693,276 55,079	693,276 55,079	693,276 55,079	0	0	0	0	0
Affordable Rent Social Rent				0	0 0	0	15,300 0	38,249 0	38,249	38,249 0	38,249 0	38,249 0	38,249	38,249 0	38,249 0	38,249 0	38,249	38,249 0	38,249 0	0	0 0	0	0	0
Grant and Subsidy INCOME	0	0	0	0	0	<b>0</b>	0 <b>314,642</b>	7 <b>86,605</b>	786,605	786,605	7 <b>86,605</b>	7 <b>86,605</b>	786,605	7 <b>86,605</b>	7 <b>86,605</b>	7 <b>86,605</b>	786,605	7 <b>86,605</b>	7 <b>86,605</b>	0 <b>0</b>	0	0	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc.	35,104 0																							
Legals Acquisition  Planning Fee	13,164 6,000																							
Architects QS	174,183 14,515 29,030		174,183 14,515 29,030																					
Planning Consultants Other Professional	72,576		72,576																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0	59,608 1,333 1,490	208,627 4,667 5,216	357,646 8,000 8,941	447,057 10,000 11,176	447,057 10,000 11,176	447,057 10,000 11,176	447,057 10,000 11,176	447,057 10,000 11,176	447,057 10,000 11,176	447,057 10,000 11,176	447,057 10,000 11,176	447,057 10,000 11,176	447,057 10,000 11,176	298,038 6,667 7,451	149,019 3,333 3,725	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	Ü	v	o o		v	o o	v		· ·	Ü	<b>U</b>		Ü	Ü	ů.	, and the second	v	Ü	v		Ü	Ü	Ü
Agents	0	0	0	0	0	0	9,439 1,573	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND	364,573	0	10,000 <b>362,736</b>	218,509	374,587	468,234	479,246	495,765	495,765	495,765	495,765	495,765	495,765	495,765	495,765	339,687	183,609	27,531	27,531	0	0	0	0	0
For Residual Valuati Land	877,595																							
Interest Profit on Costs Profit on GDV	t 6	21,738	22,118	28,853	33,182	40,318	49,218	52,960	48,797	44,561	40,251	35,866	31,404	26,864	22,244	17,544	10,030	0	0	0	0	0	0	0 1,537,9 0
Cash Flow Opening Balar	-1,242,168	-21,738	-384,854	-247,362	-407,769	-508,552	-213,822	237,880	242,043	246,279	250,588	254,974	259,436	263,976	268,596	429,374	592,966	759,073	759,073	0	0	0	0	-1,537,9
Closing Balan		-1,263,906	-1,648,760	-1,896,123	-2,303,892	-2,812,444	-3,026,266	-2,788,386	-2,546,343	-2,300,064	-2,049,476	-1,794,502	-1,535,066	-1,271,090	-1,002,495	-573,121	19,845	778,918	1,537,992	1,537,992	1,537,992	1,537,992	1,537,992	0
CASH FLOW FOR CIL ADDITIONA  INCOME  As Above	AL PROFIT Q1	<b>Year 1</b> Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	<b>3</b> Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME	0	0	0	0	0	0	314,642	786,605	786,605	786,605	786,605	786,605	786,605	786,605	786,605	786,605	786,605	786,605	786,605	0	0	0	0	0
EXPENDITURE Land	825,000																							
Stamp Duty Easements etc.	33,000 0 12,375	0	0	0	0 0	0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0	0	0	0	0 0	0 0	0	0
Legals Acquisition Planning Fee	6,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants	174,183 14,515 29,030	0 0 0	174,183 14,515 29,030	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Other Professional	72,576	0	72,576	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	0	U	59,608 <b>11,125</b>	208,627 11,125	357,646 11,125 2,000	447,057 11,125 5,000	447,057 11,125 5,000	447,057 11,125 5,000	447,057 11,125 5,000	447,057 11,125 5,000	447,057 11,125 5,000	447,057 11,125 5,000	447,057 11,125 5,000	447,057 5,000	447,057 5,000	298,038 5,000	149,019 5,000	0	0	0	0	0	0	0
Contingency Abnormals	0	0 0	1,490 0	5,216 0	8,941 0	11,176 0	11,176 0	11,176 0	11,176 0	11,176 0	11,176 0	11,176 0	11,176 0	11,176 0	11,176 0	7,451 0	3,725 0	0 0	0 0	0 0	0	0 0	0 0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0	0 0	0	0 0	0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0
Agents Legals	0 0	0	0 0 000	0	0	0	9,439 1,573	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	23,598 3,933	0	0	0	0	0
Misc. COSTS BEFORE LAND INT AND	0 1,186,680	0 <b>0</b>	10,000 <b>372,527</b>	224,967	379,712	0 <b>474,358</b>	0 <b>485,371</b>	501,890	501,890	0 <b>501,890</b>	0 <b>501,890</b>	0 <b>501,890</b>	501,890	0 <b>490,765</b>	0 <b>490,765</b>	338,020	185,276	27,531	0 <b>27,531</b>	0 <b>0</b>	0	0	0 <b>0</b>	<b>0</b>
For CIL calculation Interest	t	20,767	21,130	28,019	32,447	39,659	48,655	52,494	48,430	44,295	40,088	35,807	31,451	27,019	22,314	17,528	9,984	0	0	0	0	0	0	0
Profit on GDV		, <del></del>	, - <del>-</del>	, - · · <del>-</del>		, · · · ·	,	, <del>-</del> ·	, 23	, 23	,	,		, <del>-</del>	,	,				-				1,538,9 0
Cash Flow Opening Balan		-20,767	-393,658	-252,986 -1 854 091	-412,158 -2 266 249	-514,018	-219,384	232,221	236,285	240,420	244,627	248,908	253,264	268,821	273,525	431,057	591,345	759,073	759,073	0	0	0	0	-1,538,9
Closing Balan	-1,186,680	-1,207,447	-1,601,105	-1,854,091	-2,266,249	-2,780,267	-2,999,651	-2,767,430	-2,531,145	-2,290,725	-2,046,098	-1,797,190	-1,543,926	-1,275,105	-1,001,580	-570,523	20,822	779,895	1,538,968	1,538,968	1,538,968	1,538,968	1,538,968	0



SITE NAME naller Greenfiel	ld																							
INCOME Av Size m2	%	Number		Pric		GIA m2		DEVELOPMEN	NT COSTS						]	Planning fee ca		rate			Build Cost BCIS	/m2 795		
Market Housing 86.4	82%	24	4	1,80	3,802,464	2,112		LAND	Land		/unit or m2 12,834		385,010			No dwgs No dwgs under 5		385	11,550		CfSH CfSH	16 0	2.00%	%
Shared Ownership 86.4	9%	3	3	1,26	302,098	3 240			Stamp Duty Easements etc. Legals Acquisition		1.50%	11,550 0 5,775	17,325			No dwgs over 50	. 0	115 <b>Total</b>	11,550		Lifetime SUDS SUDS	0	0.00%	%
Affordable Rent 86.4		3	3	87		240		PLANNING												•	Over-extra 4 Infrastructure	0 119	15%	
Social Rent 86.4  Grant and Subsidy Shared Owners		0	)	81	0 0	0			Planning Fee Architects QS / PM		6.00% 0.50%					Stamp duty calc Land payment 125,000	c - Residual	<mark> </mark> 1%	385,010			941		
Affordable Ren Social Rent	•				0 0	) )			Planning Consul Other Professio		1.00% 2.50%	25,591	267,463			250,000 500,000	1% 3%	3% 0%						
SITE AREA - Net 1.00 h SITE AREA - Gross 1.25 h		30 24			4,314,352	2,592		CONSTRUCTI	I <b>ON</b> Build Cost - BCI	IS Boood	941	2 420 470				1,000,000 above	4% 5%	0% 3% <b>Total</b>	11 550					
SITE AREA - GIOSS 1.25 I	na	24	4 /na						s106 / CIL Contingency	is Based	2.50%	60,000				Stamp duty cale	c - Add Profit	i Otai	11,550	 				
Sales per Quarter 0 Unit Build Time 3	Quarters								Abnormals			0	2,559,133			Land payment 125,000	0%	<mark>-</mark> 1%	450,000					
Residual Land Value	Whole Site 385,010	Per ha NET 385,010	Per ha GROSS	Ī	RUN Residual I	MACRO ctrl+r Closing balance =		FINANCE	Fees Interest		7.00%	10,000				250,000 500,000 1,000,000	1% 3% 4%	3% 0% 0%						
Alternative Use Value Uplift 20%	62,500 12,500	,	50,000 10,000		RUN CIL MACR	RO ctrl+l Closing balance =			Legal and Valua	tion		10,000	20,000			above	5%	3% Total	13,500					
Plus /ha 300,000  Viability Threshold	375,000 <b>450,000</b>		300,000 <b>360,000</b>	=	Check on phasing dv			SALES	Agents		3.0% 0.5%					Pre CIL s106	_	£/ Unit (all)	60,000					
Additional Profit	-44,095	£/m2 <b>-21</b>	ī		COI	rrect			Legals Misc.		0.376	10,000	161,002	3,409,934		Post CIL s106	1,000	£/ Unit (all)	00,000	] ]				
			-					Developers Pro	% Costs		20.00%			681,987		CIL	0	£/m2 <b>Total</b>	30,000					
RESIDUAL CASH FLOW FOR INTE	REST	Year 1	ı			Year 2			% GDV	Year 3	0.00%			Year 4				Year 5				Year 6		
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership			3	0 0	0 0	0 0	3 380,246 30,210	3 380,246 30,210	3 380,246 30,210	3 380,246 30,210	3 380,246 30,210	3 380,246 30,210	380,246 30,210	380,246 30,210	380,246 30,210	380,246 30,210	0	0	0	0	0 0	0	0	0
Affordable Rent Social Rent				0 0	0 0	0 0	20,979	20,979	20,979 0	20,979 0	20,979	20,979	20,979 0	20,979	20,979	20,979 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Grant and Subsidy INCOME	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>431,435</b>	0 <b>431,435</b>	431,435	0 <b>431,435</b>	0 <b>431,435</b>	0 <b>431,435</b>	0 <b>431,435</b>	0 <b>431,435</b>	0 <b>431,435</b>	0 <b>431,435</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	<u> </u>	0 <b>0</b>
EXPENDITURE Stamp Duty	11,550																							
Easements etc. Legals Acquisition	0 5,775																							
Planning Fee Architects	11,550 76,774		76,774																					
QS Planning Consultants	6,398 12,796		6,398 12,796																					
Other Professional  Build Cost - BCIS Base	31,989	0	31,989 81,273	162,545	243,818	243,818	243,818	243,818	243,818	243,818	243,818	243,818	162,545	81,273	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	2,000 2,032	4,000 4,064	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	4,000 4,064	2,000 2,032	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Abnormals Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	10,000																							
Agents Legals Misc.	0 0	0 0	0 0 10,000	0	0	0 0	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	0	0 0	0 0	0	0	0 0	0	0
COSTS BEFORE LAND INT AND I	176,832	0	223,261	170,609	255,913	255,913	271,014	271,014	271,014	271,014	271,014	271,014	185,709	100,405	15,100	15,100	0	0	0	0	0	0	0	0
For Residual Valuatic Land	385,010	9.832	10,004	14,086	17,319	22,100	26,965	24,630	22,254	19,836	17,375	14,872	12,325	8.240	2,592	0	0	0	0	0	0	0	0	0
Profit on GDV		0,002	10,001	11,000	17,010	22,100	20,000	21,000	22,201	10,000	17,070	11,072	12,020	0,210	2,002	Ü		G	Ü	<b>o</b>		Ç	Ü	681,987 0
Cash Flow Opening Balar	-561,842 0	-9,832	-233,265	-184,695	-273,232	-278,013	133,456	135,792	138,168	140,586	143,046	145,550	233,401	322,790	413,743	416,335	0	0	0	0	0	0	0	-681,987
Closing Balan	-561,842	-571,674	-804,940	-989,635	-1,262,867	-1,540,880	-1,407,424	-1,271,633	-1,133,464	-992,878	-849,832	-704,283	-470,882	-148,091	265,652	681,987	681,987	681,987	681,987	681,987	681,987	681,987	681,987	0
CASH FLOW FOR CIL ADDITIONAL	L PROFIT	Year 1	1 Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	I Q1	Year 5	Q3	Q4	Q1	Year 6		Q4
INCOME As Above INCOME	0	0	0	0	0	0	431,435	431,435	431,435	431,435	431,435	431,435	431,435	431,435	431,435	431,435	0	0	0	0	0	0		0
EXPENDITURE Land	450,000																							
Stamp Duty	13,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 6,750	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0
Planning Fee Architects	11,550 76,774	0 0	0 76,774	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
QS Planning Consultants	6,398 12,796	0	6,398 12,796	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base	31,989 0	0	31,989 81,273	162,545	243,818	243,818	243,818	243,818	243,818	243,818	243,818	243,818	162,545	0 81,273	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106			-5,512	-5,512	-5,512 3,000	-5,512 3,000	-5,512 3,000	-5,512 3,000	-5,512 3,000	-5,512 3,000	3,000	3,000	3,000	3,000	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0	0 0	2,032 0	4,064 0	6,095 0	6,095 0	6,095 0	6,095 0	6,095 0	6,095 0	6,095 0	6,095 0	4,064 0	2,032 0	0 0	0 0	0	0 0	0 0	0	0	0 0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents	0	0	0	0	0	0	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	12,943 2,157	0	0	0	0	0	0	0	0
Legals Misc.  COSTS BEFORE LAND INT AND	0 6 <b>29,757</b>	0	10,000 <b>215,749</b>	0 0 161,097	247,401	0 0 <b>247,401</b>	2,157 0 <b>262,502</b>	2,157 0 <b>262,502</b>	2,157 0 <b>262,502</b>	2,157 0 <b>262,502</b>	2,157 0 <b>268,014</b>	2,157 0 <b>268,014</b>	0 184,709	0 101,405	2,157 0 <b>15,100</b>	0 15,100	0 0	0 0	0	0 0	0	0 0	0 0	0 0
	, <u></u>		, - <del></del>	,	,,,,,,	, <u></u>	,- <del></del>	,,,	,,,,,	,	, <u>-</u>	,	, - <del>-</del>	, , , -	,	,				<u> </u>				
For CIL calculation Interest Profit on cost		11,021	11,214	15,185	18,270	22,920	27,650	25,178	22,662	20,102	17,498	14,944	12,346	8,244	2,613	0	0	0	0	0	0	0	0	0 680,751
Profit on GDV					<u> </u>																			0
Cash Flow Opening Balar Closing Balan	-629,757 0 -629,757	-11,021 -640,777	-226,963 -867,740	-176,282 -1,044,023	-265,672 -1,309,695	-270,321 -1,580,016	141,283 -1,438,732	143,756 -1,294,977	146,271 -1,148,705	148,831 -999,874	145,924 -853,950	148,478 -705,473	234,380 -471,093	321,786 -149,306	413,722 264,416	416,335 680,751	0 680,751	0 680,751	0 680,751	0 680,751	0 680,751	0 680,751	0 680,751	-680,751 0
Olosii iy Balai ii	020,1 UI	о <del>л</del> о, <i>г11</i>	JU1,140	1,∪∓∓,∪∠∂	1,503,033	1,000,010	1,700,132	1,237,311	1,170,700	553,014	JJJ,JJU	, ,,,,,	77 1,000	1-10,000	۷۳,410	000,701	1 000,701	JJU, I J I	555,751	000,731	1 000,701	550,751	550,751	



SITE NAME	Small Site (BF)																								
INCOME	Av Size m2	%	Number		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee cal		rate			Build Cost BCIS	/m2 785		
Market Housing	78.7	82%	10		1,800		3 769		LAND	Land		/unit or m2 6,137	Total	73,639			No dwgs No dwgs under 5	12 12	385	4,620		CfSH CfSH	16 0	2.00	%
Shared Ownership	78.7	9%	1		1,260	0 110,023	87			Stamp Duty Easements etc. Legals Acquisition		1.50%	0 0 1,105	1,105			No dwgs over 50	0	115 <b>Total</b>	0 4,620		Lifetime SUDS SUDS	11 0 30	5.00	<b>0</b> / <sub>6</sub>
Affordable Rent	78.7	9%	1		875	5 76,405	5 87		PLANNING	Legais Acquisition	,,,,	1.30 /0	1,100	1,100								Over-extra 4 Infrastructure	0	15	
Social Rent	78.7		0		810	0	0			Planning Fee Architects		6.00%	4,620 59,065				Stamp duty calc		20/	73,639			969		
Grant and Subsidy	Shared Ownersh Affordable Rent Social Rent	•			(	) 0 ) 0 ) 0	)			QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	4,922 9,844 24,610	103,062			125,000 250,000 500,000	0% 1% 3%	0% 0% 0%						
SITE AREA - Net	0.30 ha		40			1,571,276	944		CONSTRUCTION	ON				·			1,000,000 above	4% 5%	0% 0%						
SITE AREA - Gross	s 0.30 ha	a	40	) /ha						Build Cost - BCI s106 / CIL Contingency	S Based	969 5.00%	914,682 24,000 45,734				Stamp duty cald	- Add Profit	Total	0	] ]				
Sales per Quarter Unit Build Time	0 3 Q	Quarters								Abnormals		0.0070	0	984,416			Land payment 125,000	0%	0%	126,000					
Residual Land Valu		Whole Site 73,639	Per ha NET <b>245,463</b>	Per ha GROSS 245,463		RUN Residual I	MACRO ctrl+r Closing balance = (	0	FINANCE	Fees Interest		7.00%	10,000				250,000 500,000 1,000,000	1% 3% 4%	0% 0% 0%						
Alternative Use Valu		105,000 21,000	243,400	350,000 70,000		RUN CIL MACR	RO ctrl+l Closing balance = (	0		Legal and Valua	ion	7.0070	10,000	20,000			above	5%	0% Total	0					
Plus /h <b>Via</b> l	a 0 bility Threshold	1 <b>26,000</b>		0 <b>420,000</b>		Check on phasing dv			SALES	Agents		3.0%	47,138				Pre CIL s106		/ Unit (all)	24 000					
Additional Profit		-44,551	E/m2 - <b>58</b>	1		COI	rrect			Legals Misc.		0.5%	7,856 10,000	64,995	1,247,216		Post CIL s106	1,000	fotal £/ Unit (all)	24,000	]				
		,		•						% Costs		20.00%			249,443		CIL	0	£/m2 <b>Total</b>	12,000					
RESIDUAL CASH F	FLOW FOR INTER	REST	Year 1				Year 2			% GDV	Year 3	0.00%			Vear 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				1	0	0 0	0	2 115,404 9,169	2 230,808 18,337	230,808 18,337	230,808 18,337	230,808 18,337	230,808 18,337	115,404 9,169	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0 0	0	6,367	12,734	12,734	12,734	12,734	12,734	6,367 0	0 0	0	0	0	0 0	0	0	0	0	0	0
Grant and Subsidy INCOM	E	0	0	0	0 <b>0</b>	0 0	0	0 <b>130,940</b>	0 <b>261,879</b>	0 <b>261,879</b>	0 <b>261,879</b>	0 <b>261,879</b>	0 <b>261,879</b>	0 <b>130,940</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
<b>EXPENDITURE</b> Stamp Duty		0																							
Easements etc. Legals Acquisition		0 1,105																							
Planning Fee Architects		4,620 29,532		29,532																					
QS Planning Consultants	S	2,461 4,922		2,461 4,922																					
Other Professional  Build Cost - BCIS B	ase	12,305	0	12,305 25,408	76,224	127,039	152,447	152,447	152,447	127,039	76,224	25,408	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency			0	667 1,270	2,000 3,811	3,333 6,352	4,000 7,622	4,000 7,622	4,000 7,622	3,333 6,352	2,000 3,811	667 1,270	0	0 0	0	0	0	0 0	0 0	0	0	0 0	0 0	0	0
Abnormals Finance Fees		10,000	U	U	Ü	0	U	Ü	0	0	U	U	U	U	U	0	0	U	U	U	0	0	U	0	0
Legal and Valuation		10,000	-	-	-		2	0.00-	<b>-</b>		<b>-</b> 6	7.0	7.0	0.000	^	-	-	_	•	_	-	_	2	-	-
Agents Legals Misc.		0 0	0	0 0 10,000	0 0	0	0	3,928 655	7,856 1,309	7,856 1,309	7,856 1,309	7,856 1,309	7,856 1,309	3,928 655	0	0	0 0	0 0	0	0 0	0 0	0	0	0	0
COSTS BEFORE L	AND INT AND	74,945	0	86,566	82,035	136,724	164,069	168,652	173,235	145,890	91,200	36,511	9,166	4,583	0	0	0	0	0	0	0	0	0	0	0
For Residual Valua	tiı Land Interest	73,639	2,600	2,646	4,207	5,716	8,209	11,224	12,080	10,740	8,898	6,067	2,229	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV		_,000	_,0 10	.,_01	3,7 10	3,200	, <b></b> _	. 2,000	.5,,, 40	3,000	5,001	_,	v	Ÿ	Ü	5	Ŭ	Ŭ	Š	Ü		v	J	249,443 0
	Cash Flow Opening Balar	-148,584 0	-2,600	-89,211	-86,242	-142,441	-172,278	-48,936	76,564	105,249	161,781	219,301	250,484	126,357	0	0	0	0	0	0	0	0	0	0	-249,443
	Closing Balan	-148,584	-151,184	-240,396	-326,637	-469,078	-641,356	-690,293	-613,729	-508,480	-346,699	-127,398	123,086	249,443	249,443	249,443	249,443	249,443	249,443	249,443	249,443	249,443	249,443	249,443	0
CASH FLOW FOR	CIL ADDITIONAL	<b>PROFIT</b>	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME INCOM	As Above	0	0	0	0	0	0	130,940	261,879	261,879	261,879	261,879	261,879	130,940	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		126,000																	,						
Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 1,890	0	0	0	0	0	0 0	0 0	0 0	0	0	0 0	0	0	0	0 0	0 0	0	0 0	0	0	0	0	0
Planning Fee Architects		4,620 29,532	0 0	0 29,532	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
QS Planning Consultants Other Professional	s	2,461 4,922 12,305	0	2,461 4,922 12,305	0	0 0	0 0	0	0 0	0 0	0 0	0	0	0 0	0 0	0	0	0 0 0	0 0	0 0 0	0	0 0	0 0	0	0
Build Cost - BCIS B	ase	12,305	0	25,408	76,224	127,039	152,447	0 152,447	0 152,447	127,039	76,224	25,408	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		^	^	-8,910	-8,910	-8,910 1,000	-8,910 2,000	-8,910 2,000	2,000	2,000	2,000	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	1,270 0	3,811 0	6,352 0	7,622 0	7,622 0	7,622 0	6,352 0	3,811 0	1,270 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals		0 0	0 0	0 0	0 0	0	0	3,928 655	7,856 1,309	7,856 1,309	7,856 1,309	7,856 1,309	7,856 1,309	3,928 655	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0
Misc.  COSTS BEFORE L	AND INT AND	0 <b>201,731</b>	0 <b>0</b>	10,000 <b>76,989</b>	0 <b>71,124</b>	0 125,481	0 <b>153,159</b>	0 157,742	0 171,235	0 144,557	0 91,200	0 <b>36,844</b>	0 <b>9,166</b>	0 4,583	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>
For CIL calculation																									
. Or OIL CARCULATION	Interest Profit on cost		3,530	3,592	5,002	6,334	8,641	11,473	12,143	10,769	8,904	6,073	2,241	0	0	0	0	0	0	0	0	0	0	0	0 248,762
	Profit on GDV	-201 721	-3 530	<u>-</u> ՋՈ <b>5</b> Ջ1	-76 127	-121 215	-161 200	-38 77F	78 500	106 554	161 775	218 062	250 472	126 257	0	0	0	0	0	0	0	0	n	0	0
	Cash Flow Opening Balar Closing Balan	-201,731 0 -201,731	-3,530 -205,261	-80,581 -285,842	-76,127 -361,969	-131,815 -493,784	-161,800 -655,584	-38,275 -693,859	78,502 -615,358	106,554 -508,804	161,775 -347,029	218,962	250,472 122,405	126,357 248,762	0 248,762	0 248,762	0 248,762	0 248,762	0 248,762	0 248,762	0 248,762	0 248,762	0 248,762	0 248,762	-248,762 0
•	<u> </u>					•				•											·	•			



SITE NAME 3mall Infill (BF)	<u> </u>																							
NCOME Av Size m2	%	Number 4		Price £/m2		GIA m2		DEVELOPME	NT COSTS							Planning fee call Planning app fee		rate			Build Cost BCIS	/m2 782		
arket Housing 80.0	100%	4		1,800	576,000	320		LAND	Land Stamp Duty		/unit or m2 12,916	<b>Total</b>	51,665			No dwgs No dwgs under 5 No dwgs over 5(	4 4	385 115	1,540		CfSH CfSH Lifetime	16 0 11	2.00%	
ared Ownership 80.0		0		1,260	0	0			Easements etc. Legals Acquisition		1.50%	0 775	775			The dwgs even of		Total	1,540		SUDS SUDS	0	5.00%	)
fordable Rent 80.0		0		875		0		PLANNING	Diam're Fre			4.540				0	Deather				Over-extra 4 Infrastructure	0 78	10%	,
cial Rent 80.0  ant and Subsidy Shared Owners		0		810	0	0			Planning Fee Architects QS / PM		6.00% 0.50%	1,540 19,147 1,596				Stamp duty calc Land payment 125,000	- Residual	0%	51,665			926		
Affordable Rer Social Rent	•			0	0	1			Planning Consul Other Professio		1.00% 2.50%	3,191 7,978				250,000 500,000	1% 3%	0% 0%						
TE AREA - Net 0.13   TE AREA - Gross 0.13		31 31			576,000	320		CONSTRUCT	ION Build Cost - BCl	S Based	926	296,301				1,000,000 above	4% 5%	0% 0% <b>Total</b>	0					
TE TIMEN GIGGS 0.10			/III						s106 / CIL Contingency	o Basca	5.00%	8,000 14,815				Stamp duty calc	- Add Profit	1000	0	]				
ales per Quarter 0 nit Build Time 3	Quarters				RUN Residual N	MACRO otel r		FINANCE	Abnormals			0	319,116			Land payment 125,000 250,000	0% 1%	0% 0%	54,600					
esidual Land Value	Whole Site 51,665	Per ha NET 397,426	Per ha GROSS 397,426			Closing balance =		INANGE	Fees Interest		7.00%	10,000				500,000 1,000,000	3% 4%	0% 0%						
ernative Use Value olift 20% Plus /ha 0	45,500 9,100		350,000 70,000		RUN CIL MACR	O ctrl+l Closing balance =	0	SALES	Legal and Valua	tion		10,000	20,000			above	5%	0% Total	0					
Viability Threshold	54,600		420,000		Check on phasing dw	vgs nos rect		SALES	Agents Legals		3.0% 0.5%	17,280 2,880				Pre CIL s106		£/ Unit (all) Total	8,000					
Iditional Profit	£ 845	E/m2 <b>3</b>							Misc.			10,000		455,168		Post CIL s106	1,000	£/ Unit (all)						
								Developers Pr	r <b>ofit</b> % Costs % GDV		20.00% 0.00%			91,034 0		CIL	0	£/m2 <b>Total</b>	4,000					
ESIDUAL CASH FLOW FOR INTE		Year 1			· •	Year 2			_	Year 3				Year 4		•		Year 5				Year 6		
COME ITS Started	Q1	Q2	<b>Q3</b>	Q4 1	Q1 1	<b>Q2</b>	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
arket Housing ared Ownership				0	0	0	144,000 0	144,000	144,000	144,000	0	0	0	0	0	0 0	0	0	0	0	0 0	0	0	0
fordable Rent ocial Rent rant and Subsidy				0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0
INCOME	0	0	0	0	0	0	144,000	144,000	144,000	144,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EPENDITURE  The same of the sa	0 0																							
gals Acquisition	775																							
nning Fee hitects	1,540 9,573 798		9,573 798																					
nning Consultants er Professional	1,596 3,989		1,596 3,989																					
d Cost - BCIS Base 6/CIL		0	24,692 667	49,383 1,333	74,075 2,000	74,075 2,000	49,383 1,333	24,692 667	0	0 0	0 0	0	0 0	0	0 0	0 n	0 0	0 0	0 0	0 0	0	0 0	0 0	0
ntingency normals		0 0	1,235 0	2,469	3,704 0	3,704 0	2,469 0	1,235 0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0
nce Fees al and Valuation	10,000 10,000																							
ents	0	0	0	0	0	0	4,320	4,320	4,320	4,320	0	0	0	0	0	0	0	0	0	0	0	0	0	0
als c. STS BEFORE LAND INT AND I	0 <b>38,271</b>	0	0 10,000 <b>52,549</b>	53,186	7 <b>9,779</b>	7 <b>9,779</b>	720 <b>58,226</b>	720 <b>31,633</b>	720 <b>5,040</b>	720 <b>5,040</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		<u> </u>	02,010	00,100	10,110	10,110	00,220	01,000	0,010	0,0.10		J			<u> </u>	Ţ,	<u> </u>					<u> </u>		
Residual Valuati Land Interest Profit on Costs	51,665	1,574	1,601	2,549	3,524	4,982	6,466	5,078	3,200	824	0	0	0	0	0	0	0	0	0	0	0	0	0	0 91,03 <sup>4</sup>
Profit on GDV																								0
Cash Flow Opening Balar Closing Balan	-89,936 0 -89,936	-1,574 -91,510	-54,150 -145,660	-55,735 -201,395	-83,303 -284,699	-84,761 -369,460	79,308 -290,151	107,289 -182,862	135,760 -47,102	138,136 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	0 91,034	-91,03 0
<u> </u>				201,000	20.,000			102,002	,102		01,001	01,001	0.,00.		01,001	01,001	0.,00.		01,001	0.,00	01,001		01,001	
SH FLOW FOR CIL ADDITIONAL COME As Above	Q1	<b>Year 1</b> Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	<b>Year 4</b> Q2	Q3	Q4	Q1	<b>Year 5</b> Q2	Q3	Q4	Q1	<b>Year 6</b> Q2	Q3	Q4
INCOME	0	0	0	0	0	0	144,000	144,000	144,000	144,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
PENDITURE nd	54,600																							
mp Duty sements etc.	0 0	0	0	0	0 0	0	0 0	0	0 0	0	0	0	0 0	0	0	0	0	0 0	0	0 0	0 0	0	0	0
als Acquisition ning Fee	819 1,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
itects	9,573 798	0	9,573 798	0	0 0	0	0	0	0	0	0	0	0 0	0 0	0	0	0	0 0	0	0 0	0 0	0 0	0	0 0
nning Consultants er Professional	1,596 3,989	0	1,596 3,989	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0
Cost - BCIS Base ENTIAL CIL	0	0	24,692 <b>845</b>	49,383	74,075	74,075	49,383	24,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
t CIL s106 tingency ormals	0 0	0 0	1,235 0	2,469 0	1,000 3,704 0	1,000 3,704 0	1,000 2,469 0	1,000 1,235 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
nce Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
al and Valuation	10,000 0	0	0	0	0	0	0 4,320	0 4,320	0 4,320	0 4,320	0	0	0	0	0	0	0	0	0	0	0	0	0	0
als	0	0	0 10,000	0	0	0	720 0	720 0	720 0	720 0	0	0	0	0	0	0	0	0	0	0	0 0	0 0	0	0
TS BEFORE LAND INT AND	92,915	0	52,727	51,853	78,779	78,779	57,893	31,966	5,040	5,040	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL calculation		1,626	1,654	2,606	3,559	5,000	6,466	5,073	3,201	825	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost Profit on GDV																								90,99
Cash Flow Opening Balar	-92,915 0	-1,626	-54,382	-54,459	-82,338	-83,779	79,641	106,961	135,759	138,135	0	0	0	0	0	0	0	0	0	0	0	0	0	-90,99
Closing Balan		-94,541	-148,922	-203,381	-285,719	-369,498	-289,857	-182,896	-47,137	90,998	90,998	90,998	90,998	90,998	90,998	90,998	90,998	90,998	90,998	90,998	90,998	90,998	90,998	0



The content of the	SITE NAME Small Infill								]																
Control   Cont			Number 4							IT COSTS							Planning app fee		s rate			BCIS	782		
Control   Cont	Market Housing 80.0	100%	4	ļ.	1,800	576,000	320		LAND					64,030			No dwgs under s					CfSH	16 0 11	2.00%	<b>%</b>
Martin			0				0			Easements etc.		1.50%	0 960	960			ite diige evel ev					SUDS SUDS	0	0.009	<b>%</b>
State   Stat			·				0		PLANNING	Diagning Foo			1.540				Stomp duty ook	- Posidual					0 78	109	%
Control   Cont	Grant and Subsidy Shared Owner Affordable Re	rship	0	,	0 0	0 0	) ) )			Architects QS / PM Planning Consul		0.50% 1.00%	18,359 1,530 3,060				Land payment 125,000 250,000	0% 1%	0%				007		
The content of the	SITE AREA - Net 0.13					576,000	320		CONSTRUCTE	<b>ON</b> Build Cost - BCI			283,789 8,000				1,000,000	4%	0%						
Part   Part									FINANCE	Abnormals		5.00%	0	305,978			Land payment 125,000 250,000	0% 1%	0%						
The column   The		<b>64,030</b> 6,500		<b>492,538</b> 50,000			_	O		Interest	tion	7.00%					1,000,000	4%	0%						
The column	Plus /ha 300,000	39,000		300,000	,	Check on phasing dv	wgs nos		SALES								Pre CIL s106		£/ Unit (all)						
The column   The	Additional Profit				l	COI	riect		Developers Pro	Misc.			10,000				Post CIL s106 CIL		£/ Unit (all) £/m2						
Control   Cont	RESIDUAL CASH FLOW FOR INT				0.1					% GDV		0.00%		04	0 Year 4			04	Year 5			04			04
Marchange		Q1	Q2		Q4	Q1 1	Q2		Q4	Q1 1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Control	Shared Ownership				0 0 0	0 0 0	0 0 0	_	0 0 0	144,000 0	0 0 0	144,000 0 0		144,000 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Part   Part	Social Rent Grant and Subsidy				0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0	0 0	0	0 0	0 0	0	0 0	0 0	0	0 0
Control   Cont		0	0	0	0	0	0	144,000	0	144,000	0	144,000	0	144,000	0	0	0	0	0	0	0	0	0	0	0
Control   1	Stamp Duty Easements etc.	0 0 960																							
Controlled   15   15   15   15   15   15   15   1	Architects	9,179																							
March	Planning Consultants	1,530		1,530																					
Control   Cont	s106/CIL		0	667	667	1,333	667	1,333	667	1,333	667	667	0	0	0	0	0	0	0 0	0	0	0 0	0 0	0	0
Section   Sect	Abnormals		0	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Martin   M																									
Control   Cont	Legals	0	0 0	0 0	0 0	0 0	0 0		0 0		0 0				0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Process   Proc		37,799	0		25,498	50,996	25,498	56,036	25,498	56,036	25,498	30,538	0	5,040	0	0	0	0	0	0	0	0	0	0	0
Part   Part	Interest	i	1,782	1,813	2,734	3,228	4,177	4,696	3,239	3,742	2,268	2,754	817	831	0	0	0	0	0	0	0	0	0	0	0
Part   Part																									
MODIE    Application   Color	Opening Balar	r O													0 90,653	0 90,653	Ü	0 90,653	0 90,653	O	0 90,653	0 90,653	0 90,653	0 90,653	
No.   No.	CASH FLOW FOR CIL ADDITIONA	AL PROFIT	Year 1				Year 2				Year 3				Year 4	ļ			Year 5				Year 6		
EXPENSIVE   1500.00   1500	INCOME As Above					Q1		Q3	Q4			Q3						Q1		Q3	Q4	Q1		Q3	
Fastmarks after.    0	EXPENDITURE	46,800	v	v	v		v	· ,000	J	177,000	v	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	v	1.77,000	v	<u> </u>	v		v	v	v		v	<u> </u>	•
Forming Fish	Easements etc.	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Architeciscs 9,779 0 9,779 0 9,779 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Coher-Principalisms  3.825 0 3.825 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Architects QS	9,179 765	0	765	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0
POTENTIAL CIL 2,198,211 2,225,895	Other Professional	3,825	0	3,825	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	υ 0	0	0
Contingnery  O 0 1,182 1,182 2,365 1,182 2,365 1,182 2,365 1,182 1,182 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	POTENTIAL CIL	_	0		23,649		23,649		23,649		23,649		0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Contingency	0	0 0	1,182 0	1,182 0		1,182 0	2,365	1,182 0		1,182 0	1,182	0	0	0	0	0	0 0	0	0	0	0	0	0	0 0
Agents 0 0 0 0 0 0 0 0 0 4,320 0 4,320 0 4,320 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0 0	0 0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Misc. 0 0 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Agents	0	0	0	0	0	0		0		0		0		0	0	0	0	0	0	0	0	0	0	0
For CIL calculation  Interest	Misc.	0 -2,113,870	0 0	•	0 <b>24,832</b>	0 50,663	0 <b>24,832</b>	0	0 24,832	0	0 <b>24,832</b>	0	0 0	0	0 0	0 0 <b>0</b>	0 0	0 0	0 0	0 0	0 0	0 <b>0</b>	0 0	0 0	0 0
Interest Profit on cost Profit on GDV																									
Opening Balar 0	Interest Profit on cost		0	0	2,780	3,263	4,207	4,715	3,253	3,744	2,264	2,739	807	821	0	0	0	0	0	0	0	0	0	0	
Closing Balan  2,113,870 2,113,870 -158,866 -186,478   -240,404 -269,443 -185,861 -213,945   -129,392 -156,488 -46,098 -46,905   91,235 91,23	Opening Balar	r O	·												0	0	Ç	0	0	Ü	0	0	0	0	-91,235
	Closing Balan	2,113,870	2,113,870	-158,866	-186,478	-240,404	-269,443	-185,861	-213,945	-129,392	-156,488	-46,098	-46,905	91,235	91,235	91,235	91,235	91,235	91,235	91,235	91,235	91,235	91,235	91,235	0



SITE NAME arge Greenfie	eld																							
INCOME Av Size		Number 300		Price £/m2		GI.	A 2	DEVELOPMEN	IT COSTS							Planning fee cal Planning app fee		rate			Build Cost BCIS	/m2 799		
Market Housing 91.2	2 82%			1,950		3 22,29	0	LAND	Land		<b>/unit or m2</b> 18,213		5,463,893			No dwgs No dwgs under 5	300 250	385	96,250		CfSH CfSH	16 0	2.00	)%
Shared Ownership 91.2	2 9%	28	3	1,365	5 3,453,279	2,53	0		Stamp Duty Easements etc. Legals Acquisiti		1.50%	273,199 81,95	)			No dwgs over 50	250	115 <b>Total</b>	28,750 125,000		Lifetime SUDS SUDS	11 0 (	0.00	<b>)</b> %
Affordable Rent 91.2				880		2,53	0	PLANNING											,		Over-extra 4 Infrastructure	0 160	20	
Social Rent 91.2  Grant and Subsidy Shared Owner		(	)	878	0 0	)	0		Planning Fee Architects QS / PM		6.00% 0.50%		5			Stamp duty calc Land payment 125,000	- Residual	1%	5,463,893			985	J	
Affordable Re Social Rent	•			(	0 0	) )			Planning Consu Other Profession		1.00% 2.50%	282,22	9			250,000 500,000	1% 3%	3% 4%						
SITE AREA - Net 10.00 SITE AREA - Gross 14.00		30 21			49,145,557	27,35	0	CONSTRUCT	ON Build Cost - BC s106 / CIL	IS Based	985	26,949,18 600,00				1,000,000 above	5%	5% 5% <b>Total</b>	273,195					
Sales per Quarter 0 Unit Build Time 3	Quarters								Contingency Abnormals		2.50%		0			Stamp duty calc Land payment 125,000	- Add Profit	1%	4,620,000					
Residual Land Value	Whole Site <b>5,463,893</b>	Per ha NET <b>546,389</b>	Per ha GROSS 390,278	1	RUN Residual I	MACRO ctrl+r Closing balance =	= 0	FINANCE	Fees Interest		7.00%	25,00	)			250,000 500,000 1,000,000	1% 3% 4%	3% 4% 5%						
Alternative Use Value Uplift 20%	350,000 70,000		25,000 5,000		RUN CIL MACE	R <b>O ctrl+l</b> Closing balance :	= 0		Legal and Valua	ation		10,00	35,000			above	5%	5% <b>Total</b>	231,000					
Plus /ha 300,000 Viability Threshold	4,200,000 <b>4,620,000</b>		300,000 <b>330,000</b>		Check on phasing do	wgs nos rrect		SALES	Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	600,000					
Additional Profit	1,440,868	£/m2 <b>65</b>	5				_	Davelenero Pr	Misc.			10,00	1,730,094	38,754,350		Post CIL s106	1,000	, ,						
								Developers Pr	% Costs % GDV		20.00% 0.00%			7,750,870 0		CIL	0	£/m2 <b>Total</b>	300,000					
RESIDUAL CASH FLOW FOR INT	EREST Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year
UNITS Started Market Housing Shared Ownership	15	30 2,173,299 172,664	30 4,346,599 345,328	30 4,346,599 345,328	30 4,346,599 345,328	30 4,346,599 345,328	30 4,346,599 345,328	30 4,346,599 345,328	30 4,346,599 345,328	30 4,346,599 345,328	15 4,346,599 345,328	2,173,299 172,664	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy		111,315 0 0	222,629 0 0	222,629 0 0	222,629 0 0	222,629 0 0	222,629 0 0	222,629 0 0	222,629 0 0	222,629 0 0	222,629 0 0	111,315 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
INCOME EXPENDITURE	0	2,457,278	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	2,457,278	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition	273,195 0 81,958																							
Planning Fee Architects	125,000 1,693,375		0																					
QS Planning Consultants Other Professional	141,115 282,229 705,573		0 0 0																					
Build Cost - BCIS Base s106/CIL		1,347,459 30,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	1,347,459 30,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		33,686 0	67,373 0	67,373 0	67,373	67,373 0	67,373 0	67,373 0	67,373	67,373 0	67,373 0	33,686 0	0 0	0	0	0 0	0	0	0	0	0 0	0	0	0
Finance Fees Legal and Valuation	25,000 10,000																							
Agents	0	73,718 12,286	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	73,718 12,286	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND	3,337,445	1,497,151	10,000 <b>3,004,301</b>	2,994,301	2,994,301	2,994,301	2,994,301	2,994,301	2,994,301	2,994,301	2,994,301	1,497,151	0	0	0	0	0	0	0	0	0		0	0
For Residual Valuatio Land	5,463,893																							
Interest Profit on Costs Profit on GDV	t .	616,094	592,011	499,734	400,298	293,901	180,056	58,242	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7,750,8 0
Cash Flow	-8,801,338	344,034	1,318,243	1,420,520	1,519,957	1,626,354	1,740,198	1,862,012	1,920,254	1,920,254	1,920,254	960,127	0	0	0	0	0	0	0	0	0	0	0	-7,750,8
Opening Balar Closing Balan		-8,457,305	-7,139,061	-5,718,541	-4,198,585	-2,572,231	-832,033	1,029,979	2,950,234	4,870,488	6,790,743	7,750,870	7,750,870	7,750,870	7,750,870	7,750,870	7,750,870	7,750,870	7,750,870	7,750,870	7,750,870	7,750,870	7,750,870	0
CASH FLOW FOR CIL ADDITIONA	AL PROFIT  Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 2
INCOME As Above INCOME	0	2,457,278	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	4,914,556	2,457,278	0	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land	4,620,000																							
Stamp Duty Easements etc.	231,000	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0 0	0
Legals Acquisition	69,300	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS	125,000 1,693,375 141,115	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0
Planning Consultants Other Professional	282,229 705,573	0 0	0	0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0 0	0	0 0	0 0	0
Build Cost - BCIS Base POTENTIAL CIL	0 130,988	1,347,459 130,988	2,694,919 130,988	2,694,919 130,988	2,694,919 130,988	2,694,919 130,988	2,694,919 130,988	2,694,919 130,988	2,694,919 130,988	2,694,919 130,988	2,694,919 130,988	1,347,459	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0 0	15,000 33,686 0	30,000 67,373 0	30,000 67,373 0	30,000 67,373 0	30,000 67,373 0	30,000 67,373 0	30,000 67,373 0	30,000 67,373 0	30,000 67,373 0	30,000 67,373 0	15,000 33,686 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	25,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0
Agents Legals	0 0	73,718 12,286	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	147,437 24,573	73,718 12,286	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0
Misc.  COSTS BEFORE LAND INT AND	8,033,580	0 1,613,139	10,000 <b>3,105,289</b>	3,095,289	0 3,095,289	3,095,289	3,095,289	3,095,289	0 3,095,289	0 3,095,289	0 3,095,289	0 1,482,151	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0	0 0
For CIL calculation																								
Interest Profit on cost Profit on GDV	t t	562,351	542,625	453,961	358,389	256,128	146,708	29,629	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7,799,2 0
Cash Flow Opening Balar	-8,033,580 r 0	281,789	1,266,641	1,365,306	1,460,877	1,563,139	1,672,558	1,789,638	1,819,266	1,819,266	1,819,266	975,127	0	0	0	0	0	0	0	0	0	0	0	-7,799,29
Closing Balan		-7,751,791	-6,485,150	-5,119,844	-3,658,967	-2,095,828	-423,270	1,366,368	3,185,634	5,004,901	6,824,167	7,799,294	7,799,294	7,799,294	7,799,294	7,799,294	7,799,294	7,799,294	7,799,294	7,799,294	7,799,294	7,799,294	7,799,294	0



SITE NAME ed Gre	eenfield A																								
INCOME A	Av Size m2	%	Number 170		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee call Planning app fee		rate			Build Cost BCIS	/m2 799		
Market Housing	91.1	82%	139		1,950	24,601,590	12,616		LAND	Land		/unit or m2 17,326		2,945,487			No dwgs No dwgs under 5	170 120	385			CfSH CfSH	16 0	2.00	%
Shared Ownership	91.1	9%	16		1,365	1,954,544	1,432			Stamp Duty Easements etc. Legals Acquisition	on	1.50%	147,274 0 44,182	191,457			No dwgs over 50	120	115 <b>Total</b>	13,800 60,000		Lifetime SUDS SUDS	11 0 0	0.00	%
Affordable Rent	91.1	9%	16		880	1,260,072	2 1,432		PLANNING	Logaio / toquiotite	511	1.0070	77,102	101,407								Over-extra 4 Infrastructure	0 160	209	
Social Rent	91.1	0%	0		878	0	0			Planning Fee Architects		6.00%	·				Stamp duty calc Land payment			2,945,487			985		
	ed Ownership dable Rent				0	0 0	)			QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	159,749				125,000 250,000 500,000	0% 1%	1% 3% 4%						
SITE AREA - Net	5.50 ha		31	/ha	O	27,816,206	) 5 15,480		CONSTRUCTION		ıldı	2.30%	399,373	1,037,492			1,000,000 above	4% 5%	5% 5%						
SITE AREA - Gross	7.80 ha		22			. ,	ŕ			Build Cost - BCI s106 / CIL	S Based	985	340,000						Total	147,274					
Sales per Quarter (	0 3 Ouarte	250								Contingency Abnormals		2.50%	381,339 0				Stamp duty calc		10/	2,574,000					
Unit Build Time	3 Quarte		Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r Closing balance =	0	FINANCE	Fees			10,000				125,000 250,000 500,000	0% 1% 3%	3%						
Residual Land Value Alternative Use Value		<b>2,945,487</b> 195,000	535,543	25,000		RUN CIL MACR	_			Interest Legal and Valua	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%	5%						
Plus /ha 300	•	39,000 2,340,000		5,000 300,000			Closing balance =	0	SALES	Amento		2.00/	024 400				Dro CII, e400	2.000	Total	128,700					
Viability Thr	iresnoia	<b>2,574,000</b> £/r	m2	330,000		Check on phasing dv	rrect			Agents Legals Misc.		3.0% 0.5%			21,772,921		Pre CIL s106		£/ Unit (all) Total	340,000					
Additional Profit		621,941	49						Developers Pro				10,000	000,007	21,112,021		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2						
										% Costs % GDV		20.00%			4,354,584 0				Total	170,000					
RESIDUAL CASH FLOW FO		<u>Γ</u> Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started				4	8	10	10	10	10	10	10	10	10	10	10	10	10	10	10	10	8				
Market Housing Shared Ownership Affordable Rent					0 0 0	0 0	0 0 0	578,861 45,989 29,649	1,157,722 91,979 59,298	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,447,152 114,973 74,122	1,157,722 91,979 59,298
Social Rent Grant and Subsidy					0 0	0 0	0 0	29,049 0 0	0 0 0	0 0	0	0	0 0	0	0	0 0	0	0	0	0	0	0	0 0	0 0	0 0 0
INCOME		0	0	0	0	0	0	654,499	1,308,998	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,308,998
EXPENDITURE Stamp Duty Easements etc.	14	17,274 0																							
Legals Acquisition	4	4,182																							
Planning Fee Architects	47	0,000 79,248		479,248																					
QS Planning Consultants	7	9,937 9,875		39,937 79,875																					
Other Professional  Build Cost - BCIS Base	19	99,686	0	199,686 119,636	358,908	657,998	837,451	897,269	897,269	897,269	897,269	897,269	897,269	897,269	897,269	897,269	897,269	897,269	897,269	897,269	837,451	538,362	239,272	0	0
s106/CIL Contingency			0	2,667 2,991	8,000 8,973	14,667 16,450	18,667 20,936	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	20,000 22,432	18,667 20,936	12,000 13,459	5,333 5,982	0	0
Abnormals  Finance Fees		0,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0,000 0,000																							
Agents Legals		0 0	0 0	0 0	0 0	0	0 0	19,635 3,272	39,270 6,545	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	39,270 6,545
Misc.  COSTS BEFORE LAND INT	IT AND I 1,0	70,203	0	10,000 <b>934,039</b>	375,880	689,114	877,054	962,609	985,516	996,970	996,970	996,970	996,970	996,970	996,970	996,970	996,970	996,970	996,970	996,970	934,323	621,089	307,856	57,269	45,815
For Residual Valuation	Land 2,9	45,487																							
Profit or			70,275	71,504	89,101	97,239	111,000	128,291	135,928	132,645	123,779	114,758	105,579	96,239	86,736	77,067	67,228	57,217	47,031	36,667	26,121	14,295	0	0	0 4,354,584
Profit o		015,689	-70,275	-1,005,544	-464,982	-786,353	-988,054	-436,400	187,554	506,632	515,498	524,519	533,699	543,038	552,541	562,211	572,050	582,060	592,246	602,611	675,803	1,000,863	1,328,392	1,578,979	-3,091,401
Openir	ing Balar	0	-4,085,964	-5,091,507	-5,556,489	-6,342,842	-7,330,896	-7,767,296	-7,579,742	-7,073,110	-6,557,612	-6,033,092	-5,499,394	-4,956,356	-4,403,814	-3,841,603	-3,269,554	-2,687,493	-2,095,247	-1,492,636	-816,833	184,031	1,512,422	3,091,401	0
CASH FLOW FOR CIL ADD	DITIONAL PRO	)FIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6	<b>;</b>	
INCOME As Abo		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		0	0	0	0	0	0	654,499	1,308,998	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,636,247	1,308,998
Land	2,5	74,000																							
Stamp Duty Easements etc.		28,700 0	0	0 0	0	0 0	0	0	0	0 0	0	0 0	0	0 0	0	0	0	0	0 0	0	0	0 0	0	0	0
Legals Acquisition  Planning Fee		8,610 0,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	47 3	79,248 9,937	0	479,248 39,937	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0
Planning Consultants Other Professional	7	9,875 99,686	0 0	79,875 199,686	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0						
Build Cost - BCIS Base POTENTIAL CIL		0	0	119,636 <b>38,871</b>	358,908 38,871	657,998 38,871	837,451 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269 38,871	897,269	837,451	538,362	239,272	0	0
POTENTIAL CIL Post CIL s106 Contingency		0	<b>0</b>	2,991	8,973	4,000 16,450	8,000 20,936	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 22,432	10,000 20,936	10,000 13,459	8,000 5,982	0 0	0 0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		0,000 0,000	0 0	0 0	0	0	0 0	0	0 0	0 0	0 0	0	0 0	0	0 0	0	0 0	0	0	0	0	0	0 0	0	0 0
Agents Legals		0 0	0 0	0 0	0 0	0 0	0 0	19,635 3,272	39,270 6,545	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	49,087 8,181	39,270 6,545
Misc.  COSTS BEFORE LAND INT	IT AND 3,6	0 <b>20,056</b>	0 <b>0</b>	10,000 <b>970,244</b>	0 <b>406,752</b>	0 <b>717,319</b>	0 <b>905,259</b>	9 <b>91,480</b>	0 <b>1,014,387</b>	0 1,025,841	0 <b>1,025,841</b>	1, <b>025,841</b>	0 <b>1,025,841</b>	0 <b>1,025,841</b>	0 <b>1,025,841</b>	1, <b>025,841</b>	0 <b>1,025,841</b>	1, <b>025,841</b>	1, <b>025,841</b>	986,970	9 <b>25,656</b>	619,089	0 <b>310,522</b>	5 <b>7,269</b>	0 <b>45,815</b>
For CIL calculation																									
Profit (	Interest t on cost		63,351	64,460	82,567	91,130	105,278	122,962	131,011	128,148	119,709	111,122	102,384	93,494	84,448	75,243	65,878	56,349	46,653	36,787	26,069	14,089	0	0	0 4,365,846
Profit o	on GDV	200.055	00.55		100 -	000	40:0-	,=====================================		105 -	400	100.5-	#00 TT	pro s	F07.5=		m x + =:	PR 4 5 =	F00 ==	010.75	00:-	4.005			0
	ing Balar	620,056 0 620,056	-63,351 -3,683,407	-1,034,704 -4,718,111	-489,319 -5,207,429	-808,449 -6,015,878	-1,010,537 -7,026,415	-459,943 -7,486,358	163,599 -7,322,759	482,258 -6,840,501	490,698 -6,349,803	499,285 -5,850,518	508,022	516,913 -4,825,583	525,959 -4,299,625	535,163	544,528 -3,219,934	554,057	563,753	612,490	684,522 -805,110	1,003,069 197,959	1,325,725 1,523,684	1,578,979 3,102,663	-3,102,663 0
Ciosini	January -3,0	0,000	J,JJU,TU1	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	5,201,723	5,515,676	.,020,710	. ,=00,000	, ,ULL,1 UI	1 5,570,501	о,ото,ооо	5,550,510	J,U⊤∠, <del>↑</del> JU	1,020,000	.,_00,020	O,1 OT, <del>1</del> 0Z	U, L I U, UUH	_,000,070	۵,۱۷۷,۱۷۷	۰, ۳۰۰,۰۰۷	500,110	1 101,308	.,020,004	5,102,003	U



r ed Greenfield	d B																							
INCOME Av Size		Number		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee cal		rate			Build Cost BCIS	/m2 803		
Market Housing 91.7		110		1,950		10,095		LAND	Land		/unit or m2 17,253	Total	2,329,146			No dwgs No dwgs under 5	135 85	385	32,725		CfSH CfSH	16		6
Shared Ownership 91.7	7 9%	12	2	1,365	1,563,887	7 1,146			Stamp Duty Easements etc. Legals Acquisition	nn.	1.50%	116,457 0 34,937				No dwgs over 50	85	115 <b>Total</b>			Lifetime SUDS SUDS	11 0	0.00%	<u>L</u>
Affordable Rent 91.7	7 9%	12	2	880	1,008,220	1,146		PLANNING	Legais Acquisitio	יוו	1.50%	34,937	131,394								Over-extra 4 Infrastructure	0 161		
Social Rent 91.7		C	)	878	3 0	0			Planning Fee Architects		6.00%	42,500 771,255				Stamp duty calc			2,329,146			991		
Grant and Subsidy Shared Owne Affordable Re Social Rent	•			0	0 0	) )			QS / PM Planning Consult Other Professio		0.50% 1.00% 2.50%	64,271 128,542 321,356				125,000 250,000 500,000 1,000,000	0% 1% 3% 4%	1% 3% 4% 5%						
SITE AREA - Net 3.85 SITE AREA - Gross 5.50		35 25			22,256,558	12,386		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	991	12,277,310 270,000				above	5%	5% <b>Total</b>						
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual N			FINANCE	Contingency Abnormals		2.50%	306,933 0	12,854,243			Stamp duty calc Land payment 125,000 250,000	0% 1%	3%						
Residual Land Value Alternative Use Value	Whole Site 2,329,146 137,500	604,973	Per ha GROSS <b>423,481</b> 25,000		RUN CIL MACR	Closing balance =	0		Fees Interest Legal and Valua	tion	7.00%	10,000 10,000				500,000 1,000,000 above	3% 4% 5%	5%						
Uplift 20% Plus /ha 300,000 Viability Threshold	27,500 1,650,000		5,000 300,000 <b>330,000</b>		Check on phasing dw	Closing balance =	o <b>]</b>	SALES	Agents	iioii	3.0%	667,697				Pre CIL s106		<b>Total</b> £/ Unit (all)	90,750					
Additional Profit	758,430	£/m2 <b>75</b>	5		cor	rrect		Developers Pro	Legals Misc.		0.5%	111,283 10,000		17,471,687		Post CIL s106	1,000	Total £/ Unit (all) £/m2	270,000					
									% Costs % GDV		20.00%			3,494,337 0				Total						
RESIDUAL CASH FLOW FOR INT	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing			7	8 0	0	8 0	8 1,020,675	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	8 1,166,486	1,166,486	1,166,486	1,166,486	1,166,486	0
Shared Ownership Affordable Rent Social Rent				0 0 0	0 0	0 0 0	81,090 52,278 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	92,675 59,746 0	0 0 0
Grant and Subsidy INCOME	0	0	0	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>1,154,044</b>	0 <b>1,318,907</b>	0 1,318,907	0 <b>1,318,907</b>	0 1,318,907	0 <b>1,318,907</b>	0 <b>1,318,907</b>	0 <b>1,318,907</b>	0 <b>1,318,907</b>	0 1,318,907	0 <b>1,318,907</b>	0 <b>1,318,907</b>	0 <b>1,318,907</b>	0 1,318,907	0 1,318,907	0 1,318,907	0 <b>1,318,907</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc.	116,457 0 34,937																							
Legals Acquisition Planning Fee	42,500																							
Architects QS	385,627 32,136		385,627 32,136																					
Planning Consultants Other Professional	64,271 160,678		64,271 160,678																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	212,200 4,667 5,305 0	454,715 10,000 11,368 0	697,230 15,333 17,431 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	727,544 16,000 18,189 0	485,030 10,667 12,126 0	242,515 5,333 6,063 0	0 0 0 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0 0	0 0	0 0	0 0	0 0	34,621 5,770	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	0 0
Misc.  COSTS BEFORE LAND INT AND	856,607	0	10,000 <b>874,884</b>	476,083	729,994	761,733	802,124	807,895	807,895	807,895	807,895	807,895	807,895	807,895	807,895	807,895	807,895	807,895	807,895	553,984	300,073	46,162	46,162	0
For Residual Valuatio Land Interest Profit on Costs	t	55,751	56,726	73,029	82,639	96,860	111,885	107,685	100,627	93,445	86,137	78,702	71,137	63,439	55,606	47,637	39,528	31,277	22,881	14,339	1,204	0	0	0 3,494,337
Profit on GDV	/																							0
Cash Flow Opening Bala Closing Balar		-55,751 -3,241,503	-931,611 -4,173,114	-549,113 -4,722,227	-812,633 -5,534,860	-858,593 -6,393,453	-6,153,419	403,328 -5,750,091	410,386 -5,339,705	417,568 -4,922,137	424,875 -4,497,262	432,310 -4,064,952	439,876 -3,625,076	-3,177,503	455,406 -2,722,096	463,376 -2,258,721	471,485 -1,787,236	479,736 -1,307,500	488,131 -819,369	750,585 -68,784	1,017,631 948,847	1,272,745	1,272,745 3,494,337	-3,494,337 0
CASH FLOW FOR CIL ADDITIONA		Year 1				Year 2				Year 3				Year 4				Year 5			<u> </u>	Year 6		
INCOME As Above INCOME	Q1 0	Q2 0	Q3 0	Q4 0	Q1 0	Q2 0	Q3 1,154,044	Q4 1,318,907	Q1 1,318,907	Q2 1,318,907	Q3 	Q4 1,318,907	Q1 1,318,907	Q2 1,318,907	Q3 1,318,907	Q4 1,318,907	Q1 1,318,907	Q2 1,318,907	Q3 	Q4 1,318,907	Q1 1,318,907	Q2 1,318,907	Q3 1, <b>318,907</b>	Q4 
EXPENDITURE Land	1,815,000	•	•	·		·	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,010,001	.,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,010,001	1,010,001	.,	.,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,010,001	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	1,515,551	.,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	·
Stamp Duty Easements etc.	90,750	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0	0 0	0 0	0 0
Legals Acquisition	27,225 42,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS	385,627 32,136	0	385,627 32,136	0	0 0	0	0 0	0	0 0	0 0	0	0	0	0	0	0 0	0	0	0	0	0 0	0	0	0
Planning Consultants Other Professional	64,271 160,678	0 0	64,271 160,678	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	212,200 <b>50,562</b>	454,715 50,562	697,230 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544 50,562	727,544	727,544	485,030	242,515	0	0	0
Post CIL s106 Contingency Abnormals	0 0	0 0	5,305 0	11,368 0	7,000 17,431 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 18,189 0	8,000 12,126 0	8,000 6,063 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents Legals Misc	0 0	0	0 0 10,000	0	0 0	0	34,621 5,770	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595 0	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595 0	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	39,567 6,595	0
COSTS BEFORE LAND INT AND	2,638,187	0	920,780	516,645	772,223	804,295	8 <b>44,686</b>	8 <b>50</b> ,4 <b>57</b>	8 <b>50</b> ,4 <b>57</b>	85 <b>0</b> ,457	8 <b>50,457</b>	8 <b>50</b> ,4 <b>57</b>	850,457	8 <b>50</b> ,4 <b>57</b>	850,457	8 <b>50,457</b>	8 <b>50,457</b>	<b>799,895</b>	7 <b>99,895</b>	5 <b>51,317</b>	302,739	46,162	46,162	0
For CIL calculation Interest Profit on cost	t t	46,168	46,976	63,912	74,072	88,882	104,512	100,928	94,496	87,952	81,293	74,518	67,624	60,610	53,472	46,210	38,821	31,302	22,768	14,083	897	0	0	0 3,509,510
Profit on GDV	/	40.400	007 750	E00 557	040.001	000 477	004.047	007 500	070.05 1	200.400	207 457	202.002	400.000	A07.044	444070	400.040	400.000	407.740	400.045	750 505	4.045.071	4 070 7 (7	4 070 7 15	0
Cash Flow Opening Bala Closing Balar		-46,168 -2,684,355	-967,756 -3,652,111	-580,557 -4,232,668	-846,294 -5,078,963	-893,177 -5,972,139	204,845	367,523	373,954 -5,025,817	380,499	387,157 -4,258,161	393,933	400,826 -3,463,402	407,841	414,978 -2,640,583	422,240 -2,218,343	429,629 -1,788,713	487,710 -1,301,003	496,245 -804,758	753,507 -51,251	1,015,271 964,020	1,272,745 2,236,765	1,272,745 3,509,510	-3,509,510 0
Joining Dalai	_,000,107	_, 55 1,550	-,, : ! !	,,		_,_,_,100	_,. 01,200	5,500,112	2,020,017	.,0 10,010	.,=55,101	.,, <b></b> .	-, .00, 102	_ , _ 55,551	_,0 .0,000	_, ,,,,,,,,,	.,. 55,1 10	.,,	,,	, = 0 1	55.,020	_,_55,750	_,555,610	



Column   C	Year 6  Q2  Q3  Q4  0  0  0  0  0  0  0  0  0  0  0  0  0
Market   M	Year 6  Q2 Q3 Q4  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
See   See	Year 6  Q2 Q3 Q4  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
March   Marc	Year 6  Q2 Q3 Q4  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Property column   Property c	Q2     Q3     Q4       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0
Part	Q2     Q3     Q4       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0
Part	Q2     Q3     Q4       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0
Part	Q2     Q3     Q4       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0
Part	Q2     Q3     Q4       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0
Part   Part	Q2     Q3     Q4       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0
	Q2     Q3     Q4       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0       0     0     0
MITS Seed	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
**************************************	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Marcore   Company   Comp	0 0 0 0 0
Signey   S	
Acceptions:    174,018   1	
Paring Constitution	
STORCICL   1,333   4,667   8,000   10,0	
Agents   0   0   0   0   0   0   0   0   0	0 0 0 0 0 0 0 0 0 0 0 0
Lagals 0 0 0 0 0 0 0 1,698 4.246 4.2	
COSTS BEFORE LAND INT AND 404,850 0 362,736 218,509 374,587 468,234 480,122 497,955 497,955 497,955 497,955 497,955 497,955 497,955 497,955 497,955 341,877 185,799 29,722 29,722 0 0 0	0 0 0 0 0 0
Interest Profit on Costs Profit on GDV  Cash Flow -1,767,088 -30,924 -394,201 -256,873 -417,446 -518,398 -199,684 288,500 293,549 298,686 303,913 309,231 314,643 320,149 325,752 487,530 652,140 819,465 819,465 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0
Profit on Costs Profit on GDV  Cash Flow -1,767,088 -30,924 -394,201 -256,873 -417,446 -518,398 -199,684 288,500 293,549 298,686 303,913 309,231 314,643 320,149 325,752 487,530 652,140 819,465 819,465 0 0 Opening Balar 0 Closing Balar 0 Closing Balar 0 Closing Balar 0 Closing Balar 1 0 Closing Balar	0 0
Closing Balar   O   Clos	1,648,408
Q1   Q2   Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q1   Q2   Q3   Q4   Q1   Q1   Q2   Q3   Q4   Q1   Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q3   Q4   Q4   Q1   Q3   Q4   Q4   Q4   Q4   Q4   Q4   Q4	0 0 -1,648,408 648,408 1,648,408 0
Q1   Q2   Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q1   Q2   Q3   Q4   Q1   Q1   Q2   Q3   Q4   Q1   Q3   Q4   Q1   Q2   Q3   Q4   Q1   Q3   Q4   Q4   Q1   Q3   Q4   Q4   Q4   Q4   Q4   Q4   Q4	Year 6
I INCOME I O O O O O O O O O O O O O O O O O O	Q2 Q3 Q4
EXPENDITURE	0 0 0
Land 825,000 Stamp Duty 41,250 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0
Easements etc.	0 0 0 0
Planning Fee         6,000         0	0 0 0 0 0 0
QS         14,515         0         14,515         0 <t< td=""><td>0 0 0 0 0 0 0 0</td></t<>	0 0 0 0 0 0 0 0
Build Cost - BCIS Base 0 0 59,608 208,627 357,646 447,057 447,	0 0 0
Post CIL s106 2,000 5,00	0 0 0 0 0 0
Abnormals 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0
Legal and Valuation         10,000         0 <td>0 0 0</td>	0 0 0
Legals         0 <td>•</td>	•
	0 0 0 0 0 0
For CIL calculation  Interest 20,911 21,277 29,080 34,437 42,597 52,555 56,951 52,820 48,616 44,339 39,987 35,559 31,053 25,362 19,572 11,008 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Profit on GDV Cash Flow -1,194,930 -20,911 -445,887 -306,129 -466,231 -569,037 -251,209 236,073 240,205 244,408 248,685 253,037 257,466 325,178 330,868 489,403 650,712 819,465 819,465 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Opening Balar 0 Closing Balan -1,194,930 -1,215,841 -1,661,728 -1,967,857 -2,434,088 -3,003,125 -3,254,334 -3,018,261 -2,778,056 -2,533,648 -2,284,963 -2,031,925 -1,774,460 -1,449,282 -1,118,414 -629,011 21,701 841,166 1,660,631 1,660,6	0 0 0



SITE NAME naller Greenfie	eld																							
INCOME Av Size m2		Number 30		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS		hurit on ma	Total				Planning fee cal	dwgs	rate			Build Cost BCIS	/m2 795	0.000/	
Market Housing 86.4	82%	24	1	1,950	4,119,336	2,112		LAND	Land Stamp Duty		/unit or m2 20,222		606,658			No dwgs No dwgs under 5 No dwgs over 50		385 115	11,550 0		CfSH CfSH Lifetime	16 0 11	2.00%	
Shared Ownership 86.4			3	1,365					Easements etc. Legals Acquisition	on	1.50%	0	)					Total	11,550		SUDS SUDS	0	0.00%	
Affordable Rent 86.4 Social Rent 86.4			)	880 878		240 0		PLANNING	Planning Fee			11,550	)			Stamp duty calc	: - Residual			1	Over-extra 4 Infrastructure	0 119 <b>941</b>	15%	
Grant and Subsidy Shared Owner Affordable Re Social Rent	rship			0 0 0	0 0 0				Architects QS / PM Planning Consult Other Profession		6.00% 0.50% 1.00% 2.50%	153,548 12,796 25,591	;			Land payment 125,000 250,000 500,000	0% 1% 3%	3% 4%	606,658					
SITE AREA - Net 1.00 SITE AREA - Gross 1.25		30 24			4,657,597	2,592		CONSTRUCTI	ON Build Cost - BCI: s106 / CIL Contingency	S Based	941 2.50%	60,000	)			1,000,000 above	5%	0% 4% <b>Total</b>	24,266	]				
Sales per Quarter 0 Unit Build Time 3	Quarters  Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	IACRO ctrl+r losing balance =	0	FINANCE	Abnormals		2.3070	10,000	2,559,133			Land payment 125,000 250,000 500,000	0% 1% 3%	3%	450,000					
Residual Land Value Alternative Use Value Uplift 20%	606,658 62,500 12,500		<b>485,327</b> 50,000 10,000	•	RUN CIL MACRO	O ctrl+l losing balance =	0		Interest Legal and Valuat	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 4% <b>Total</b>	18,000					
Plus /ha 300,000  Viability Threshold	375,000 <b>450,000</b>		300,000 <b>360,000</b>		Check on phasing dw.	gs nos		SALES	Agents Legals		3.0% 0.5%	23,288	1			Pre CIL s106		£/ Unit (all) Total	60,000	]				
Additional Profit	208,834	£/m2 <b>99</b>						Developers Pro	% Costs		20.00%		173,016	731,927		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	30,000					
RESIDUAL CASH FLOW FOR INTE	EREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	% GDV	Year 3 Q2	0.00% <b>Q3</b>	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			3	3	3	3	3 411,934	3 411,934	3 411,934	3 411,934	3 411,934	3 411,934	411,934	411,934	411,934	411,934	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent				0 0 0	0 0 0	0 0 0	32,727 21,099 0	32,727 21,099 0	32,727 21,099 0	32,727 21,099 0	32,727 21,099 0	32,727 21,099 0	32,727 21,099 0	32,727 21,099 0	32,727 21,099 0	32,727 21,099 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Grant and Subsidy INCOME	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>465,760</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	24,266 0 9,100																							
Planning Fee	11,550 76,774		76,774																					
Architects QS Planning Consultants Other Professional	6,398 12,796 31,989		6,398 12,796 31,989																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	81,273 2,000 2,032 0	162,545 4,000 4,064 0	243,818 6,000 6,095 0	243,818 6,000 6,095 0	243,818 6,000 6,095 0	243,818 6,000 6,095 0	243,818 6,000 6,095 0	243,818 6,000 6,095 0	243,818 6,000 6,095 0	243,818 6,000 6,095 0	162,545 4,000 4,064 0	81,273 2,000 2,032 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0 0	0 0	0 0	0 0	0 0	0 0	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
COSTS BEFORE LAND INT AND I	192,873	0	10,000 <b>223,261</b>	170,609	255,913	255,913	272,215	272,215	272,215	272,215	272,215	272,215	186,910	101,606	16,302	16,302	0	0	0	0	0	0	0	0
For Residual Valuati Land Interest Profit on Costs Profit on GDV	606,658	13,992	14,237	18,393	21,700	26,559	31,502	28,666	25,781	22,845	19,858	16,818	13,725	9,086	2,872	0	0	0	0	0	0	0	0	0 731,927
Cash Flow	-799,531	-13,992	-237,498	-189,002	-277,614	-282,472	162,043	164,879	167,764	170,700	173,687	176,727	265,124	355,068	446,586	449,458	0	0	0	0	0	0	0 -	-731,927
Opening Balar Closing Balan		-813,523	-1,051,021	-1,240,023	-1,517,636	-1,800,108	-1,638,065	-1,473,187	-1,305,423	-1,134,723	-961,035	-784,309	-519,185	-164,117	282,469	731,927	731,927	731,927	731,927	731,927	731,927	731,927	731,927	0
CASH FLOW FOR CIL ADDITIONA	1	Year 1		0.4	T 04	Year 2				Year 3			T 04	Year 4		0.4	0.1	Year 5		0.4	T 04	Year 6	00	
INCOME As Above INCOME	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>465,760</b>	Q4 <b>465,760</b>	Q1 465,760	Q2 <b>465,760</b>	Q3 <b>465,760</b>	Q4 <b>465,760</b>	Q1 <b>465,760</b>	Q2 <b>465,760</b>	Q3 <b>465,760</b>	Q4 <b>465,760</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>
EXPENDITURE Land	450,000																							
Stamp Duty Easements etc. Legals Acquisition	18,000 0 6,750	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Planning Fee	11,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants Other Professional	76,774 6,398 12,796 31,989	0 0 0	76,774 6,398 12,796 31,989	0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	81,273 <b>26,104</b>	162,545 26,104	243,818 26,104	243,818 26,104	243,818 26,104	243,818 26,104	243,818 26,104	243,818 26,104	243,818	243,818	162,545	81,273	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0 0	0 0	2,032	4,064 0	3,000 6,095 0	3,000 6,095 0	3,000 6,095 0	3,000 6,095 0	3,000 6,095 0	3,000 6,095 0	3,000 6,095 0	3,000 6,095 0	3,000 4,064 0	3,000 2,032 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0	0	0	0	0	0	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0	0 0	0 0	0 0	0 0
Agents Legals	0	0 0	0 0	0 0	0	0 0	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	13,973 2,329	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND I	0 <b>634,257</b>	0	10,000 <b>247,365</b>	0 192,713	0 <b>279,018</b>	0 <b>279,018</b>	0 295,319	0 295,319	0 295,319	0 295,319	0 269,215	0 269,215	0	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0
For CIL calculation																								
Interest Profit on cost Profit on GDV		11,099	11,294	15,820	19,470	24,693	30,008	27,550	25,050	22,506	19,917	16,826	13,681	9,023	2,825	0	0	0	0	0	0	0		0 734,639 0
Cash Flow Opening Balan	-634,257 0 -634,257	-11,099 -645,356	-258,659	-208,533 -1 112 549	-298,487 -1 411 036	-303,711	140,432	142,890	145,391	147,935	176,628	179,719	266,169	354,131	446,633 285,181	449,458 734 639	0 734 639	734 639	0 734 639	0	734 620	0 734 630		-734,639 0
Uiosing Baland	-034,257	-045,356	-904,015	-1,112,549	-1,411,036	-1,/14,/4/	-1,5/4,314	-1,431,424	-1,286,033	-1,138,098	- <del>9</del> 01,470	-181,/51	-515,583	-101,452	∠୪၁,181	734,639	734,639	7 34,039	134,639	734,639	/ 34,639	734,639	7.54,039	0



INCOME Av Siz																								
•	ze % n2	Number		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee calc		rate			Build Cost BCIS	/m2 785		
Market Housing 78				1,950		769		LAND	Land		/unit or m2 13,240	Total	158,876			No dwgs No dwgs under 5	12 12	385	4,620		CfSH CfSH	16 0	2.00%	6
Shared Ownership 78	3.7 9%	1		1,365	5 119,192	87			Stamp Duty Easements etc. Legals Acquisitio	n	1.50%	1,589 0 2,383				No dwgs over 50	0	115 <b>Total</b>	4,620		Lifetime SUDS SUDS	11 0 39	5.00%	%
	3.7 9%			880		87		PLANNING								Ctown duty colo	Decidual			1	Over-extra 4 Infrastructure	0 118	15%	
Social Rent 78  Grant and Subsidy Shared Own Affordable F Social Rent	Rent	0		878 0 0	0 0 0	0			Planning Fee Architects QS / PM Planning Consulta Other Profession		6.00% 0.50% 1.00% 2.50%	4,620 59,065 4,922 9,844 24,610				Stamp duty calc Land payment 125,000 250,000 500,000	- Residual 0% 1% 3%	1% 0% 0%	158,876			969		
SITE AREA - Net 0.3	30 ha 30 ha	40 40		0	1,696,285	944		CONSTRUCT	<b>ON</b> Build Cost - BCIS		969	914,682				1,000,000 above	5% 4% 5%	0% 1% <b>Total</b>	1,589					
Sales per Quarter 0 Unit Build Time 3	Quarters								s106 / CIL Contingency Abnormals		5.00%	24,000 45,734 0				Stamp duty calc Land payment 125,000	0%	1%	126,000					
Residual Land Value	Whole Site <b>158,876</b>		Per ha GROSS <b>529,587</b>		RUN Residual M	losing balance = (	0	FINANCE	Fees Interest		7.00%	10,000				250,000 500,000 1,000,000	1% 3% 4%	0% 0% 0%						
Alternative Use Value Uplift 20% Plus /ha 0	105,000 21,000 0		350,000 70,000 0		RUN CIL MACRO	O ctrl+I losing balance = (	0	SALES	Legal and Valuati	ion		10,000	20,000			above	5%	1% <b>Total</b>	1,260					
Viability Thresho			420,000		Check on phasing dwg				Agents Legals		3.0% 0.5%	8,481		4 000 000		Pre CIL s106		E/ Unit (all) Total	24,000					
Additional Profit	47,571	£/m2 <b>62</b>							Misc.  ofit  % Costs  % GDV		20.00% 0.00%	10,000	69,370	1,339,696 267,939		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	12,000					
RESIDUAL CASH FLOW FOR IN	NTEREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing	_		1	2	2 0	2	2 125,021	2 250,042	1 250,042	250,042	250,042	250,042	125,021	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent				0 0 0	0 0 0	0 0 0	9,933 6,403 0	19,865 12,807 0	19,865 12,807 0	19,865 12,807 0	19,865 12,807 0	19,865 12,807 0	9,933 6,403 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Grant and Subsidy INCOME	0	0	0	0 <b>0</b>	0 <b>0</b>	<b>0</b>	0 <b>141,357</b>	0 <b>282,714</b>	282,714	0 <b>282,714</b>	0 <b>282,714</b>	0 <b>282,714</b>	0 <b>141,357</b>	<b>0</b>	0 <b>0</b>	<b>0</b>	<b>0</b>	0	0 <b>0</b>	<b>0</b>	0	0	0	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	1,589 0 2,383																							
Planning Fee Architects	4,620 29,532		29,532																					
QS Planning Consultants Other Professional	2,461 4,922 12,305		2,461 4,922 12,305																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	25,408 667 1,270 0	76,224 2,000 3,811 0	127,039 3,333 6,352 0	152,447 4,000 7,622 0	152,447 4,000 7,622 0	152,447 4,000 7,622 0	127,039 3,333 6,352 0	76,224 2,000 3,811 0	25,408 667 1,270 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0 0	0 0	0 0	0	0 0	4,241 707	8,481 1,414	8,481 1,414	8,481 1,414	8,481 1,414	8,481 1,414	4,241 707	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND	D I 77,813	0	10,000 <b>86,566</b>	82,035	136,724	164,069	169,017	173,964	146,619	91,930	37,240	9,895	4,947	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatia Lar Intere Profit on Cos	est	4,142	4,215	5,803	7,340	9,861	12,905	13,615	11,950	9,778	6,610	2,430	0	0	0	0	0	0	0	0	0	0	0	0 267,939
Profit on GD Cash Flow		-4,142	-90,780	-87,838	-144,065	-173,931	-40,565	95,135	124,144	181,007	238,864	270,389	136,410	0	0	0	0	0	0	0	0	0	0	-267,939
Opening Bal Closing Bala		-240,831	-331,611	-419,449	-563,514	-737,445	-778,010	-682,875	-558,731	-377,724	-138,860	131,530	267,939	267,939	267,939	267,939	267,939	267,939	267,939	267,939	267,939	267,939	267,939	0
CASH FLOW FOR CIL ADDITION	NAL PROFIT	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	141,357	282,714	282,714	282,714	282,714	282,714	141,357	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	126,000																							
Stamp Duty Easements etc. Legals Acquisition	1,260 0 1,890	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	4,620 29,532	0 0	0 29,532	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
QS Planning Consultants Other Professional	2,461 4,922 12,305	0 0 0	2,461 4,922 12,305	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	25,408 <b>9,514</b>	76,224 9,514	127,039 9,514	152,447 9,514	152,447 9,514	152,447	127,039	76,224	25,408	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0 0	0 0	1,270 0	3,811 0	1,000 6,352 0	2,000 7,622 0	2,000 7,622 0	2,000 7,622 0	2,000 6,352 0	2,000 3,811 0	1,000 1,270 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals	0 0	0 0	0 0	0 0	0 0	0 0	4,241 707	8,481 1,414	8,481 1,414	8,481 1,414	8,481 1,414	8,481 1,414	4,241 707	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
ī	0 <b>D   202,991</b>	0 <b>0</b>	10,000 <b>95,413</b>	0 <b>89,549</b>	0 <b>143,905</b>	0 <b>171,584</b>	0 <b>176,531</b>	0 <b>171,964</b>	145,286	91,930	0 <b>37,573</b>	9,895	0 <b>4,947</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 0	0 0
Misc. COSTS BEFORE LAND INT ANI					1																			
Misc.  COSTS BEFORE LAND INT AND  For CIL calculation  Intere  Profit on co		3,552	3,615	5,347	7,008	9,649	12,821	13,661	11,962	9,766	6,598	2,424	0	0	0	0	0	0	0	0	0	0	0	0 268.314
For CIL calculation	ost OV	3,552	-99,028	-94,896	7,008	9,649	-47,995	97,089	11,962 125,466	9,766	6,598	2,424	0 136,410	0	0	0	0	0	0	0	0	0	0	0 268,314 0

Column   C	SITE NAME Small Infill (BF	·)																							
Second column			Number 4	r 1			/ GIA E m2			NT COSTS							Planning app fee		rate			BCIS			
Martin   M	Market Housing 80.0	100%	. 4	1	1,950	624,000	320		LAND				Total [ 0	85,644			No dwgs under 5				0	CfSH	16 0 11	2.009	%
Second Second				)			0			Easements etc.	n	1.50%	0 1,285	1,285			nto ango o ron oc				0	SUDS SUDS	0	5.009	%
Control   Cont							, ,		PLANNING	Planning Fee			1 540				Stamp duty calc	: - Residual			٦		0 78 <b>926</b>	109	%
Martin   1	Grant and Subsidy Shared Owner Affordable Re	rship			0	0 0	) ) )			Architects QS / PM Planning Consult		0.50% 1.00%	19,147 1,596 3,191	33,452			Land payment 125,000 250,000 500,000	0% 1%	0% 0%		<mark>4</mark>		323		
March   Marc						624,000	320		CONSTRUCTI	Build Cost - BCIS s106 / CIL	S Based		8,000				above		0%		0				
The column			Per ha NFT	Per ha GROSS				0	FINANCE	Abnormals		5.00%	0	319,116			Land payment 125,000 250,000	0% 1%	0%		0				
Part	Alternative Use Value Uplift 20%	<b>85,644</b> 45,500	658,801	<b>658,801</b> 350,000		RUN CIL MACR	RO ctrl+I		SALES	Interest	ion	7.00%		20,000			1,000,000	4%	0% 0%		0				
Composition   Composition	Viability Threshold		£/m2	420,000				]	CALLO	Legals			3,120	31,840	491,336				Total		0				
Part	Additional Profit	30,308	114	•					Developers Pro	% Costs					98,267 0		CIL	0	£/m2		0				
Control   Cont	INCOME			Q3		Q1			Q4	Q1			Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4
September 1	Market Housing Shared Ownership			1	•	0 0	1 0 0	156,000 0	156,000 0	156,000 0		0	0	0	0	0	0	0	0	0	0	0 0	0	0	0
Property of the content of the con	Affordable Rent Social Rent				0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Property 19	INCOME	0	0	0	0	0	0	156,000	156,000	156,000	156,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Control   Cont	Stamp Duty Easements etc.	0																							
Part   Part	Architects	9,573																							
Properties	Planning Consultants	1,596		1,596																					
March   Marc	Build Cost - BCIS Base s106/CIL Contingency		0	24,692 667 1,235	1,333 2,469	2,000 3,704	2,000	1,333	667 1,235	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Part   Part	Finance Fees		O	Ü	U	0	0	U	Ü	0	U	Ü	0	Ü	0	Ü	Ü	U	U	U	Ü	0	U	U	U
Main	Agents	0	0	_	0	0	0					0	0	0	0	0	0	0	0	0	0	0	0	0	0
March   Marc	Misc.	Ŭ	<b>0</b>	10,000	53,186	79,779	79,77 <b>9</b>					<b>0</b>	0	0	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	0	<b>0</b>	<b>0</b>	<b>0</b>
Palls   Table   Tabl	Interest		2,177	2,216	3,174	4,160	5,629	7,124	5,545	3,473	899	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Column   C	Profit on GDV		0.477	54.704	50.000	20,000	05.400	00.000	440,400	447.007	110.011														0
MODIE 1/2 03 04 01 02 03 04 02 03 04 03 04 03 04 03 04 03 04 03 04 03 04 04 04 04 04 04 04 04 04 04 04 04 04	Opening Balar	0										98,267		0 98,267	98,267	98,267	0 98,267	0 98,267	0 98,267	·	0 98,267	98,267	0 98,267	98,267	-98,267 0
Note   Note	CASH FLOW FOR CIL ADDITIONA				04	01			04	T 04			04	01			04	01			04	T 04		02	
Care   Care			0	·		·	0					0			0		0						0	0	·
Exements way.    Company	54,600																								
Archeries 9,573 O 9,573 O 0 0,573 O 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Easements etc.	0 0 819	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
OS 786 0 776 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Planning Fee		0 0		0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Baid Crist - BCIS flasse 0 0 24,692 49,983 74,075 74,075 49,983 24,892 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	QS Planning Consultants	798 1,596	0	798 1,596	0	0 0	0	0	0 0	0 0	0	0 0 0	0	0	0 0	0	0 0 0	0	0 0	0 0 0	0 0 0	0 0	0	0	0 0
Post Cit 1st06	Build Cost - BCIS Base		0	24,692	49,383	74,075	74,075	49,383	24,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuetion 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Post CIL s106 Contingency	0 0	0 0	-	2,469 0				1,235	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Legals 0 0 0 0 0 0 0 780 780 780 780 780 780 0 0 0			0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Misc. 0 0 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0 0	0 0	0 0	0 0	0 0	0 0	4,680 780				0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Interest 1,626 1,654 3,228 4,192 5,644 7,121 5,536 3,470 896 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Misc.	9 <b>2,915</b>	0 <b>0</b>		0 <b>51,853</b>	7 <b>8,779</b>	0 <b>78,779</b>	0 <b>58,313</b>	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
Cash Flow -92,915 -1,626 -89,904 -55,080 -82,971 -84,423 90,566 118,078 147,070 149,644 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Interest Profit on cost		1,626	1,654	3,228	4,192	5,644	7,121	5,536	3,470	896	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balar 0	Cash Flow		-1,626	-89,904	-55,080	-82,971	-84,423	90,566	118,078	147,070	149,644	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Opening Balar	0	-94,541	-184,445		-322,496	-406,919			-51,205		98,439	98,439	98,439	98,439	98,439	98,439	98,439	98,439	98,439	98,439	98,439	98,439	98,439	



SITE NAME Small Infill																								
INCOME Av Size m2	%	Number 4		Price £/m²		GIA m2		DEVELOPME	NT COSTS							Planning fee ca Planning app fee		rate			Build Cost BCIS	/m2 782		
Market Housing 80.0	100%	4		1,950	0 624,000	320		LAND	Land		/unit or m2 24,352	Total	97,408			No dwgs No dwgs under 5		385	1,540		CfSH CfSH Lifetime	16 0	2.00%	%
Shared Ownership 80.0	0%	0		1,36	5 0	0			Stamp Duty Easements etc. Legals Acquisition	on	1.50%	0 0 1,461	1,461			No dwgs over 50		115 <b>Total</b>	1,540		SUDS SUDS	0	0.00%	)%
Affordable Rent 80.0	0%	0		880		·		PLANNING												•	Over-extra 4 Infrastructure	0 78	10%	
Social Rent 80.0  Grant and Subsidy Shared Ownersh	0% hin	0	ı	878	8 0 0 0				Planning Fee Architects QS / PM		6.00% 0.50%	1,540 18,359 1,530	)			Stamp duty calc Land payment 125,000	c - Residual	0%	97,408			887		
Affordable Rent Social Rent	•			(	0 0 0	) )			Planning Consul Other Professio		1.00% 2.50%	3,060 7,649	1			250,000 500,000	1% 3%	0% 0%						
SITE AREA - Net 0.13 has SITE AREA - Gross 0.13 has		31 31			624,000	320		CONSTRUCT	Build Cost - BCI	S Based	887	283,789				1,000,000 above	4% 5%	0% 0% <b>Total</b>	0					
Sales per Quarter 0									s106 / CIL Contingency Abnormals		5.00%	8,000 14,189 0	1			Stamp duty calc	c - Add Profit		46,800					
	Quarters  Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r Closing balance =	0	FINANCE	Fees			10,000				125,000 250,000 500,000	0% 1% 3%	0% 0% 0%						
Residual Land Value  Alternative Use Value  Uplift 20%	<b>97,408</b> 6,500 1,300	749,292	<b>749,292</b> 50,000 10,000		RUN CIL MACR	RO ctrl+l Closing balance =	0		Interest Legal and Valua	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 0% <b>Total</b>	0					
Plus /ha 300,000  Viability Threshold	39,000 <b>46,800</b>		300,000 <b>360,000</b>	_	Check on phasing dw		]	SALES	Agents Legals		3.0% 0.5%	18,720 3,120				Pre CIL s106		£/ Unit (all) Total	8,000					
Additional Profit	£, 56,748	/m2 <b>177</b>	1				J	Developers Pr	Misc.		0.070	10,000		488,825		Post CIL s106	1,000		0,000					
								Developers Fi	% Costs % GDV		20.00% 0.00%			97,765 0		OIL	0	Total	4,000					
RESIDUAL CASH FLOW FOR INTER	REST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing			1	0	1 0	0	1 156,000	0	1 156,000	0	156,000	0	156,000	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent				0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0
Grant and Subsidy  INCOME	0	0	0	0 <b>0</b>	0	0 <b>0</b>	0 <b>156,000</b>	0 <b>0</b>	0 156,000	0 <b>0</b>	0 <b>156,000</b>	0 <b>0</b>	0 1 <b>56,000</b>	0 <b>0</b>	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 	0 <b>0</b>	0 0	0 <b>0</b>
EXPENDITURE Stamp Duty	0																							
Easements etc. Legals Acquisition	0 1,461																							
Planning Fee Architects	1,540 9,179		9,179																					
QS Planning Consultants Other Professional	765 1,530 3,825		765 1,530 3,825																					
Build Cost - BCIS Base		0	23,649	23,649	47,298	23,649	47,298	23,649	47,298	23,649	23,649	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals		0 0	667 1,182 0	667 1,182 0	1,333 2,365 0	667 1,182 0	1,333 2,365 0	667 1,182 0	1,333 2,365 0	667 1,182 0	667 1,182 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Finance Fees	10,000																							
Legal and Valuation  Agents	10,000	0	0	0	0	0	4,680	0	4,680	0	4,680	0	4,680	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0	0 10,000	0	0	0	780	0	780	0	780	0	780	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	38,300	<u> </u>	50,797	25,498	50,996	25,498	56,456	25,498	56,456	25,498	30,958	0	5,460	<u> </u>	<u> </u>	0	0	U	0	<u> </u>				0
For Residual Valuati Land Interest Profit on Costs	97,408	2,375	2,416	3,348	3,852	4,812	5,343	3,694	4,205	2,537	3,027	892	908	0	0	0	0	0	0	0	0	0	0	0
Profit on GDV																								97,765
Cash Flow Opening Balar Closing Balan	-135,708 0 -135,708	-2,375 -138,083	-53,214 -191,296	-28,846 -220,142	-54,849 -274,991	-30,311 -305,302	94,201	-29,192 -240,293	95,338 -144,955	-28,035 -172,990	122,014 -50,975	-892 -51,867	149,632 97,765	0 97,765	0 97,765	0 97,765	0 97,765	0 97,765	0 97,765	0 97,765	0 97,765	0 97,765	0 97,765	-97,765 0
CASH FLOW FOR CIL ADDITIONAL	·	Year 1		·	,	Year 2	•	·	,	Year 3		,	,	Year 4		,	,	Year 5	·	·		Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME EXPENDITURE	0	0	0	0	0	<u> </u>	156,000	0	156,000	0	156,000	0	156,000	<u> </u>	0	U	0	<u> </u>	U	<u> </u>				0
Land Stamp Duty	46,800 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 702	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Planning Fee Architects	1,540 9,179	0	0 9,179	0	0	0	0 0	0	0	0	0 0	0 0	0	0	0	0 0	0	0	0	0	0	0 0	0	0
QS Planning Consultants	765 1,530	0	765 1,530	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base	3,825 0	0	3,825 23,649	0 23,649	0 47,298	0 23,649	0 47,298	0 23,649	0 47,298	0 23,649	0 23,649	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106			56,748		1,000	0	1,000	0	1,000	0	1,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0 0	0 0	1,182 0	1,182 0	2,365 0	1,182 0	2,365 0	1,182 0	2,365 0	1,182 0	1,182 0	0 0	0	0 0	0	0 0	0	0 0	0	0	0	0 0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents Legals	0 0	0 0	0 0	0 0	0 0	0 0	4,680 780	0 0	4,680 780	0 0	4,680 780	0 0	4,680 780	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND	0 <b>84,341</b>	0 <b>0</b>	10,000 <b>106,879</b>	0 <b>24,832</b>	0 <b>50,663</b>	0 <b>24,832</b>	0 <b>56,123</b>	0 <b>24,832</b>	0 <b>56,123</b>	0 <b>24,832</b>	0 <b>31,292</b>	0 <b>0</b>	0 <b>5,460</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0 0	0 <b>0</b>
For CIL calculation																								
Interest Profit on cost Profit on GDV		1,476	1,502	3,398	3,892	4,847	5,367	3,713	4,212	2,538	3,017	887	903	0	0	0	0	0	0	0	0	0	0	0 98,041 0
Cash Flow	0.1.0.11		400 200	20 220	-54,556	-29,679	94,510	-28,544	95,665	27.270	404 004								0	0				-98,041
Opening Balar	-84,341 0	-1,476	-108,380	-28,230	-54,550	-23,013	34,310	-20,344	33,003	-27,370	121,691	-887	149,637	0	0	U	0	0	U	Ū	0	0	U	00,011

		Large Greenfield e	d Greenfield A e	d Greenfield B <sub>1</sub> a	ll Greenfield C all	er Greenfield	Small Site (BF) Sr	mall Infill (BF)	Small Infill a	rge Greenfield e	d Greenfield A e	d Greenfield B <sub>1</sub> a	ll Greenfield C all	er Greenfield	Small Site (BF) Sr	nall Infill (BF)	Small Infill
	Location	Zone 1	Zone 1	Zone 1	Zone 1	Zone 1	Zone 1	Zone 1	Zone 1	Zone 2	Zone 2	Zone 2	Zone 2	Zone 2	Zone 2	Zone 2	Zone 2
	Green/brown field	Green	Green	Green	Green	Green	Brown	Brown	Green	Green	Green	Green	Green	Green	Brown	Brown	Green
	Use	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Industrial	Paddock	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Industrial	Paddock
Site Area	Gross ha	14.00	7.80	5.50	2.50	1.25	0.30	0.13	0.13	14.00	7.80	5.50	2.50	1.25	0.30	0.13	0.13
	Net ha	10.00	5.50	3.85	2.00	1.00	0.30	0.13	0.13	10.00	5.50	3.85	2.00	1.00	0.30	0.13	0.13
Units		300	170	135	62	30	12	4	4	300	170	135	62	30	12	4	4
Mix	Market	81.50%	81.50%	81.50%	81.50%	81.50%	81.50%	100.00%	100.00%	81.50%	81.50%	81.50%	81.50%	81.50%	81.50%	100.00%	100.00%
	Intermediate to Buy	9.25%	9.25%	9.25%	9.25%	9.25%	9.25%	0.00%	0.00%	9.25%	9.25%	9.25%	9.25%	9.25%	9.25%	0.00%	0.00%
	Affordable Rent	9.25%	9.25%	9.25%	9.25%	9.25%	9.25%	0.00%	0.00%	9.25%	9.25%	9.25%	9.25%	9.25%	9.25%	0.00%	0.00%
	Social Rent	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternati	ve Land Valu(£/ha	25,000	25,000	25,000	25,000	50,000	350,000	350,000	50,000	25,000	25,000	25,000	25,000	50,000	350,000	350,000	50,000
	£ site	350,000	195,000	137,500	62,500	62,500	105,000	45,500	6,500	350,000	195,000	137,500	62,500	62,500	105,000	45,500	6,500
Uplift	£/ha	305,000	305,000	305,000	305,000	310,000	70,000	70,000	310,000	305,000	305,000	305,000	305,000	310,000	70,000	70,000	310,000
·	£ site	4,270,000	2,379,000	1,677,500	762,500	387,500	21,000	9,100	40,300	4,270,000	2,379,000	1,677,500	762,500	387,500	21,000	9,100	40,300
Viability <sup>*</sup>	Γhreshold £/ha	330,000	330,000	330,000	330,000	360,000	420,000	420,000	360,000	330,000	330,000	330,000	330,000	360,000	420,000	420,000	360,000
,	£ site	4,620,000	2,574,000	1,815,000	825,000	450,000	126,000	54,600	46,800	4,620,000	2,574,000	1,815,000	825,000	450,000	126,000	54,600	46,800
Residual	V⊦Net Ha £/ha	339,673	306,155	340,022	438,797	385,010	245,463	397,426	492,538	546,389	535,543	604,973	681,119	606,658	529,587	658,801	749,292
110010101	Gross £/ha	242,624	215,879	238,016	351,038	308,008	245,463	397,426	492,538	390,278	377,626	423,481	544,895	485,327	529,587	658,801	749,292
	£ site	3,396,734	1,683,854	1,309,086	877,595	385,010	73,639	51,665	64,030	5,463,893	2,945,487	2,329,146	1,362,237	606,658	158,876	85,644	97,408
					,	,			,	, ,			,	,	•	,	,
Addition	al Profit £ site	-1,376,970	-923,802	-482,487	122,372	-44,095	-44,551	845	24,395	1,440,868	621,941	758,430	695,272	208,834	47,571	36,368	56,748
	£/m2	-62	-73	-48	26	-21	-58	3	76	65	49	75	146	99	62	114	177



Number	1	Units	NET Area ha	Density erage Unit Size Units/ha m2		Density m2/ha		Total Cost	Rate £/m2	Locality eer	n/ Brown rnative Use
Large Greenfield		300	10.00	30.00 91		2,735		21,842,900	798.64	Zone 3	Green Agricultural
		Beds	No	m2	Total		BCIS	COST			
	Det 1	3		83.50	0.00		818	0			
	Det 2	3		90.50			818	0			
	Det 3	4		100.00	0.00		818	0			
	Det 4	4	60	120.00	7,200.00		818	5,889,600			
	Det 5	5	30	150.00	4,500.00		818	3,681,000			
	Det 6 Small Sc	4		92.00	0.00		1,134	0			
	Det 7 Small Sc	4		111.00			1,134	0			
	Det 8 Single	5		150.00	0.00		1,134	0			
	Semi 1	2		69.00			782	0			
	Semi 2	2	50	75.00			782	2,932,500			
	Semi 3 Semi 4	3	60	76.00 85.00	0.00 5,100.00		782 782	2 099 200			
	Semi 5	3	60	110.00	0.00		782	3,988,200			
	Ter 1	2		59.00	0.00		787	0			
	Ter 2	2	50	64.00			787	2,518,400			
	Ter 3	3	50	72.00	3,600.00		787	2,833,200			
	Ter 4	3	30	87.00			787	0			
	Flat 1	1		61.00	0.00		872	0			
	Flat 2	2		76.00			872	0			
	Flat 3	3		90.00	0.00		872	0			
	Flat 1 High	1		62.00	0.00		1,140	0			
	Flat 2 High	2		76.00	0.00		1,140	0			
	Flat 3 High	3		90.00	0.00		1,140	0			
	_								_		
Number	2	Units	NET Area	Density erage Unit Size		Density		Total Cost	Rate	Locality ee	n/Brown rnative Use
	2	_	ha	Units/ha m2	m2	m2/ha			£/m2		
Number  Med Greenfield A	2	Units <b>170</b>	ha <b>5.50</b>		m2 <b>15,480</b>			12,363,360		Locality ee Zone 3	n/Brown rnative Use Green Agricultural
		_	ha	Units/ha m2 30.91 91 m2	m2 15,480 Total	m2/ha	BCIS		£/m2		
	Det 1	170	ha <b>5.50</b>	Units/ha m2 30.91 91 m2 83.50	m2 15,480 Total 0.00	m2/ha	818	12,363,360	£/m2		
	Det 1 Det 2	170	ha <b>5.50</b>	Units/ha m2 30.91 91  m2 83.50 90.50	m2 15,480 Total 0.00 0.00	m2/ha	818 818	12,363,360	£/m2		
	Det 1 Det 2 Det 3	170	ha <b>5.50</b> No	Units/ha m2 30.91 91  m2 83.50 90.50 100.00	m2 15,480 Total 0.00 0.00 0.00	m2/ha	818 818 818	12,363,360 COST 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4	170	No 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00	m2 15,480 Total 0.00 0.00 0.00 3,600.00	m2/ha	818 818 818 818	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5	170	ha <b>5.50</b> No	Units/ha m2 30.91 91  m2  83.50  90.50  100.00  120.00  150.00	Total 0.00 0.00 0.00 3,600.00 3,000.00	m2/ha	818 818 818 818 818	12,363,360 COST 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	170	No 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00	Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00	m2/ha	818 818 818 818 818 1,134	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	170	No 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00	m2/ha	818 818 818 818 818 1,134 1,134	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	170	No 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00	m2/ha	818 818 818 818 818 1,134 1,134	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	170	No No 20	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00	m2/ha	818 818 818 818 818 1,134 1,134 1,134 782	12,363,360  COST 0 0 0 2,944,800 2,454,000 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	170	No 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00 2,250.00	m2/ha	818 818 818 818 818 1,134 1,134	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	170	No No 20	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00 2,250.00	m2/ha	818 818 818 818 818 1,134 1,134 1,134 782 782	12,363,360  COST 0 0 0 2,944,800 2,454,000 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	170	No 30 20 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	818 818 818 818 818 1,134 1,134 1,134 782 782 782	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	170	No 30 20 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00	m2/ha	818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	170	30 20 30 30 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00	m2/ha	818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	170	30 20 30 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00	m2/ha	818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	170	30 20 30 30 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00	m2/ha	818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	170	30 20 30 30 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 87.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00	m2/ha	818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	170	30 20 30 30 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00	m2/ha	818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	170	30 20 30 30 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00 90.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3 Flat 1 High	170	30 20 30 30 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 87.00 61.00 90.00	m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha	818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	170	30 20 30 30 30	Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00 90.00	Total 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		



Number	3	Units	NET Area	Density erage Uni	t Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	·	
Med Greenfield B		135	3.85	35.06	92	12,386	3,217		9,951,692	803.46	Zone 3	Green Agricultural
		Beds	No		m2	Total	Ī	BCIS	COST			
	Det 1	3	NO	+ ,	83.50	0.00		818	COST			
	Det 1	3			90.50	0.00		818	0			
	Det 3	1			00.00	0.00	+	818	0			
	Det 4	4	30		20.00	3,600.00		818	2,944,800			
	Det 5	5	10		50.00	1,500.00		818	1,227,000			
	Det 6 Small Sc	4			92.00	0.00		1,134	0			
	Det 7 Small Sc	4			11.00	0.00		1,134	0			
	Det 8 Single	5		1.	50.00	0.00		1,134	0			
	Semi 1	2			69.00	0.00		782	0			
	Semi 2	2	22		75.00	1,650.00		782	1,290,300			
	Semi 3	3			76.00	0.00		782	0			
	Semi 4	3	22		85.00	1,870.00		782	1,462,340			
	Semi 5	4		1:	10.00	0.00		782	0			
	Ter 1	2		!	59.00	0.00		787	0			
	Ter 2	2	20		64.00	1,280.00		787	1,007,360			
	Ter 3	3			72.00	0.00		787	0			
	Ter 4	3	20		87.00	1,740.00		787	1,369,380			
	Flat 1	1	6		61.00	366.00		872	319,152			
	Flat 2	2	5		76.00	380.00		872	331,360			
	Flat 3	3			90.00	0.00		872	0			
	Flat 1 High	1			62.00	0.00		1,140	0			
	Flat 2 High	2										
					76.00	0.00		1,140	0			
	Flat 3 High	3			90.00	0.00		1,140 1,140	0			
Number		3	NET Area		90.00	0.00	Density		0	Rate	Locality ee	n/Brown rnative Use
Number	Flat 3 High	3	NET Area		90.00	0.00	Density m2/ha			Rate £/m2	Locality ee	n/Brown rnative Use
Number Small Greenfield C	Flat 3 High	3		Density erage Uni	90.00 t Size	0.00 Developed			0		Locality ee Zone 3	n/Brown rnative Use Green Agricultural
	Flat 3 High	Units	ha <b>2.00</b>	Density erage Uni Units/ha	90.00 t Size m2 <b>95</b>	0.00 Developed m2 <b>5,860</b>	m2/ha	1,140	0 Total Cost <b>4,682,950</b>	£/m2		
	Flat 3 High 4	Units 62 Beds	ha	Density erage Uni Units/ha <b>31.00</b>	90.00 t Size m2 95	0.00 Developed m2 5,860 Total	m2/ha	1,140 BCIS	0 Total Cost	£/m2		
	Flat 3 High  4  Det 1	Units 62 Beds 3	ha <b>2.00</b>	Density erage Uni Units/ha <b>31.00</b>	90.00 t Size m2 95 m2 83.50	0.00  Developed m2 5,860  Total 0.00	m2/ha	1,140 BCIS 818	0 Total Cost 4,682,950 COST 0	£/m2		
	Flat 3 High  4  Det 1  Det 2	Units 62 Beds	ha <b>2.00</b>	Density erage Uni Units/ha <b>31.00</b>	90.00 t Size m2 95 m2 83.50	0.00  Developed m2  5,860  Total 0.00 0.00	m2/ha	1,140  BCIS  818  818	0 Total Cost <b>4,682,950</b>	£/m2		
	Flat 3 High  4  Det 1  Det 2  Det 3	Units 62 Beds 3	ha 2.00 No	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50	0.00 Developed m2 5,860  Total 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818	0 Total Cost 4,682,950  COST 0 0 0	£/m2		
	Flat 3 High  4  Det 1  Det 2	Units 62 Beds 3	ha <b>2.00</b>	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50	0.00  Developed m2  5,860  Total 0.00 0.00	m2/ha	1,140  BCIS  818  818	0 Total Cost 4,682,950  COST 0 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4	Units 62 Beds 3	ha 2.00  No	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50 00.00	0.00 Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00	m2/ha	3,140 BCIS 818 818 818 818	0 Total Cost 4,682,950  COST 0 0 1,374,240	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5	Units 62 Beds 3	ha 2.00  No	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50 00.00 20.00	0.00 Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00	m2/ha	1,140  BCIS  818  818  818  818  818	0 Total Cost 4,682,950  COST 0 0 1,374,240	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc	Units 62 Beds 3	ha 2.00  No	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 83.50 90.50 00.00 20.00 50.00	0.00 Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	3 Units  62  Beds 3 3 4 4 5 4 4 5 4 4	ha 2.00  No	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50 00.00 20.00 50.00 92.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00	m2/ha	3,140 BCIS 818 818 818 818 1,134 1,134	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2	3 Units  62  Beds 3 3 4 4 5 5 4 4 5 5	ha 2.00  No	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50 00.00 20.00 50.00 92.00 11.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3	3 Units  62  Beds 3 3 4 4 5 5 4 4 5 5	No No 14 6	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50 00.00 50.00 92.00 50.00 69.00 75.00 76.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 750.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4	3 Units 62  Beds 3 3 4 4 5 4 5 2 2	No No 6	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50 00.00 20.00 11.00 50.00 69.00 75.00 76.00 85.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5	3 Units  62  Beds 3 4 4 5 4 5 2 2 3	No No 14 6	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50 00.00 20.00 11.00 50.00 69.00 75.00 76.00 85.00 10.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  782	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1	3 Units  62  Beds 3 4 4 5 4 5 2 2 3	ha 2.00  No  14 6  10  12	Density erage Uni Units/ha 31.00	90.00 t Size m2 95 m2 83.50 90.50 00.00 20.00 50.00 69.00 76.00 85.00 10.00 59.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2	3 Units  62  Beds 3 3 4 4 5 4 5 2 2 3 3 4 4 2 2 2	No No 14 6	Density erage Uni Units/ha 31.00	90.00   t Size m2	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 0.00 0.00 640.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3	3 Units  62  Beds 3 4 4 5 4 5 2 2 3	ha 2.00  No  14 6  10  10	Density erage Uni Units/ha 31.00	90.00   t Size m2	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 0.00 640.00 0.00	m2/ha	1,140  BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4	3 Units  62  Beds 3 3 4 4 5 4 5 2 2 3 3 4 4 2 2 2	ha 2.00  No  14 6  10  12	Density erage Uni Units/ha 31.00	ego.00   t Size m2   ego.50   ego.50   ego.50   ego.60   0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 0.00 640.00 0.00 870.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0	£/m2			
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4  Flat 1	3 Units  62  Beds 3 3 4 4 5 4 5 2 2 3 3 4 4 2 2 2	ha 2.00  No  14 6  10  10	Density erage Uni Units/ha 31.00	90.00   t Size m2	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00 0.00 870.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0 684,690 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4  Flat 1  Flat 2	3 Units  62  Beds 3 3 4 4 5 4 5 2 2 3 3 4 4 2 2 2	ha 2.00  No  14 6  10  10	Density erage Uni Units/ha 31.00	90.00   t Size m2	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00 0.00 870.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0 684,690 0 0	£/m2		
	Plat 3 High  4  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4  Flat 1	3 Units  62  Beds 3 3 4 4 5 4 5 2 2 3 3 4 4 2 2 2	ha 2.00  No  14 6  10  10	Density erage Uni Units/ha 31.00	90.00   t Size m2	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00 0.00 870.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  872	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0 684,690 0	£/m2		

76.00 90.00

0.00

Flat 2 High

Flat 3 High



Number	5	Units	NET Area ha	Density erage Unit Siz Units/ha m		Density m2/ha		Total Cost	Rate £/m2	Locality ee	en/Brown rna	ative Use
Smaller Greenfield		30	1.00		6 2,592	2,592		2,059,544	794.58	Zone 3	Green	Paddock
		Beds	No		2 Total		BCIS	COST				
	Det 1	3		83.5			818	0				
	Det 2	3		90.5			818	0				
	Det 3	4		100.0			818	0				
	Det 4	4	7	120.0			818	687,120				
	Det 5	5		150.0			818	0				
	Det 6 Small Sc	4		92.0			1,134	0				
	Det 7 Small Sc	4		111.0			1,134	0				
	Det 8 Single	5		150.0			1,134	0				
	Semi 1	2		69.0			782	460,200				
	Semi 2	2	8	75.0			782	469,200				
	Semi 3	3	0	76.0			782	F21.7C0				
	Semi 4	3	8	85.0			782	531,760				
	Semi 5	4		110.0 59.0			782	0				
	Ter 1 Ter 2	2	4	64.0			787	201 472				
	Ter 3	3	3	72.0			787 787	201,472				
	Ter 4	3	3	87.0			787	169,992				
	Flat 1	1		61.0			872	0				
	Flat 2	2		76.0			872	0				
	Flat 3	3		90.0			872	0				
	Flat 1 High	1		62.0			1,140	0				
	Flat 2 High	2		76.0			1,140	0				
	Flat 3 High	3		90.0			1,140	0				
	riat 3 riigii			30.0	0.00		1,140					
Number	6	Units	NET Area	Density erage Unit Siz	e Developed	Density		Total Cost	Rate	Localityree	en/Brown rna	ative I Ise
Number	· ·	Offics	ha		2 m2	m2/ha		Total Cost	£/m2	Locality Co	JII/ DI OWII IIII	ative osc
						111 <b>2</b> /110			_/			nductrial
Small Site (BF)		12		·				741.228	785.20	Zone 3	Brown I	nuusmat
Small Site (BF)		12	0.30	·	9 944	3,147		741,228	785.20	Zone 3	Brown I	iiuustiiai
Small Site (BF)		12 Beds	0.30	40.00			BCIS	741,228 COST	785.20	Zone 3	Brown I	Huustriai
Small Site (BF)	Det 1			40.00	9 944 2 Total		<b>BCIS</b> 818	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	nuustriai
Small Site (BF)	Det 1 Det 2	Beds	0.30	40.00 7	9 944 2 Total 0 0.00			· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	naustriai
Small Site (BF)		Beds 3	0.30	40.00 7 83.5	9 944 2 Total 0 0.00 0 0.00		818	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	nuustriai
Small Site (BF)	Det 2	Beds 3 3	0.30	40.00 m 83.5 90.5	9 944 2 Total 0 0.00 0 0.00 0 0.00		818 818	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	ndustriai
Small Site (BF)	Det 2 Det 3	Beds 3 3	0.30	40.00 7 83.5 90.5	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	nuustriai
Small Site (BF)	Det 2 Det 3 Det 4	Beds 3 3	0.30	40.00 7 83.5 90.5 100.0	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	nuustriai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5	Beds 3 3	0.30	40.00 7 83.5 90.5 100.0 120.0	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818 818	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	nuustriai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Beds 3 3	0.30	40.00 7 83.5 90.5 100.6 120.6 150.6 92.6	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818 818 1,134	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	nuustriai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Beds 3 3	0.30	40.00 7 83.5 90.5 100.0 120.0 92.0 111.0	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818 818 1,134 1,134	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	nuustriai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Beds 3 3	0.30	40.00 7 83.5 90.5 100.6 120.6 150.6 92.6 111.6 150.6	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818 818 1,134 1,134 1,134	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	nuustriai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	Beds 3 3	0.30	40.00 7 83.5 90.5 100.0 120.0 150.0 150.0 69.0	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	iliuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Beds 3 3 4 4 4 5 4 5 2 2	0.30	40.00 7 83.5 90.5 100.6 120.6 150.6 111.6 150.6 69.6 75.6	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782	· · · · · · · · · · · · · · · · · · ·	785.20	Zone 3	Brown I	iliuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Beds 3 3 4 4 4 5 4 5 2 2	0.30 No	40.00 7 83.5 90.5 100.6 120.6 150.6 69.6 75.6 76.6	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	785.20	Zone 3	Brown I	iliuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Beds 3 3 4 4 4 5 4 5 2 2	0.30 No	40.00 7 7 83.5 90.5 100.0 120.0 150.0 150.0 69.0 75.0 76.0 85.0	9 944  2 Total 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 782	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	785.20	Zone 3	Brown I	iliuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Beds 3 3 4 4 4 5 4 5 2 2	0.30 No	40.00 7 83.5 90.5 100.6 120.6 150.6 111.6 150.6 75.6 76.6 85.6 110.6 59.6 64.6	9 944  2 Total 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	785.20	Zone 3	Brown I	iliuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	Beds 3 3 4 4 4 5 4 5 2 2	0.30 No	40.00 7 83.5 90.5 100.0 120.0 150.0 150.0 69.0 75.0 76.0 85.0 110.0 59.0	9 944  2 Total 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0	785.20	Zone 3	Brown I	illuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 2 2 2	0.30 No	40.00 7 83.5 90.5 100.0 120.0 150.0 150.0 69.0 75.0 76.0 85.0 110.0 59.0 64.0 72.0 87.0 87.0	9 944  2 Total 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0	785.20	Zone 3	Brown I	illuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 2 2 2	0.30 No 4	40.00 7 83.5 90.5 100.6 120.6 150.6 111.6 150.6 110.6 110.6 150.6 110.6	9 944  2 Total 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472	785.20	Zone 3	Brown I	illuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 2 2 2	0.30 No 4	40.00 7 83.5 90.5 100.0 120.0 150.0	9 944  2 Total 0 0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472	785.20	Zone 3	Brown I	illuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 2 2 2	0.30 No 4	40.00 7 83.5 90.5 100.0 120.0 150.0 150.0 150.0 75.0 76.0 85.0 110.0 59.0 64.0 72.0 87.0 61.0 90.0 90.0	9 944  2 Total 0 0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472	785.20	Zone 3	Brown I	illuusti lai
Small Site (BF)	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 2 2 2	0.30 No 4	40.00 7 83.5 90.5 100.0 120.0 150.0	9 944  2 Total 0 0.00	3,147	818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472	785.20	Zone 3	Brown I	illuusti lai

76.00 90.00

Flat 2 High

Flat 3 High

0.00



Number	7	Units	NET Area	Density er	rage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown ri	native Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	,	,	
Small Infill (BF)		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 3	Brown	Industrial
					-1		1						
	2.4	Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	3			150.00	0.00		1,134	0				
	Semi 1	2	2		69.00	0.00		782	<u> </u>				
	Semi 2 Semi 3	2	2		75.00	150.00		782	117,300				
		3	2		76.00	0.00		782	122.040				
	Semi 4	3	2		85.00	170.00		782	132,940				
	Semi 5	4			110.00	0.00		782	0				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2			64.00	0.00		787	0				
	Ter 3	3			72.00	0.00		787	0				
	Ter 4	3			87.00	0.00		787	0				
	Flat 1	1			61.00	0.00		872	0				
	Flat 2	2			76.00	0.00		872	0				
	Flat 3	3			90.00	0.00		872	0				
	Flat 1 High	1			62.00	0.00		1,140	0				
	Flat 2 High	2			76.00	0.00		1,140	0				
							I						
	Flat 3 High	3			90.00	0.00		1,140	0				
Number		<u> </u>	NET Area	Density er	•	•	Density	1,140	<u> </u>	Rate	Locality ee	n/Brown ri	native Use
Number	Flat 3 High 8	<u> </u>	NET Area ha		rage Unit Size	Developed		1,140	0 Total Cost	Rate £/m2	Locality ee	n/Brown ri	native Use
Number  Small Infill		<u> </u>	NET Area ha <b>0.13</b>	Density er Units/ha <b>30.77</b>	•	•	Density m2/ha <b>2,462</b>	1,140	<u> </u>	Rate £/m2 <b>782.00</b>	Locality ee Zone 3		native Use Paddock
		Units 4	ha <b>0.13</b>	Units/ha	rage Unit Size m2 <b>80</b>	Developed m2 <b>320</b>	m2/ha		Total Cost <b>250,240</b>	£/m2			
	8	Units	ha	Units/ha	rage Unit Size m2 <b>80</b> <b>m2</b>	Developed m2 320	m2/ha	BCIS	Total Cost	£/m2			
	Det 1	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	rage Unit Size m2 <b>80</b> m2 83.50	Developed m2 320 Total 0.00	m2/ha	<b>BCIS</b> 818	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2	Units 4  Beds	ha <b>0.13</b>	Units/ha	rage Unit Size m2 <b>80</b> <b>m2</b> 83.50 90.50	Developed m2 320 Total 0.00 0.00	m2/ha	BCIS 818 818	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2 Det 3	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	m2 80 83.50 90.50 100.00	Developed m2 320  Total 0.00 0.00 0.00	m2/ha	BCIS 818 818 818	Total Cost  250,240  COST 0	£/m2			
	Det 1 Det 2 Det 3 Det 4	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	rage Unit Size m2 80 m2 83.50 90.50 100.00 120.00	Developed m2 320  Total 0.00 0.00 0.00 0.00	m2/ha	BCIS 818 818 818 818	Total Cost  250,240  COST 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	rage Unit Size m2 80 m2 83.50 90.50 100.00 120.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00	m2/ha	BCIS 818 818 818 818	Total Cost  250,240  COST 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	m2 80 83.50 90.50 100.00 120.00 150.00 92.00	Total 0.00 0.00 0.00 0.00 0.00 0.00	m2/ha	BCIS 818 818 818 818 818 1,134	Total Cost  250,240  COST 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	rage Unit Size m2 80 m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	818 818 818 818 818 1,134 1,134	Total Cost  250,240  COST 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	rage Unit Size m2 80 m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134	Total Cost  250,240  COST 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	rage Unit Size m2 80 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782	Total Cost  250,240  COST 0 0 0 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Units 4 Beds 3	ha <b>0.13</b>	Units/ha	rage Unit Size m2 80 m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	8CIS 818 818 818 818 818 1,134 1,134 1,134 782 782	Total Cost  250,240  COST 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Units 4 Beds 3	No No	Units/ha	rage Unit Size m2 80 m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Beds 3 3 4 4 5 4 5 2 2	No No	Units/ha	rage Unit Size m2 80 m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	8CIS 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782	Total Cost  250,240  COST 0 0 0 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	Beds 3 3 4 4 5 4 5 2 2 3	No	Units/ha	m2 80 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	Beds 3 3 4 4 5 4 5 2 2 3	No	Units/ha	rage Unit Size m2 80 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 782	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Beds 3 3 4 4 5 4 5 2 2 3	No	Units/ha	rage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 782 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Beds 3 3 4 4 5 4 5 2 2 3	No	Units/ha	rage Unit Size m2 80 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 1,134 782 782 782 782 782 782 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Beds 3 3 4 4 5 4 5 2 2 3 3 4 2 2 2	No	Units/ha	rage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Beds 3 3 4 4 5 4 5 2 2 3 3 4 2 2 2	No	Units/ha	rage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 87.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Beds 3 3 4 4 5 4 5 2 2 3 3 4 2 2 2	No	Units/ha	rage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Beds 3 3 4 4 5 4 5 2 2 3 3 4 2 2 2	No	Units/ha	rage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 87.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 5 4 5 2 2 3 3 4 2 2 2	No	Units/ha	rage Unit Size m2 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 87.00 61.00 76.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			

76.00 90.00

Flat 2 High

Flat 3 High

0.00



Number	9	Units	NET Area ha	Density erage \ Units/ha	Unit Size m2	Developed m2	Density m2/ha		Total Cost	Rate £/m2	Locality ∋ei	n/ Brown rnative Use
Large Greenfield		300	10.00	30.00	91	27,350	2,735		21,842,900	798.64	Zone 4	Green Agricultural
		Beds	No	<u> </u>	m2	Total		BCIS	COST			
	Det 1	3	INO		83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4	+		100.00	0.00		818	0			
	Det 4	4	60		120.00	7,200.00		818	5,889,600			
	Det 5	5	30		150.00	4,500.00		818	3,681,000			
	Det 6 Small Sc	4			92.00	0.00		1,134	0			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	5			150.00	0.00		1,134	0			
	Semi 1	2			69.00	0.00		782	0			
	Semi 2	2	50		75.00	3,750.00		782	2,932,500			
	Semi 3	3			76.00	0.00		782	0			
	Semi 4	3	60		85.00	5,100.00		782	3,988,200			
	Semi 5	4			110.00	0.00		782	0			
	Ter 1	2			59.00	0.00		787	0			
	Ter 2	2	50		64.00	3,200.00		787	2,518,400			
	Ter 3	3	50		72.00	3,600.00		787	2,833,200			
	Ter 4 Flat 1	3			87.00 61.00	0.00		787 872	0			
	Flat 2	2			76.00	0.00		872 872	0			
	Flat 3	3	+	+	90.00	0.00		872	0			
	Flat 1 High	1			62.00	0.00		1,140	0			
	Flat 2 High	2			76.00	0.00		1,140	0			
	Flat 3 High	3	+		90.00	0.00		1,140	0			
			L	<b>.</b>			I.	, -1				
Number	10	Units	NET Area	Density erage \	Unit Size	Developed	Density		<b>Total Cost</b>	Rate	Locality ee	n/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2		
Med Greenfield A		170	5.50	Units/ha <b>30.91</b>	m2 <b>91</b>		m2/ha <b>2,815</b>		12,363,360	£/m2 <b>798.67</b>	Zone 4	Green Agricultural
Med Greenfield A			5.50		91	15,480						Green Agricultural
Med Greenfield A		Beds			91 m2	15,480 Total		BCIS	12,363,360 COST			Green Agricultural
Med Greenfield A	Det 1	Beds 3	5.50		91 m2 83.50	15,480 Total 0.00		818				Green Agricultural
Med Greenfield A	Det 2		5.50		91 m2 83.50 90.50	15,480 Total 0.00 0.00		818 818				Green Agricultural
Med Greenfield A	Det 2 Det 3	Beds 3	5.50 No		91 m2 83.50 90.50 100.00	15,480  Total 0.00 0.00 0.00		818 818 818	0 0 0			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4	Beds 3	5.50 No		91 m2 83.50 90.50 100.00 120.00	Total 0.00 0.00 0.00 3,600.00		818 818 818 818	COST 0 0 0 0 2,944,800			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5	Beds 3	5.50 No		91 83.50 90.50 100.00 120.00 150.00	Total 0.00 0.00 0.00 3,600.00 3,000.00		818 818 818 818 818	0 0 0			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Beds 3	5.50 No		91 83.50 90.50 100.00 120.00 150.00 92.00	15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00		818 818 818 818 818 1,134	COST 0 0 0 0 2,944,800			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Beds 3	5.50 No		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00	15,480  Total  0.00  0.00  0.00  3,600.00  3,000.00  0.00  0.00		818 818 818 818 818 1,134 1,134	COST 0 0 0 0 2,944,800			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Beds 3	5.50 No		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00		818 818 818 818 818 1,134 1,134	COST 0 0 0 0 2,944,800			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	Beds 3 3 4 4 4 5 4 5 4 5	30 20		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  0.00		818 818 818 818 818 1,134 1,134 1,134 782	COST 0 0 0 2,944,800 2,454,000 0 0 0			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Beds 3 3 4 4 4 5 4 5 4 5	5.50 No		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00		818 818 818 818 818 1,134 1,134	COST 0 0 0 0 2,944,800			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Beds 3 3 4 4 4 5 4 5 4 5	30 20		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00	15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00		818 818 818 818 818 1,134 1,134 1,134 782 782	COST 0 0 0 2,944,800 2,454,000 0 0 0			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Beds 3 3 4 4 4 5 2 2 3	30 20		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Beds 3 3 4 4 4 5 2 2 3	30 20 30 30		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  2,550.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Beds 3 3 4 4 4 5 2 2 3	30 20 30 30 30		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00	15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 0.00 1,920.00		818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Beds 3 3 4 4 4 5 2 2 3	30 20 30 30		91 m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  2,550.00  0.00  1,920.00  2,160.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Beds 3 3 4 4 4 5 2 2 3	30 20 30 30 30		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  0.00  1,920.00  2,160.00  0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Beds 3 3 4 4 4 5 2 2 3	30 20 30 30 30		91 m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 0.00 0.00 0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 4 5 2 2 3	30 20 30 30 30		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  2,550.00  0.00  1,920.00  2,160.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Beds  3  4  4  4  5  4  5  2  2  3  3  4  2  1  1	30 20 30 30 30		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 90.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  2,550.00  0.00  1,920.00  2,160.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3 Flat 1 High	Beds  3  4  4  4  5  4  5  2  2  3  3  4  2  3  1  2  3  1	30 20 30 30 30		91 m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 90.00 62.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  2,550.00  0.00  1,920.00  2,160.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040			Green Agricultural
Med Greenfield A	Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Beds  3  4  4  4  5  4  5  2  2  3  3  4  2  1  1	30 20 30 30 30		91 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 90.00	15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  2,550.00  0.00  1,920.00  2,160.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00  0.00		818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 787 787 787 787	COST 0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040			Green Agricultural



Number	11	Units	NET Area	Density erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rnative Use
			ha	Units/ha m2	•	m2/ha			£/m2	,	•
Med Greenfield B		135	3.85	35.06 92	12,386	3,217		9,951,692	803.46	Zone 4	Green Agricultural
						г г					
		Beds	No	m2			BCIS	COST			
	Det 1	3		83.50			818	0			
	Det 2	3		90.50			818	0			
	Det 3	4	20	100.00			818	2 044 800			
	Det 4 Det 5	4 F	30 10	120.00 150.00	<u> </u>		818 818	2,944,800			
	Det 6 Small Sc	5	10	92.00	· '		1,134	1,227,000			
	Det 7 Small Sc	4	-	111.00			1,134	0			
	Det 8 Single	5	-	150.00			1,134	0			
	Semi 1	2	+	69.00			782	0			
	Semi 2	2	22	75.00			782	1,290,300			
	Semi 3	3	22	76.00			782	1,230,300			
	Semi 4	3	22	85.00			782	1,462,340			
	Semi 5	4	22	110.00			782	0			
	Ter 1	2	+	59.00			787	0			
	Ter 2	2	20	64.00			787	1,007,360			
	Ter 3	3		72.00			787	0			
	Ter 4	3	20	87.00			787	1,369,380			
	Flat 1	1	6	61.00			872	319,152			
	Flat 2	2	5	76.00			872	331,360			
	Flat 3	3		90.00			872	0			
	Flat 1 High	1		62.00	0.00		1,140	0			
	Flat 2 High	2		76.00	0.00		4 4 4 6				
				70.00	0.00		1,140	0			
	Flat 3 High	3		90.00			1,140 1,140	0			
	Flat 3 High	3		90.00	0.00			0			
Number			NET Area	90.00 Density erage Unit Size	0.00 Developed	Density			Rate	Locality ee	n/Brown rnative Use
	Flat 3 High	3 Units	ha	90.00  Density erage Unit Size Units/ha m2	0.00 Developed m2	Density m2/ha		0 Total Cost	£/m2	·	
Number  Small Greenfield C	Flat 3 High	3		90.00 Density erage Unit Size	0.00 Developed m2	Density		0		Locality ee Zone 4	n/Brown rnative Use Green Agricultural
	Flat 3 High	Units	ha <b>2.00</b>	Density erage Unit Size Units/ha m2 31.00 95	0.00 Developed m2 <b>5,860</b>	Density m2/ha <b>2,930</b>	1,140	0 Total Cost <b>4,682,950</b>	£/m2	·	
	Flat 3 High	Units 62 Beds	ha	Density erage Unit Size Units/ha m2 31.00 95	0.00  Developed m2 5,860  Total	Density m2/ha <b>2,930</b>	1,140 BCIS	0 Total Cost	£/m2	·	
	Flat 3 High  12  Det 1	Units	ha <b>2.00</b>	Density erage Unit Size Units/ha m2 31.00 95	0.00  Developed m2 5,860  Total 0.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818	0 Total Cost <b>4,682,950</b>	£/m2	·	
	Flat 3 High  12  Det 1  Det 2	Units 62 Beds 3	ha <b>2.00</b>	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50	0.00  Developed m2 5,860  Total 0.00 0.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818 818	0 Total Cost 4,682,950 COST 0	£/m2	·	
	Flat 3 High  12  Det 1	Units 62 Beds 3	No	Density erage Unit Size Units/ha m2 31.00 95	0.00  Developed m2 5,860  Total 0.00 0.00 0.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818	0 Total Cost 4,682,950  COST 0 0 0	£/m2	·	
	Plat 3 High  12  Det 1  Det 2  Det 3	Units 62 Beds 3	ha <b>2.00</b>	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818 818 818	0 Total Cost 4,682,950 COST 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4	Units 62 Beds 3	No No 14	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00	Density m2/ha <b>2,930</b>	1,140 BCIS 818 818 818 818	0 Total Cost 4,682,950  COST 0 0 1,374,240	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5	Units 62 Beds 3	No No 14	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00	Density m2/ha 2,930	1,140 BCIS 818 818 818 818	0 Total Cost 4,682,950  COST 0 0 1,374,240	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units 62 Beds 3	No No 14	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00	Density m2/ha <b>2,930</b>	1,140  BCIS  818  818  818  818  1,134	0 Total Cost 4,682,950  COST 0 0 1,374,240	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units 62 Beds 3	No No 14	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	0.00  Developed m2 5,860  Total 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00	Density m2/ha <b>2,930</b>	1,140  BCIS  818  818  818  818  1,134  1,134	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	3 Units 62 Beds 3 3 4 4 5 5 4 4 5 5	No No 14	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 92.00 111.00 150.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 750.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2	14 6	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 750.00 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782	0 Total Cost  4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	3 Units 62 Beds 3 3 4 4 4 5 5 4 4 5 5 2 2 2	ha 2.00  No  14 6	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 85.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 0.00 1,000 1,000 1,000 1,000 1,000 1,000 1,000	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782	0 Total Cost  4,682,950  COST 0 0 1,374,240 736,200 0 0 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2 2 2 3 3	14 6	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 750.00 0.00 1,020.00 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  782	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 5 5 2 2 2 2 3 3 3 4 4 2 2	14 6 10	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 1,020.00 1,020.00 0.00 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 0 586,500 0 797,640 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 4 5 5 2 2 2 3 3 3 4 4 2 2 2 2 2	14 6	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 1,020.00 1,020.00 0.00 0.00 640.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 0 503,680	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	3 Units  62 Beds  3 3 4 4 4 5 5 4 5 5 2 2 2 3 3 3 4 4 2 2 2 3 3 5 6 6 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	14 6 10	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 10.00 59.00 64.00 72.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 750.00 0.00 1,020.00 0.00 0.00 640.00 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  1,134  782  782  782  782  787  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0	£/m2	·	
	Plat 3 High  12  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4	3 Units  62 Beds  3 3 4 4 4 5 5 4 4 4 5 5 2 2 2 3 3 3 4 4 2 2 2 2 2	14 6 10	90.00  Density erage Unit Size Units/ha m2 31.00 95  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 0.00 1,020.00 1,020.00 0.00 640.00 0.00 870.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 0 503,680	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	3 Units  62 Beds  3 3 4 4 4 5 5 4 5 5 2 2 2 3 3 3 4 4 2 2 2 3 3 5 6 6 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	14 6 10	90.00  Density erage Unit Size Units/ha m2 31.00 95	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00 0.00 870.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0 684,690 0	£/m2	·	
	Plat 3 High  12  Det 1  Det 2  Det 3  Det 4  Det 5  Det 6 Small Sc  Det 7 Small Sc  Det 8 Single  Semi 1  Semi 2  Semi 3  Semi 4  Semi 5  Ter 1  Ter 2  Ter 3  Ter 4  Flat 1  Flat 2	3 Units  62 Beds  3 3 4 4 4 5 5 4 5 2 2 2 3 3 3 4 4 2 2 2 3 3 3 3 1 2 2	14 6 10	90.00  Density erage Unit Size Units/ha m2 31.00 95	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00 0.00 870.00 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  81,134  1,134  1,134  782  782  782  782  787  787  787  78	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0 684,690 0 0	£/m2	·	
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	3 Units  62 Beds  3 3 4 4 4 5 5 4 5 5 2 2 2 3 3 3 4 4 2 2 2 3 3 5 6 6 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	14 6 10	90.00  Density erage Unit Size Units/ha m2 31.00 95	0.00  Developed m2 5,860  Total 0.00 0.00 0.00 1,680.00 900.00 0.00 0.00 750.00 0.00 1,020.00 0.00 640.00 0.00 870.00 0.00 0.00	Density m2/ha 2,930	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 4,682,950  COST 0 0 1,374,240 736,200 0 0 586,500 0 797,640 0 503,680 0 684,690 0	£/m2	·	

76.00 90.00 0.00

1,140

Flat 2 High

Flat 3 High



Number	13	Units	NET Area		rage Unit Size	Developed	Density		<b>Total Cost</b>	Rate	Locality e	en/Brown r	rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Smaller Greenfield		30	1.00	30.00	86	2,592	2,592		2,059,544	794.58	Zone 4	Green	Paddock
		Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4	7		120.00	840.00		818	687,120				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5			150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	8		75.00	600.00		782	469,200				
	Semi 3	3			76.00	0.00		782	0				
	Semi 4	3	8		85.00	680.00		782	531,760				
	Semi 5	4			110.00	0.00		782	0				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2	4		64.00	256.00		787 787	201,472				
	Ter 3	3	3		72.00 87.00	216.00 0.00		787	169,992				
	Ter 4 Flat 1	1	+		61.00	0.00		872	0				
	Flat 2	2	+		76.00	0.00		872	0				
	Flat 3	3			90.00	0.00		872	0				
	Flat 1 High	1			62.00	0.00		1,140	0				
	Flat 2 High	2	+		76.00	0.00		1,140	0				
	11402111611	-1											
	Flat 3 High	3							0				
	Flat 3 High	3			90.00	0.00		1,140					
Number	Flat 3 High	<u>,                                    </u>	NET Area	Density er		0.00	Density			Rate	Locality ee	en/Brown r	rnative Use
Number		<u>,                                      </u>	ha	Density er Units/ha	90.00	0.00	Density m2/ha		0	Rate £/m2	Locality ee	en/Brown r	rnative Use
Number Small Site (BF)		<u>,                                      </u>			90.00 rage Unit Size	0.00 Developed			0		Locality ee Zone 4		rnative Use Industrial
		Units	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 <b>79</b>	0.00 Developed m2 944	m2/ha	1,140	741,228	£/m2			
	14	Units  12  Beds	ha	Units/ha	90.00 rage Unit Size m2 <b>79</b>	0.00 Developed m2 944 Total	m2/ha	1,140 BCIS	0 Total Cost	£/m2			
	14 Det 1	Units  12  Beds  3	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79 m2 83.50	0.00 Developed m2 944 Total 0.00	m2/ha	1,140 BCIS 818	741,228  COST 0	£/m2			
	Det 1 Det 2	Units  12  Beds	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79 m2 83.50 90.50	0.00 Developed m2 944  Total 0.00 0.00	m2/ha	1,140  BCIS  818  818	0 Total Cost 741,228  COST 0 0	£/m2			
	Det 1 Det 2 Det 3	Units  12  Beds  3	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00	0.00 Developed m2 944  Total 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818	0 Total Cost 741,228  COST 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4	Units  12  Beds  3	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00	0.00 Developed m2 944  Total 0.00 0.00 0.00 0.00	m2/ha <b>3,147</b>	3,140 BCIS 818 818 818 818	0 Total Cost 741,228  COST 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5	Units  12  Beds  3	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00	m2/ha <b>3,147</b>	3,140 BCIS 818 818 818 818 818	0 Total Cost 741,228  COST 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units  12  Beds  3	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00	0.00 Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00	m2/ha <b>3,147</b>	3,140 BCIS 818 818 818 818 818	0 Total Cost 741,228  COST 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units  12  Beds  3	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	0.00 Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	3,140 BCIS 818 818 818 818 1,134 1,134	0 Total Cost 741,228  COST 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Units  12  Beds  3  4  4  4  5  4  4	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	0.00 Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134	0 Total Cost 741,228  COST 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Beds 3 3 4 4 4 5 4 5 4 5	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	3,140 BCIS 818 818 818 818 1,134 1,134	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	Units  12  Beds  3  4  4  5  4  5  2	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00	0.00 Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Beds 3 3 4 4 4 5 4 5 2 2	ha <b>0.30</b>	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Beds 3 3 4 4 4 5 4 5 2 2 3	No No	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Beds 3 3 4 4 4 5 4 5 2 2 3	No No	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Beds 3 3 4 4 4 5 2 2 3 3 4	No No	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Beds 3 3 4 4 4 5 2 2 3 3 4	No	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 2	No	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Beds 3 3 4 4 4 5 2 2 3 3 3 4 4 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	ha	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha <b>3,147</b>	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 4 5 5 2 2 2 3 3 4 2 2 3 3	ha	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472 0 273,876 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Beds 3 3 4 4 4 5 2 2 3 3 3 4 4 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	ha	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00 90.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 201,472 0 273,876 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Beds 3 3 4 4 4 5 2 2 3 3 3 4 4 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	ha	Units/ha	90.00 rage Unit Size m2 79  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00	0.00  Developed m2 944  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha 3,147	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	0 Total Cost 741,228  COST 0 0 0 0 0 0 0 0 0 0 0 0 0 0 265,880 0 0 201,472 0 273,876 0 0	£/m2			

76.00 90.00 0.00

1,140

Flat 2 High

Flat 3 High



Number	15	Units	NET Area	Density erage Unit Size	Developed	Density		Total Cost	Rate	Locality e	en/Brown ri	native Use
		<b>C</b>	ha	Units/ha m2		m2/ha			£/m2	200ami, co	211, 21011111	
Small Infill (BF)		4	0.13	30.77 80		2,462		250,240	782.00	Zone 4	Brown	Industrial
		Beds	No	m2	Total	Т	BCIS	COST				
	Det 1	3	- 10	83.50			818	0				
	Det 2	3		90.50			818	0				
	Det 3	4		100.00			818	0				
	Det 4	4		120.00			818	0				
	Det 5	5		150.00			818	0				
	Det 6 Small Sc	4		92.00			1,134	0				
	Det 7 Small Sc	4		111.00	0.00		1,134	0				
	Det 8 Single	5		150.00	0.00		1,134	0				
	Semi 1	2		69.00	0.00		782	0				
	Semi 2	2	2	75.00	150.00		782	117,300				
	Semi 3	3		76.00	0.00		782	0				
	Semi 4	3	2	85.00			782	132,940				
	Semi 5	4		110.00			782	0				
	Ter 1	2		59.00			787	0				
	Ter 2	2		64.00			787	0				
	Ter 3	3		72.00			787	0				
	Ter 4	3		87.00			787	0				
	Flat 1	1		61.00			872	0				
	Flat 2	2		76.00			872	0				
	Flat 3	3		90.00			872	0				
	Flat 1 High	1		62.00			1,140	0				
	Flat 2 High	2		76.00			1,140	0				
	Flat 3 High											
		3		90.00	0.00		1,140	0				
Number	16	Units	NET Area	•			1,140	Total Cost	Rate	Locality ee	en/Brown ri	native Use
Number		<u>I</u>	NET Area ha	Density erage Unit Size Units/ha m2	Developed	Density m2/ha	1,140		Rate £/m2	Locality ee	en/Brown ri	native Use
Number Small Infill		<u>I</u>		Density erage Unit Size	Developed m2		1,140			Locality ee Zone 4		native Use Paddock
		Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80	Developed m2	m2/ha	·	Total Cost <b>250,240</b>	£/m2			
	16	Units	ha	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320	m2/ha	BCIS	Total Cost	£/m2			
	16 Det 1	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80 m2 83.50	Developed m2 320 Total 0.00	m2/ha	<b>BCIS</b> 818	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80 m2 83.50	Developed m2 320 Total 0.00 0.00	m2/ha	BCIS 818 818	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2 Det 3	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80 m2 83.50	Developed m2 320 Total 0.00 0.00 0.00	m2/ha	<b>BCIS</b> 818	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80  m2 83.50 90.50 100.00	Developed m2 320 Total 0.00 0.00 0.00 0.00	m2/ha	BCIS 818 818 818	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2 Det 3 Det 4	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80  m2 83.50 90.50 100.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00	m2/ha	BCIS 818 818 818 818	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80  m2 83.50 90.50 100.00 120.00	Total 0.00 0.00 0.00 0.00 0.00 0.00	m2/ha	BCIS 818 818 818 818 818	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80  m2 83.50 90.50 100.00 120.00 150.00 92.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	818 818 818 818 818 1,134	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Units 4	ha <b>0.13</b>	Density erage Unit Size Units/ha m2 30.77 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	8CIS 818 818 818 818 818 1,134 1,134 1,134 782 782	Total Cost <b>250,240</b>	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Units 4	No No	Density erage Unit Size Units/ha m2 30.77 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782	Total Cost  250,240  COST  0  0  0  0  0  117,300  0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Units 4	No No	Density erage Unit Size Units/ha m2 30.77 80  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782	Total Cost  250,240  COST 0 0 0 0 0 0 0 0 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	Units 4	No	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782	Total Cost  250,240  COST  0  0  0  0  0  117,300  0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	Units 4	No	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Units 4	No	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Units 4	No	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Units 4	No	Density erage Unit Size Units/ha m2 30.77 80  83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Units 4	No	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Units 4	No	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Beds 3 3 4 4 4 5 2 2 3 3 3 1 2 3 3 3 4 2 3 3 3 4 3 3 4 3 3 4 2 3 3 3 3	No	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Units 4	No	Density erage Unit Size Units/ha m2 30.77 80	Developed m2 320  Total 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	m2/ha	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 787	Total Cost  250,240  COST  0 0 0 0 0 0 117,300 0	£/m2			

76.00 90.00

Flat 2 High

Flat 3 High

0.00



			Large	Med	Med	Small	Smaller	Small Site	Small Infill	Small Infill	Large	Med	Med	Small	Smaller	Small Site	Small Infill	Small Infill	
			_	Greenfield	Greenfield	Greenfield	Greenfield	(BF)	(BF)		_	Greenfield	Greenfield	Greenfield	Greenfield	(BF)	(BF)		
				Α	_	С		, ,	` ,			Α	_	С		` ,	` ,		
	Loca	cation	Zone 3	Zone 3	Zone 3	Zone 3	Zone 3	Zone 3	Zone 3	Zone 3	Zone 4	Zone 4	Zone 4	Zone 4	Zone 4	Zone 4	Zone 4	Zone 4	
	Gre	een/brown field	Green	Green	Green	Green	Green	Brown	Brown	Green	Green	Green	Green	Green	Green	Brown	Brown	Green	
	Use	e	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Industrial	Paddock	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Industrial	Paddock	
			J										J						
Site A	rea Gro	oss ha	14.00	7.80	5.50	2.50	1.25	0.30	0.13	0.13	14.00	7.80	5.50	2.50	1.25	0.30	0.13	0.13	
	Net	t ha	10.00	5.50	3.85	2.00	1.00	0.30	0.13	0.13	10.00	5.50	3.85	2.00	1.00	0.30	0.13	0.13	
Units			300	170	135	62	30	12	4	4	300	170	135	62	30	12	4	4	
Avera	age Unit S	Size m2	91.17	91.06	91.75	94.52	86.40	78.67	80.00	80.00	91.17	91.06	91.75	94.52	86.40	78.67	80.00	80.00	
Mix		ermediate to Bu		12.11%	12.11%	12.11%	12.11%	12.11%			12.11%	12.11%		12.11%	12.11%	12.11%			
		fordable Rent	12.11%	12.11%	12.11%	12.11%	12.11%	12.11%			12.11%	12.11%	12.11%	12.11%	12.11%	12.11%			
	Soci	cial Rent		0.00%	0.00%	0.00%	0.00%	0.00%				0.00%	0.00%	0.00%	0.00%	0.00%			
			2.450	2.450	2.450	2.450	2.450	2.450	2.450	2.450	2 200	2 200	2 200	2 200	2 200	2 200	2 200	2 200	
Price		arket £/m2	2,150		2,150	2,150	2,150	2,150	2,150	2,150	2,300	2,300		2,300	2,300	2,300	2,300	2,300	700/
		ermedia £/m2	1,505	1,505	1,505	1,505	1,505	1,505	1,505	1,505	1,610	1,610		1,610	1,610	1,610	1,610	1,610	70%
		fordable £/m2	880	880	880	880	880	880	880	880	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	450/
	Soci	cial Ren £/m2	968	968	968	968	968	968	968	968	1,035	1,035	1,035	1,035	1,035	1,035	1,035	1,035	45%
C			_																
Grant		ermedia £/unit fordable £/unit																	
		cial Ren £/unit																	
	3001	ciai Ken Lyanic																	
Sales	per Quar	ırter																	
	Build Time		3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
Alteri	native Us	<b>se Valu</b> £/ha	25,000	25,000	25,000	25,000	50,000	350,000	350,000	50,000	25,000	25,000	25,000	25,000	50,000	350,000	350,000	50,000	
Up Li	ft %	%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	
Addit	ional Upli	<b>lift</b> £/ha	300,000	300,000	300,000	300,000	300,000			300,000	300,000	300,000	300,000	300,000	300,000	0	0	300,000	
	nents etc		0	0			0	0	0	0	0	0		0	0	0	0	0	
Legal	s Acquisit	ition % land	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	
												205	205	205	205	205			
Dlann	ina E <eo< th=""><th>0 £/uni+</th><th>205</th><th>205</th><th>205</th><th>205</th><th>205</th><th>205</th><th>205</th><th>205</th><th>205</th><th></th><th></th><th></th><th></th><th></th><th>205</th><th>205</th><th></th></eo<>	0 £/uni+	205	205	205	205	205	205	205	205	205						205	205	
Plann	ing <b>F</b> <50		385		385 115	385 115	385 115	385 115	385 115	385 115	385 115	385		385 115	385 115	385 115	385 115	385 115	
Plann	i <b>ng F</b> <50 >50		385 115		385 115	385 115	385 115	385 115	385 115	385 115	385 115	115		115	115	115	385 115	385 115	
	>50	0 £/unit	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	115	
Archi	>50 tects		6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	115 6.00%	
Archi QS / I	>50 tects PM	0 £/unit % %	115	115	115	115	115	115	6.00% 0.50%	115	115	115	115	115	6.00% 0.50%	115	115	115 6.00% 0.50%	
Archi QS / I Plann	>50 tects PM	0 £/unit % % sultants %	6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	115 6.00% 0.50%	6.00% 0.50%	6.00% 0.50%	115 6.00%	115 6.00% 0.50%	115 6.00% 0.50%	6.00% 0.50%	6.00% 0.50% 1.00%	6.00% 0.50%	115 6.00%	6.00% 0.50%	115 6.00% 0.50%	115 6.00%	
Archi QS / I Plann	>50 tects PM ing Consu	0 £/unit % % sultants %	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	115 6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	115 6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	
Archi QS / I Plann Othei	>50 tects PM ning Consu	0 £/unit % % sultants %	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	115 6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	115 6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	6.00% 0.50% 1.00%	
Archi QS / I Plann Othei Build CfSH	>50 tects PM ning Consu	% sultants % sional %  CIS Base £/m2 %	6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50%	
Archi QS / I Plann Other Build CfSH CfSH	>50 tects PM ling Consu r Profession Cost - BC	% sultants % sional %  CIS Base £/m2 % £/m2	6.00% 0.50% 1.00% 2.50% 799 2.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0	6.00% 0.50% 1.00% 2.50% 803 2.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0	
Archi QS / I Plann Other Build CfSH CfSH Lifetin	>50 tects PM ling Consu r Profession Cost - BC	% sultants % sional %  CIS Base £/m2 % £/m2 £/m2	6.00% 0.50% 1.00% 2.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11	6.00% 0.50% 1.00% 2.50% 803 2.00% 0	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11	
Archi QS / I Plann Othei Build CfSH CfSH Lifetii SUDS	>50 tects PM sing Consum Profession Cost - BC	% sultants % sional %  CIS Base £/m2 % £/m2 £/m2 £/m2	6.00% 0.50% 1.00% 2.50% 799 2.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0	6.00% 0.50% 1.00% 2.50% 803 2.00%	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0	6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0	5.00%
Archi QS / I Plann Other Build CfSH CfSH Lifetir SUDS	>50 tects PM ing Consur r Profession Cost - BC	% sultants % sional %  CIS Base £/m2	6.00% 0.50% 1.00% 2.50% 799 2.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11	6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0%	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0%	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11 0 0%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0%	5.00%
Archi QS / I Plann Other Build CfSH CfSH Lifetin SUDS SUDS Over-	>50 tects PM ling Consur Profession Cost - BC	% sultants % sional %  CIS Base £/m2	115 6.00% 0.50% 1.00% 2.50% 799 2.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0	6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11 0 0% 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 0	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0 11 0 5% 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 0	5.00%
Archi QS / I Plann Other Build CfSH CfSH Lifetir SUDS SUDS Over- Infras	>50 tects PM ling Consum r Profession Cost - BC me extra 4 structure	% sultants % sional %  CIS Base £/m2	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0 11 0 5% 0 15%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10%	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0 11 0 10%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 20%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 20%	6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 0% 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 15%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 0 15%	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0 11 0 5% 0 15%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 0 10%	5.00%
Archir QS / I Plann Other Build CfSH CfSH Lifetin SUDS SUDS Over- Infras	>50  tects PM ling Consur r Profession Cost - BC me -extra 4 structure IL s106	### ##################################	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000	6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 10% 2,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 20% 2,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 20% 2,000	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 0 20% 2,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 15% 2,000	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11 0 0% 0 15% 2,000	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0 11 0 5% 0 15% 2,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 0 10% 2,000	5.00%
Archir QS / I Plann Other Build CfSH CfSH Lifetin SUDS SUDS Over- Infras	>50 tects PM ling Consum r Profession Cost - BC me extra 4 structure	### Edit of the second of the	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000	6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0 11 0 10% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 15% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 0 15% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 0 10% 2,000 1,000	5.00%
Archir QS / I Plann Other Build CfSH Lifetin SUDS Over-Infras Pre C	>50 tects PM sing Consumar Profession Cost - BC me extra 4 structure IL s106 CIL s106	### Education of the content of the	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 0 10% 2,000 1,000 0	5.00%
Archir QS / I Plann Other  Build CfSH CfSH Lifetin SUDS Over- Infras Pre C Post ( Conti	>50 tects PM sing Consumer Profession Cost - BC me extra 4 structure IL s106 CIL s106 ngency	% sultants % sional %  CIS Base £/m2	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000	6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0 11 0 10% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 0 5.00%	5.00%
Archir QS / I Plann Other  Build CfSH CfSH Lifetin SUDS Over- Infras Pre C Post ( Conti	>50 tects PM sing Consumar Profession Cost - BC me extra 4 structure IL s106 CIL s106	## Education of the second of	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 20% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 0 5.00% 0.00%	5.00%
Archir QS / I Plann Other  Build CfSH CfSH Lifetin SUDS Over- Infras Pre C Post ( Conti	>50 tects PM sing Consumer Profession Cost - BC me extra 4 structure IL s106 CIL s106 ngency	% sultants % sional %  CIS Base £/m2	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11 0 0% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 0 5.00%	5.00%
Archir QS / I Plann Other Build CfSH Lifetin SUDS SUDS Over- Infras Pre C Post (	>50 tects PM sing Consumer Profession Cost - BC me extra 4 structure IL s106 CIL s106 ngency	## Education of the second of	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11 20% 2,000 1,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 2,000 1,000 0	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 20% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  799 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 0 5.00% 0.00%	5.00%
Archir QS / I Plann Other Build CfSH Lifetin SUDS SUDS Over- Infras Pre C Post (	>50 tects PM sing Consumate Profession Cost - BC me extra 4 structure IL s106 CIL s106 IL # Education of the second of	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11  20% 2,000 1,000 2.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0 11 0 0 10% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 0.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,250% 0.00% 0.00%	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 0.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 0 5.00% 0.00%	5.00%	
Archir QS / I Plann Other Build CfSH Lifetin SUDS SUDS Over- Infras Pre C Post (	>50  tects PM ling Consumer Profession Cost - BC  me  extra 4 structure IL s106 CIL s106 Ingency rmals  NCE Fees Inte	## Sultants %  ## Sultants %  ## Sional	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11  20% 2,000 1,000 2.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0 11 0 0 10% 2,000 1,000 0 5.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 0.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,250% 0.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 10,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00% 10,000	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 2,50% 2,000 1,000 0 2.50% 0.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 0 15% 2,000 1,000 0 5.00% 10.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00% 0.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 5.00% 0.00% 10,000	5.00%
Archir QS / I Plann Other Build CfSH Lifetin SUDS Over-Infras Pre C Post (Conti Abno	>50 tects PM ling Consumate Profession Cost - BC me extra 4 structure IL s106 CIL s106 Ingency rmals  NCE Feed Intel Lega	% sultants % sional %  CIS Base £/m2	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11  20% 2,000 1,000 2.50% 25,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0 2.50%  10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0 2.50% 10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 2,000 1,000 0 5.00%  10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 0.00% 25,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,50% 2,000 1,000 0 2.50% 0.00% 10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  795 2.00% 0 11 0 0% 2,50% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00% 10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00% 10,000 7.00% 10,000	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 1,000 0 5.00% 0.00% 10,000 7.00% 10,000	5.00%
Archir QS / I Plann Other Build CfSH Lifetin SUDS SUDS Over- Infras Pre C Post (	>50  tects PM ling Consumer Profession Cost - BC  me extra 4 structure IL s106 CIL s106 Ingency rmals  NCE Feed Intel Legal Age	## Sultants %  ## Sultants %  ## Sional	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11  20% 2,000 1,000 2.50% 25,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0 2.50% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0 11 0 0 10% 2,000 1,000 0 5.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,250% 0.00% 0.00% 25,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,250% 0.00% 0.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,50% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 0 5.00% 0.00% 10,000 7.00% 10,000 3.00%	5.00%
Archir QS / I Plann Other Build CfSH Lifetin SUDS Over-Infras Pre C Post (Conti Abno	>50  tects PM ling Consumer Profession Cost - BC  me  extra 4 structure IL s106 CIL s106 Ingency Intel Legal Age Legal	## Example 10 ## ## ## ## ## ## ## ## ## ## ## ## ##	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11  20% 2,000 1,000 2.50% 25,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0 2.50% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0 10% 2,000 1,000 0 5.00%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,2.50% 0.00% 0.00% 25,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0,250% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 2,50% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 5.00% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	5.00%
Archir QS / I Plann Other Build CfSH Lifetin SUDS Over-Infras Pre C Post (Conti Abno	>50  tects PM ling Consumer Profession Cost - BC  me extra 4 structure IL s106 CIL s106 Ingency rmals  NCE Feed Intel Legal Age	## Example 10 ## ## ## ## ## ## ## ## ## ## ## ## ##	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11  20% 2,000 1,000 2.50% 25,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0 2.50% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 782 2.00% 0 11 0 0 10% 2,000 1,000 0 5.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,250% 0.00% 0.00% 25,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,250% 0.00% 0.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  803 2.00% 0 11 0 0% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,50% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00% 10,000 7.00% 10,000 3.00%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 0 5.00% 0.00% 10,000 7.00% 10,000 3.00%	5.00%
Archir QS / I Plann Other  Build CfSH Lifetin SUDS SUDS Over- Infras Pre C Post (I Abno	>50  tects PM ling Consumer Profession Cost - BC  me  extra 4 structure IL s106 CIL s106 Ingency Intel Legal Age Legal	## Sultants %  ## Sultants %  ## Sional	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 11  20% 2,000 1,000 2.50% 25,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 20% 2,000 1,000 0 2.50% 10,000 3.00% 0.50% 10,000	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 20% 2,000 1,000 0 2.50% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%  10,000 3.00% 0.50% 10,000	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0 15% 2,000 1,000 0 2.50%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0 10% 2,000 1,000 0 5.00%  10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,2.50% 0.00% 0.00% 25,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 2,000 1,000 0,2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 803 2.00% 0 11 0 0% 2,000 1,000 0,250% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50% 10,000	115 6.00% 0.50% 1.00% 2.50% 799 2.00% 0 11 0 0% 0 15% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50% 795 2.00% 0 11 0 0% 2,50% 2,000 1,000 0 2.50% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  785 2.00% 0 11 0 5% 2,000 1,000 0 5.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 5% 0 10% 2,000 1,000 0 5.00% 10.00% 10,000 7.00% 10,000 3.00% 0.50%	115 6.00% 0.50% 1.00% 2.50%  782 2.00% 0 11 0 0% 2,000 1,000 5.00% 0.00% 0.00% 10,000 7.00% 10,000 3.00% 0.50%	5.00%

% GDV

0%



SITE NAME arge Greenfield	d																							
NCOME Av Size m2	%	Numbe		Price £/m2		GIA : m2	A 2	DEVELOPMEN	IT COSTS							Planning fee cal Planning app fee	dwgs				Build Cost BCIS	/m2 799		
Market Housing 91.2	76%	o 22 <sup>-</sup>	7	2,150	0 44,560,535	5 20,726	6	LAND	Land		<b>/unit or m2</b> 24,494	1	7,348,311			No dwgs No dwgs under 5	300 250	385			CfSH CfSH	16	2.009	%
hared Ownership 91.2	12%	30	6	1,505	5 4,984,688	3,312	2		Stamp Duty Easements etc.		4 =004	367,416	)			No dwgs over 50	250	115 <b>Total</b>			Lifetime SUDS	11		0.4
ffordable Rent 91.2	12%	30	6	880	2,914,635	3,312	2	PLANNING	Legals Acquisition	on	1.50%	5 110,225	477,640								SUDS Over-extra 4 Infrastructure	) ( 160	0.009	
Social Rent 91.2	0%	,	0	968	8 0	) (		PLAMMING	Planning Fee Architects		6.00%	125,000 5 1,693,375				Stamp duty calc	: - Residual		7,348,311	1	mnastructure	985		70
Grant and Subsidy Shared Owners  Affordable Ren	•			0	0 0	) )			QS / PM Planning Consul	tants	0.50% 1.00%	141,115	5			125,000 250,000	0% 1%	1% 3%		•				
Social Rent				C	0 0	)			Other Professio	nal	2.50%	705,573	3 2,947,292			500,000 1,000,000	3% 4%	4% 5%						
SITE AREA - Net 10.00 I SITE AREA - Gross 14.00 I		3( 2:	0 /h: 1 /h:		52,459,857	27,350		CONSTRUCTI	Build Cost - BCl s106 / CIL	S Based	985	600,000	)			above	5%	5% <b>Total</b>		6 7				
Sales per Quarter 0 Unit Build Time 3	Quarters	]			RUN Residual I	MACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	673,730 (				Stamp duty cald Land payment 125,000 250,000	0% - Add Profit	1% 3%		0				
Residual Land Value	Whole Site <b>7,348,311</b>	734,83	Per ha GROSS 1 524,879	9		Closing balance =	= 0		Fees Interest		7.00%					500,000 1,000,000	3% 4%	4% 5%						
Alternative Use Value Uplift 20%	350,000 70,000	)	25,000 5,000	0	RUN CIL MACR	R <b>O ctrl+l</b> Closing balance =	= O	SALES	Legal and Valua	tion		10,000	35,000			above	5%	5% <b>Total</b>		0				
Plus /ha 30000000%  Viability Threshold	4,200,000 <b>4,620,000</b>		300,000 <b>330,00</b>		Check on phasing dv	wgs nos rrect	]	SALES	Agents Legals		3.0% 0.5%	5 1,573,796 5 262,299				Pre CIL s106		£/ Unit (all) Total	600,000					
Additional Profit	4,019,449	£/m2	4		COI	ilect	J		Misc.		0.376	10,000		40,877,255	5	Post CIL s106	1,000			<u>1</u>				
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		_					Developers Pr	<b>ofit</b> % Costs % GDV		20.00% 0.00%			8,175,451 0		CIL	0	£/m2 Total		0				
RESIDUAL CASH FLOW FOR INTE	REST Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME UNITS Started Market Housing	15	30 2,228,027	30 4,456,053	30 4,456,053	30 4,456,053	30 4,456,053	30 4,456,053	30 4,456,053	30 4,456,053	30 4,456,053	15 4,456,053	2,228,027	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent		249,234 145,732	498,469 291,463	498,469 291,463	498,469 291,463	498,469 291,463	498,469 291,463	498,469 291,463	498,469 291,463	498,469 291,463	498,469 291,463	249,234 145,732	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
INCOME	0	2,622,993	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	2,622,993	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty	367,416																							
Easements etc. Legals Acquisition	0 110,225																							
Planning Fee	125,000		0																					
Architects QS Planning Consultants	1,693,375 141,115 282,229		0																					
Planning Consultants Other Professional	705,573		0																					
Build Cost - BCIS Base s106/CIL		1,347,459 30,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	2,694,919 60,000	1,347,459 30,000	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0
Contingency Abnormals		33,686 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	33,686 0	0 0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	25,000 10,000																							
Agents	0	78,690	157,380	157,380	157,380	157,380	157,380	157,380	157,380	157,380	157,380	78,690	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND I	3,459,932	13,115 <b>1,502,951</b>	26,230 10,000 <b>3,015,901</b>	26,230 <b>3,005,901</b>	26,230 <b>3,005,901</b>	26,230 3,005,901	26,230 <b>3,005,901</b>	26,230 3,005,901	26,230 <b>3,005,901</b>	26,230 <b>3,005,901</b>	26,230 3,005,901	13,115 <b>1,502,951</b>	0	0	0	0	0	<u> </u>	0	0	0		0	
	0,100,002	1,002,001	0,010,001	0,000,001	5,000,001	0,000,001	0,000,001	3,000,001	0,000,001	0,000,001	0,000,001	1,002,001								<u> </u>				
For Residual Valuatic Land Interest	7,348,311	756,577	731,134	626,208	513,237	392,357	263,016	124,622	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs Profit on GDV																								8,175,45 0
Cash Flow	-10,808,243	363,465	1,498,950	1,613,877	1,726,848	1,847,727	1,977,068	2,115,463	2,240,084	2,240,084	2,240,084	1,120,042	0	0	0	0	0	0	0	0	0	0	0	-8,175,45
Opening Balar Closing Balan	0 -10,808,243	-10,444,777	-8,945,827	-7,331,951	-5,605,103	-3,757,376	-1,780,307	335,155	2,575,240	4,815,324	7,055,409	8,175,451	8,175,451	8,175,451	8,175,451	8,175,451	8,175,451	8,175,451	8,175,451	8,175,451	8,175,451	8,175,451	8,175,451	0
CASH FLOW FOR CIL ADDITIONAL	PROFIT																							
INCOME As Above	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	0	2,622,993	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	5,245,986	2,622,993	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	4,620,000																							
Stamp Duty	231,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 69,300	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Planning Fee	125,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants	1,693,375 141,115 282,229	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	705,573	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0 365,404	1,347,459 365,404	2,694,919 365,404	2,694,919 365,404	2,694,919 365,404	2,694,919 365,404	2,694,919 365,404	2,694,919 365,404	2,694,919 365,404	2,694,919 365,404	2,694,919 365,404	1,347,459	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	15,000 33,686	30,000 67,373	30,000 67,373	30,000 67,373	30,000 67,373	30,000 67,373	30,000 67,373	30,000 67,373	30,000 67,373	30,000	15,000 33,686	0	0	0	0	0	0	0	0	0	0	0 0	0 0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	25,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents	0	78,690	157,380	157,380	157,380	157,380	157,380	157,380	157,380	157,380	157,380	78,690	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	13,115 0	26,230 10,000	26,230	26,230	26,230	26,230	26,230	26,230	26,230	26,230	13,115	0 0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	8,267,996	1,853,355	3,351,306	3,341,306	3,341,306	3,341,306	3,341,306	3,341,306	3,341,306	3,341,306	3,341,306	1,487,951	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation		578,760	565,398	472,349	372,085	264,804	150,012	27,186	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n
Profit on cost Profit on GDV		5. 5,1 00	555,550	2,070	5.2,000	_0 1,004	. 55,512	_1,100		3	J	v		Ŭ	v	3		V	J	v		Ü	Ü	8,338,21 0
Cash Flow	-8,267,996	190,878	1,329,282	1,432,331	1,532,595	1,639,876	1,754,668	1,877,494	1,904,680	1,904,680	1,904,680	1,135,042	0	0	0	0	0	0	0	0	0	0	0	-8,338,21
Opening Balar	0					-2,143,034							8,338,211	8,338,211	<u>8,</u> 338,211	8,338,211	8,338,211	8,338,211	8,338,211	8,338,211	8,338,211	8,338,211	8,338,211	



SITE NAME ed Greenfield	d A																							
INCOME Av Size		Number 170		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee cal Planning app fee	e dwgs				Build Cost BCIS	/m2 799		
Market Housing 91.	1 76%	129		2,150	25,221,100	11,731		LAND	Land Stamp Duty		/unit or m2 24,118		4,099,996			No dwgs No dwgs under 5 No dwgs over 50		385	46,200 13,800		CfSH CfSH Lifetime	16 0 11	2.00%	o o
Shared Ownership 91.				1,505					Easements etc. Legals Acquisition	on	1.50%	0	266,500			J		Total	60,000		SUDS SUDS	0	0.00%	6
Affordable Rent 91.1 Social Rent 91.1				880 968		1,875 0		PLANNING	Planning Fee			60,000				Stamp duty calc	: - Residual				Over-extra 4 Infrastructure	0 160 <b>985</b>	20%	6
Grant and Subsidy Shared Owne Affordable R Social Rent	•			0 0 0	0 0 0				Architects QS / PM Planning Consult Other Profession		6.00% 0.50% 1.00% 2.50%	958,495 79,875 159,749				Land payment 125,000 250,000 500,000	0% 1% 3%	3% 4%	4,099,996					
	0 ha 0 ha	31 22	/ha /ha		29,692,087	15,480			Build Cost - BCI s106 / CIL	S Based	985	340,000				1,000,000 above	5%	5% 5% <b>Total</b>	205,000					
Sales per Quarter 0 Unit Build Time 3	Quarters  Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r closing balance = 1	0		Contingency Abnormals Fees		2.50%	381,339 0 10,000	15,974,919			Stamp duty cald Land payment 125,000 250,000 500,000	0% 1% 3%	3%	2,574,000					
Residual Land Value Alternative Use Value Uplift 20%	<b>4,099,996</b> 195,000 39,000	745,454	<b>525,640</b> 25,000 5,000		RUN CIL MACR	-			Interest Legal and Valua	ion	7.00%					1,000,000 above	4% 5%	5%	128,700					
Plus /ha 300,000 Viability Threshold			300,000 <b>330,000</b>		Check on phasing dw	rgs nos rect		SALES	Agents Legals		3.0% 0.5%	148,460				Pre CIL s106		£/ Unit (all) Total	340,000					
Additional Profit	2,036,437	£/m2 174							% Costs		20.00%		1,049,223	23,068,129 4,613,626		Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2 <b>Total</b>	170,000					
RESIDUAL CASH FLOW FOR INT	TEREST Q1	Year 1	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	% GDV	Year 3 Q2	0.00% <b>Q3</b>	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME UNITS Started			4	8	10	10	10 593,438	10 1,186,875	10 1,483,594	10	10 1,483,594	10	10	10 1,483,594	10	10	10	10	10	8	1,483,594		1,483,594	
Market Housing Shared Ownership Affordable Rent				0	0	0	66,384 38,816	132,768 77,632	1,465,960 97,040	1,483,594 165,960 97,040	1,465,960 97,040	1,483,594 165,960 97,040	1,483,594 165,960 97,040	1,483,394 165,960 97,040	1,483,594 165,960 97,040	1,483,594 165,960 97,040	1,483,594 165,960 97,040	1,483,594 165,960 97,040	1,483,594 165,960 97,040	1,483,594 165,960 97,040	1,483,394 165,960 97,040	1,483,594 165,960 97,040	1,465,960 97,040	1,186,875 132,768 77,632
Social Rent Grant and Subsidy INCOME	0	0	0	0 0 <b>0</b>	0 0 <b>0</b>	0 0	0 0 <b>698,637</b>	0 0 <b>1,397,275</b>	0 0 <b>1,746,593</b>	0 0 <b>1,746,593</b>	0 0 1,746,593	0 0 1,746,593	0 0 1,746,593	0 0 1,746,593	0 0 <b>1,746,593</b>	0 0 1,746,593	0 0 <b>1,746,593</b>	0 0 1,746,593	0 0 1,746,593	0 0 <b>1,746,593</b>	0 0 1,746,593	0 0 <b>1,746,593</b>	0 0 <b>1,746,593</b>	0 0 <b>1,397,275</b>
EXPENDITURE Stamp Duty Easements etc.	205,000 0 61,500	-		-		-		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	3,2 13,2 2	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,	,, .,,,	3,0 13,000	3,0 13,000	3,2 15,000	1,110,000	,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	3,2 10,200	3,4 13,500	3, 14,222	- 1,2 13,000	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Legals Acquisition  Planning Fee	60,000		470.040																					
Architects QS Planning Consultants Other Professional	479,248 39,937 79,875 199,686		479,248 39,937 79,875 199,686																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	119,636 2,667 2,991 0	358,908 8,000 8,973 0	657,998 14,667 16,450 0	837,451 18,667 20,936 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	897,269 20,000 22,432 0	837,451 18,667 20,936 0	538,362 12,000 13,459 0	239,272 5,333 5,982 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0 0	0 0	0 0	0 0	0 0	0	20,959 3,493	41,918 6,986	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	41,918 6,986
Misc.  COSTS BEFORE LAND INT AND	1,145,246	0	10,000 <b>934,039</b>	375,880	689,114	877,054	964,153	988,606	1,000,832	1,000,832	1,000,832	1,000,832	1,000,832	1,000,832	1,000,832	1,000,832	1,000,832	1,000,832	1,000,832	938,185	624,951	311,718	61,131	48,905
For Residual Valuatio Land Interes Profit on Costs Profit on GD\	est es	91,792	93,398	111,378	119,905	134,063	151,758	159,060	154,692	144,348	133,823	123,114	112,218	101,131	89,850	78,372	66,692	54,809	42,717	30,414	16,799	0	0	0 4,613,626 0
Cash Flow Opening Bala	-5,245,241	-91,792	-1,027,437	-487,259	-809,019	-1,011,117	-417,274	249,609	591,070	601,413	611,938	622,647	633,543	644,630	655,911	667,390	679,069	690,953	703,045	777,995	1,104,843	1,434,876	1,685,463	-3,265,256
Closing Balar		-5,337,033	-6,364,471	-6,851,729	-7,660,749	-8,671,866	-9,089,140	-8,839,531	-8,248,461	-7,647,048	-7,035,110	-6,412,462	-5,778,919	-5,134,289	-4,478,377	-3,810,987	-3,131,918	-2,440,965	-1,737,920	-959,926	144,917	1,579,793	3,265,256	0
INCOME As Above	Q1	<b>Year 1</b> Q2	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	<b>Year 4</b> Q2	Q3	Q4	Q1	<b>Year 5</b> Q2	Q3	Q4	Q1	<b>Year 6</b> Q2	Q3	Q4
INCOME  EXPENDITURE  Land	2,574,000	0	0	0	0	0	698,637	1,397,275	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,746,593	1,397,275
Stamp Duty Easements etc. Legals Acquisition	128,700 0 38,610	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	60,000 479,248	0	0 479,248	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional	39,937 79,875 199,686	0 0 0	39,937 79,875 199,686	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	119,636 <b>127,277</b>	358,908 127,277	657,998 127,277	837,451 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269 127,277	897,269	837,451	538,362	239,272	0	0
Post CIL s106 Contingency Abnormals	0 0	0	2,991 0	8,973 0	4,000 16,450 0	8,000 20,936 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 22,432 0	10,000 20,936 0	10,000 13,459 0	8,000 5,982 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals	0 0	0 0	0 0	0 0	0 0	0 0	20,959 3,493	41,918 6,986	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	52,398 8,733	41,918 6,986
Misc.  COSTS BEFORE LAND INT AND	0 3,620,056	0 <b>0</b>	10,000 <b>1,058,650</b>	0 <b>495,158</b>	0 <b>805,725</b>	9 <b>93,665</b>	0 <b>1,081,431</b>	0 <b>1,105,883</b>	0 1,118,109	0 <b>1,118,109</b>	0 <b>1,118,109</b>	0 <b>1,118,109</b>	0 <b>1,118,109</b>	0 <b>1,118,109</b>	0 <b>1,118,109</b>	0 <b>1,118,109</b>	0 1,118,109	0 <b>1,118,109</b>	9 <b>90,832</b>	9 <b>29,518</b>	622,951	0 <b>314,384</b>	0 <b>61,131</b>	0 <b>48,905</b>
For CIL calculation	st	63,351	64,460	84,114	94,251	110,001	129,315	138,277	135,597	126,972	118,195	109,265	100,179	90,934	81,527	71,955	62,216	52,306	42,223	29,736	15,957	0	0	0 4,661,876
Interes Profit on cos	st																							
Interes	-3,620,056	-63,351	-1,123,110	-579,272	-899,976	-1,103,666	-512,108	153,115	492,887	501,512	510,289	519,219	528,305	537,550	546,958	556,529	566,269	576,178	713,539	787,339	1,107,685	1,432,209	1,685,463	-3,313,506



SITE NAME	ed Greenfield	В																							
INCOME	Av Size m2		Number 135		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fee	e dwgs	rate			Build Cost BCIS	/m2 803		
Market Housing	91.7	76%	102	!	2,150	20,180,138	9,386		LAND	Land Stamp Duty		/unit or m2 24,167	<b>Total</b> 163,130	3,262,595			No dwgs No dwgs under 5 No dwgs over 50		385	32,725 9,775		CfSH CfSH Lifetime	16 0 11	2.00	<b>%</b>
Shared Ownership	91.7	12%	16	3	1,505	2,257,417	1,500			Easements etc. Legals Acquisition		1.50%	0 48,939	212,069			No dwgs over 30		Total	42,500		SUDS SUDS	0	0.009	<b>%</b>
Affordable Rent	91.7		16		880		1,500		PLANNING	D			40.500								I	Over-extra 4 Infrastructure	0 161	209	<b>%</b>
Social Rent  Grant and Subsidy	91.7 Shared Owner		0	)	968	0	0			Planning Fee Architects QS / PM		6.00% 0.50%	42,500 771,255 64,271				Stamp duty calc Land payment 125,000	c - Residual	1%	3,262,595			991		
•	Affordable Re Social Rent	•			0	0 0				Planning Consul Other Professio		1.00% 2.50%	128,542 321,356				250,000 500,000	1% 3%	3% 4%						
SITE AREA - Net SITE AREA - Gross	3.85 5.50		35 25			23,757,506	12,386		CONSTRUCTI	<b>ON</b> Build Cost - BCl	IS Road	991	12,277,310				1,000,000 above	4% 5%	5% 5% <b>Total</b>	163,130					
SITE AREA - GIUSS	5.50	Па		) /IIa						s106 / CIL Contingency	o baseu	2.50%	270,000 306,933				Stamp duty calo	c - Add Profit	Total	103,130					
Sales per Quarter Unit Build Time	0 3	Quarters								Abnormals			0	12,854,243			Land payment 125,000	0%		1,815,000					
Residual Land Value	e	Whole Site 3,262,595	Per ha NET <b>847,427</b>	Per ha GROSS 593,199		<b>RUN Residual N</b> C	MACRO ctrl+r closing balance =	0	FINANCE	Fees Interest		7.00%	10,000				250,000 500,000 1,000,000	1% 3% 4%	3% 4% 5%						
Alternative Use Value Uplift	e 20%	137,500 27,500	·	25,000 5,000		RUN CIL MACR	O ctrl+l closing balance =	0		Legal and Valua	tion		10,000	20,000			above	5%		90,750					
Plus /ha <b>Viab</b>	a 300,000 pility Threshold	1,650,000 <b>1,815,000</b>		300,000 <b>330,000</b>		Check on phasing dw			SALES	Agents		3.0% 0.5%	712,725				Pre CIL s106		£/ Unit (all) Total	270,000					
Additional Profit		1,893,982	£/m2	1		cor	rect			Legals Misc.		0.5%	118,788 10,000	841,513	18,518,343		Post CIL s106	1,000		270,000	[				
		1,000,000		1					Developers Pro	% Costs		20.00%			3,703,669		CIL	0	£/m2 <b>Total</b>	135,000					
RESIDUAL CASH FI	LOW FOR INTE	EREST	Year 1				Year 2			% GDV	Year 3	0.00%			0 Year 4				Year 5				Year 6		
INCOME	- 0 1111	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				7	8 0	0	8	8 1,046,378 117,051	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	8 1,195,860 133,773	1,195,860 133,773	1,195,860 133,773	1,195,860 133,773	1,195,860 133,773	0
Shared Ownership Affordable Rent Social Rent					0 0	0 0	0 0	117,051 68,442 0	78,219 0	78,219 0	78,219 0	78,219 0	133,773 78,219 0	133,773 78,219 0	78,219 0	133,773 78,219 0	78,219 0	78,219 0	78,219 0	78,219 0	133,773 78,219 0	78,219 0	78,219 0	78,219 0	0 0 0
Grant and Subsidy INCOME		0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>1,231,871</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 1,407,852	0 <b>1,407,852</b>	0 <b>1,407,852</b>	0 <b>0</b>
EXPENDITURE Stamp Duty		163,130																							
Easements etc. Legals Acquisition		0 48,939																							
Planning Fee Architects		42,500 385,627		385,627																					
Architects QS Planning Consultants	<b>.</b>	32,136 64,271		305,027 32,136 64,271																					
Other Professional		160,678		160,678																					
Build Cost - BCIS Ba s106/CIL Contingency	ase		0	212,200 4,667 5,305	454,715 10,000 11,368	697,230 15,333 17,431	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	727,544 16,000 18,189	485,030 10,667 12,126	242,515 5,333 6,063	0 0 0	0 0 0	0 0 0
Abnormals			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000																							
Agents Legals		0 0	0 0	0 0	0 0	0	0 0	36,956 6,159	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	0 0
Misc. Costs Before LA	AND INT AND I	917,281	0	10,000 <b>874,884</b>	476,083	729,994	761,733	804,848	811,008	811,008	811,008	811,008	811,008	811,008	811,008	811,008	811,008	811,008	811,008	811,008	557,097	303,186	49,275	49,275	0
For Residual Valuati	iu Land	3,262,595																							
	Interest Profit on Costs	0,202,000	73,148	74,428	91,041	100,966	115,507	130,859	125,676	117,431	109,041	100,504	91,818	82,981	73,988	64,838	55,528	46,055	36,416	26,608	16,629	2,032	0	0	0 3,703,669
	Profit on GDV  Cash Flow	-4,179,875	-73,148	-949,312	-567,124	-830,960	-877,240	296,163	471,168	479,414	487,803	496,340	505,026	512 96 <i>1</i>	522,857	532,007	541,317	550 700	560,429	570,236	834,126	1,102,634	1,358,577	1,358,577	-3,703,669
	Opening Balar Closing Balan	0	-4,253,023	-5,202,335	-5,769,459	-6,600,419	-7,477,659	-7,181,496	-6,710,328	-6,230,914	-5,743,111	-5,246,770	-4,741,744	513,864 -4,227,881	-3,705,024	-3,173,017	-2,631,701	550,790 -2,080,911	-1,520,483	-950,247	-116,120	986,514	2,345,091	3,703,669	-3,703,669
24011 51 014 505 0	OII ADDITIONA	I DDOFIT	V4				V 0				V0				V 4				V				V		
CASH FLOW FOR C	As Above	Q1	<b>Year 1</b> Q2	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	<b>Year 4</b> Q2	Q3	Q4	Q1	<b>Year 5</b> Q2	Q3	Q4	Q1	<b>Year 6</b> Q2	Q3	Q4
INCOME		0	0	0	0	0	0	1,231,871	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	1,407,852	0
<b>EXPENDITURE</b> Land		1,815,000																							
Stamp Duty Easements etc.		90,750 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Legals Acquisition		27,225 42 500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS		42,500 385,627 32,136	0 0 0	0 385,627 32,136	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0	0 0	0 0	0 0 0	0 0	0 0	0 0	0 0	0 0 0	0 0	0 0 0	0 0	0 0 0
Planning Consultants Other Professional	3	64,271 160,678	0 0	64,271 160,678	0 0	0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0						
Build Cost - BCIS Ba POTENTIAL CIL	ase	0	0	212,200 <b>126,265</b>	454,715 126,265	697,230 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544 126,265	727,544	727,544	485,030	242,515	0	0	0
POTENTIAL CIL Post CIL s106 Contingency		0	0	5,305	11,368	7,000 17,431	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 12,126	8,000 6,063	0 0	0 0	0 0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0 0	0 0	0 0	0 0	0	0 0	36,956 6,159	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	42,236 7,039	0 0
lisc. COSTS BEFORE LA	AND INT AND I	0 <b>2,638,187</b>	0 <b>0</b>	10,000 <b>996,483</b>	0 <b>592,349</b>	0 <b>847,926</b>	0 <b>879,998</b>	0 <b>923,114</b>	0 <b>929,273</b>	929,273	9 <b>29,273</b>	0 <b>929,273</b>	0 <b>929,273</b>	9 <b>29,273</b>	0 <b>929,273</b>	0 <b>929,273</b>	0 <b>929,273</b>	9 <b>29,273</b>	0 <b>803,008</b>	0 <b>803,008</b>	0 <b>554,430</b>	0 <b>305,852</b>	0 <b>49,275</b>	0 <b>49,275</b>	0 <b>0</b>
or CIL calculation																									
	Interest Profit on cost		46,168	46,976	65,237	76,745	92,926	109,952	106,473	99,961	93,336	86,594	79,734	72,754	65,652	58,426	51,074	43,592	35,980	26,025	15,896	1,239	0	0	0 3,747,127
	Profit on GDV  Cash Flow	-2,638,187	-46,168	-1,043,459	-657,585	-924,671	-972,925	198,804	272 1 <b>0</b> 6	378,617	385,243	391,985	398,845	405,825	412,926	420,153	427,505	434,987	568,864	578,820	837,527	1,100,761	1,358,577	1,358,577	-3,747,127
	Opening Balar Closing Balan	0	-46,168 -2,684,355	-1,043,459 -3,727,815	-657,585 -4,385,400	-924,671 -5,310,071	-972,925 -6,282,995	198,804 -6,084,191	372,106 -5,712,085	-5,333,468	-4,948,225	391,985 -4,556,240	398,845 -4,157,395	405,825 -3,751,570	412,926 -3,338,644	420,153 -2,918,491	-2,490,986	-2,055,999	-1,487,134	-908,315	-70,788	1,100,761	1,358,577 2,388,550	1,358,577 3,747,127	-3,141,121 0
	. 5	<u> </u>	<u> </u>	·	<u> </u>	· · · · · · · · · · · · · · · · · · ·				•	•			<u> </u>		·	•	<u>.                                      </u>				•	•		



SITE NAME	nall Greenfield	С							]																
INCOME	Av Size m2		Number 62		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS		hand an and	Tartal				Planning fee cal Planning app fee	dwgs	rate			Build Cost BCIS	/m2 799	0.000	.,
Market Housing	94.5	76%	47		2,150	9,547,522	4,441		LAND	Land Stamp Duty		/unit or m2 29,246		1,813,270			No dwgs No dwgs under 5 No dwgs over 50	62 12 12	385	4,620 1,380		CfSH CfSH Lifetime	16 0 11	2.00%	<b>%</b>
Shared Ownership	94.5		8		1,505		710			Easements etc. Legals Acquisiti		1.50%	0						Total	6,000		SUDS SUDS	0	0.00%	%
Affordable Rent Social Rent	94.5 94.5		8		880 968		710		PLANNING	Planning Fee			6,000				Stamp duty calc	- Residual				Over-extra 4 Infrastructure	0 120 <b>946</b>	15%	%
	Shared Owners Affordable Ren Social Rent	ship			0	0 0 0				Architects QS / PM Planning Consu Other Profession		6.00% 0.50% 1.00% 2.50%	348,366 29,030 58,061				Land payment 125,000 250,000 500,000	0% 1% 3%	1% 3% 4%	1,813,270					
SITE AREA - Net SITE AREA - Gross	2.00 l s 2.50 l		31 25			11,240,028	5,860		CONSTRUCTI	Build Cost - BC s106 / CIL	IS Based	946	124,000				1,000,000 above	4% 5%	5% 5% <b>Total</b>	90,663					
Sales per Quarter Unit Build Time	0 3 (	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r Closing balance =	0	FINANCE	Contingency Abnormals Fees		2.50%	138,588 0 10,000	5,806,099			Stamp duty calc Land payment 125,000 250,000 500,000	9 - <b>Add Profit</b> 0% 1% 3%		825,000					
Residual Land Value Alternative Use Value Uplift Plus /ha	ue 20%	1,813,270 62,500 12,500 750,000	906,635			RUN CIL MACRO	_		SALES	Interest Legal and Valua	ıtion	7.00%					1,000,000 above	4% 5%	5% 5% <b>Total</b>	41,250					
	bility Threshold	825,000	£/m2 <b>277</b>	330,000		Check on phasing dwg				Agents Legals Misc.		3.0% 0.5%			8,747,243		Pre CIL s106  Post CIL s106		£/ Unit (all) Total £/ Unit (all)	124,000					
Additional Front		1,221,300	211	l					Developers Pro	ofit % Costs % GDV		20.00% 0.00%			1,749,449 0		CIL	0	£/m2 Total	62,000					
RESIDUAL CASH F	FLOW FOR INTE	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				2	5	5	5	5 307,985	5 769,961	5 769,961	5 769,961	5 769,961	5 769,961	5 769,961	5 769,961	5 769,961	769,961	769,961	769,961	769,961	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent					0 0 0	0 0 0	0 0 0	34,452 20,145 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	86,130 50,362 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Grant and Subsidy INCOME	E	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>362,582</b>	0 <b>906,454</b>	906,454	906,454	0 <b>906,454</b>	0 <b>906,454</b>	0 <b>906,454</b>	0 <b>906,454</b>	906,454	906,454	0 <b>906,454</b>	0 <b>906,454</b>	0 <b>906,454</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		90,663 0 27,199																							
Planning Fee Architects		6,000 174,183		174,183																					
QS Planning Consultants Other Professional	s	14,515 29,030 72,576		14,515 29,030 72,576																					
Build Cost - BCIS Ba s106/CIL Contingency Abnormals	ase		0 0 0	59,608 1,333 1,490 0	208,627 4,667 5,216 0	357,646 8,000 8,941 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	447,057 10,000 11,176 0	298,038 6,667 7,451 0	149,019 3,333 3,725 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation		10,000 10,000																							
Agents Legals		0 0	0 0	0 0	0 0	0	0 0	10,877 1,813	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	27,194 4,532	0 0	0	0 0	0 0	0 0
Misc. COSTS BEFORE LA	AND INT AND I	434,168	0	10,000 <b>362,736</b>	218,509	374,587	468,234	480,924	499,960	499,960	499,960	499,960	499,960	499,960	499,960	499,960	343,882	187,804	31,726	31,726	0	0	0	0	0
For Residual Valuat	<b>-</b>	1,813,270																							
	Profit on Costs Profit on GDV  Cash Flow	-2,247,437	-39,330	-402,755	-265,576	51,714 -426,301	-527,408	-186,747	71,672 334,822	65,813 340,681	346,643	352,710	47,612 358,882	41,332 365,162	34,941	28,439 378,055	21,823	12,360 706,290	0 874,728	0 874,728	0	0	0	0	0 1,749,449 0 -1,749,449
	Opening Balar Closing Balan	0	-2,286,767	-2,689,522	-2,955,098	-3,381,399	-3,908,807	-4,095,554	-3,760,732	-3,420,051	-3,073,407	-2,720,698	-2,361,816	-1,996,654	-1,625,101	-1,247,046	-706,297	-7	874,721	1,749,449	1,749,449	1,749,449	1,749,449	1,749,449	0
CASH FLOW FOR O	CIL ADDITIONAL	L PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME EXPENDITURE	<u>-</u>	0	U	0	0	0	U	362,582	906,454	906,454	906,454	906,454	906,454	906,454	906,454	906,454	906,454	906,454	906,454	906,454	U	U	U	U	0
Land Stamp Duty Fasements etc		825,000 41,250 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		12,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS		6,000 174,183 14,515	0 0 0	0 174,183 14,515	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Consultants Other Professional	s	29,030 72,576	0 0	29,030 72,576	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Build Cost - BCIS Ba POTENTIAL CIL	ase	0	0	59,608 <b>111,627</b>	208,627 111,627	357,646 111,627	447,057 111,627	447,057 111,627	447,057 111,627	447,057 111,627	447,057 111,627	447,057 111,627	447,057 111,627	447,057 111,627	447,057	447,057	298,038	149,019	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals		0 0	0 0	1,490 0	5,216 0	2,000 8,941 0	5,000 11,176 0	5,000 11,176 0	5,000 11,176 0	5,000 11,176 0	5,000 11,176 0	5,000 11,176 0	5,000 11,176 0	5,000 11,176 0	5,000 11,176 0	5,000 11,176 0	5,000 7,451 0	5,000 3,725 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation  Agents		10,000	0	0	0	0	0	0 10,877	0 27,194	0 27,194	0 27,194	0 27,194	0 27,194	0 27,194	0 27,194	0 27,194	0 27,194	0 27,194	0 27,194	0 27,194	0	0	0	0	0
Legals Misc. COSTS BEFORE LA	AND INT AND I	0 0 <b>1,194,930</b>	0 0 <b>0</b>	0 10,000 <b>473,030</b>	0 0 <b>325,470</b>	0 0 <b>480,214</b>	0 0 <b>574,861</b>	1,813 0 <b>587,551</b>	4,532 0 <b>606,587</b>	4,532 0 <b>606,587</b>	4,532 0 <b>606,587</b>	4,532 0 <b>606,587</b>	4,532 0 <b>606,587</b>	4,532 0 <b>606,587</b>	4,532 0 <b>494,960</b>	4,532 0 <b>494,960</b>	4,532 0 <b>342,215</b>	4,532 0 <b>189,470</b>	4,532 0 <b>31,726</b>	4,532 0 <b>31,726</b>	0 0	0 0	0 0 <b>0</b>	0 0 <b>0</b>	0 0
For CIL calculation		. ,		,	, . <del></del>		,- <del></del>	,,	-,			,	,		,	,,,,,,	, :	, , , <del>, ,</del>	, <del>-</del>	, ·	-				
. o, oie calculation	Interest Profit on cost		20,911	21,277	29,928	36,147	45,183	56,034	60,952	56,771	52,517	48,188	43,784	39,302	34,742	28,149	21,440	11,941	0	0	0	0	0	0	0 1,772,127
										i			•	•											0
	Profit on GDV  Cash Flow	-1,194,930	-20,911	-494,307	-355,397	-516,361	-620,044	-281,004	238,915	243,096	247,350	251,679	256,083	260,565	376,752	383,345	542,798	705,042	874,728	874,728	0	0	0	0	-1,772,127



	eld							_																
NCOME Av Size m2		Number 30		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee calc	dwgs	rate			Build Cost BCIS	/m2 795		
rket Housing 86.4	76%	23		2,150	4,223,068	1,964		LAND	Land		/unit or m2 27,094	Total	812,827			No dwgs under 5	30 30	385	11,550		CfSH CfSH	16 0	2.00%	
red Ownership 86.4	12%	4		1,505	472,406	314			Stamp Duty Easements etc. Legals Acquisitio	on.	1.50%	32,513 0 12,192	44,705			No dwgs over 50	0	115 <b>Total</b>	11,550		Lifetime SUDS SUDS	11 0 0	0.00%	
rdable Rent 86.4	12%	4		880	276,224	314		PLANNING	Logalo / loquiolido		1.0070	12,102	11,700								Over-extra 4 Infrastructure	0 119	15%	
al Rent 86.4		0		968	0	0			Planning Fee Architects		6.00%	11,550 153,548				Stamp duty calc Land payment			812,827			941		
t and Subsidy Shared Owner Affordable Rei Social Rent	•			0	0				QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	12,796 25,591 63,978	267,463			125,000 250,000 500,000	0% 1% 3%	1% 3% 4%						
E AREA - Net 1.00 E AREA - Gross 1.25		30 24	/ha /ha	0	4,971,698	2,592		CONSTRUCTI	<b>ON</b> Build Cost - BCIS		941	2,438,178	207,403			1,000,000 above	5% 5%	4% 0% 4% Total	32,513					
es per Quarter 0									s106 / CIL Contingency Abnormals		2.50%	60,000 60,954 0	2,559,133			Stamp duty calc Land payment	- Add Profit		450,000					
	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	IACRO ctrl+r losing balance =	0	FINANCE	Fees			10,000				125,000 250,000 500,000	0% 1% 3%	1% 3% 4%						
esidual Land Value ernative Use Value lift 20%	<b>812,827</b> 62,500 12,500	812,827	<b>650,261</b> 50,000 10,000		RUN CIL MACRO	O ctrl+I losing balance =	0		Interest Legal and Valuati	ion	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 4% <b>Total</b>	18,000					
Plus /ha 300,000  Viability Threshold	375,000		300,000 <b>360,000</b>		Check on phasing dwg	gs nos		SALES	Agents		3.0% 0.5%	149,151 24,858				Pre CIL s106		Unit (all)	60,000					
Iditional Profit	444,754	2/m2 226			corr	eci	l	Developers Pro	Legals Misc.		0.5%	10,000	184,009	3,888,138		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2	80,000					
								Ботогорого	% Costs % GDV		20.00% 0.00%			777,628 0		O.E		Total	30,000					
ESIDUAL CASH FLOW FOR INTE	EREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NITS Started  arket Housing			3	3 0 0	3	3	3 422,307 47,241	3 422,307 47,241	3 422,307 47,241	3 422,307 47,241	3 422,307 47,241	3 422,307 47,241	422,307 47,241	422,307 47,241	422,307 47,241	422,307 47,241	0	0	0	0	0	0	0	0
ared Ownership ordable Rent cial Rent				0 0	0 0	0 0	47,241 27,622 0	47,241 27,622 0	47,241 27,622 0	47,241 27,622 0	47,241 27,622 0	47,241 27,622 0	47,241 27,622 0	47,241 27,622 0	47,241 27,622 0	47,241 27,622 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0
ant and Subsidy INCOME	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>497,170</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>
(PENDITURE amp Duty asements etc.	32,513 0																							
gals Acquisition	12,192																							
anning Fee chitects	11,550 76,774		76,774																					
anning Consultants ther Professional	6,398 12,796 31,989		6,398 12,796 31,989																					
ild Cost - BCIS Base	,,,,,,,	0	81,273	162,545	243,818	243,818	243,818	243,818	243,818	243,818	243,818	243,818	162,545	81,273	0	0	0	0	0	0	0	0	0	0
06/CIL ontingency onormals		0	2,000 2,032 0	4,000 4,064 0	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	6,000 6,095	4,000 4,064	2,000 2,032	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0
nance Fees	10,000	Ü	Ü	Ŭ	o o	O .	Ü	O .		Ü	v	o l	U	Ü	Ü	ŭ	Ü	v	Ŭ	Ŭ		Ü	Ü	Ü
gal and Valuation ents	10,000	0	0	0	0	0	14,915	14,915	14,915	14,915	14,915	14,915	14,915	14,915	14,915	14,915	0	0	0	0	0	0	0	0
egals isc.	0	0	0 10,000	0	0	0	2,486	2,486	2,486	2,486	2,486	2,486	2,486	2,486	2,486	2,486	0	0	0	0	0	0	0	0
OSTS BEFORE LAND INT AND I	204,212	0	223,261	170,609	255,913	255,913	273,314	273,314	273,314	273,314	273,314	273,314	188,010	102,705	17,401	17,401	0	0	0	0	0	0	0	0
r Residual Valuati Land Interest	<b>812,827</b>	17,798	18,110	22,334	25,710	30,639	35,653	32,360	29,008	25,599	22,129	18,599	15,007	9,859	3,129	0	0	0	0	0	0	0	0	0
Profit on Costs Profit on GDV																								777,62 0
Cash Flow Opening Balar	-1,017,039 r 0	-17,798	-241,371	-192,942	-281,623	-286,552	188,202	191,496	194,847	198,257	201,726	205,257	294,153	384,605	476,640	479,769	0	0	0	0	0	0	0	-777,62
Closing Balan		-1,034,837	-1,276,208	-1,469,150	-1,750,774	-2,037,325	-1,849,123	-1,657,627	-1,462,780	-1,264,523	-1,062,796	-857,540	-563,387	-178,782	297,859	777,628	777,628	777,628	777,628	777,628	777,628		777,628	0
ASH FLOW FOR CIL ADDITIONA  NCOME  As Above	Q1	Year 1 Q2	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	<b>Year 4</b> Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME XPENDITURE	0	0	0	0	0	0	497,170	497,170	497,170	497,170	497,170	497,170	497,170	497,170	497,170	497,170	0	0	0	0	0	0	0	0
and	450,000																							
																				•	_			0 0
asements etc.	18,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	^
asements etc. gals Acquisition	0 6,750	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0
asements etc. gals Acquisition anning Fee chitects	0 6,750 11,550 76,774 6,398	0 0 0	76,774 6,398	0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0 0	0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0
	0 6,750 11,550 76,774	0 0 0 0 0 0	76,774	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0
esements etc. egals Acquisition  anning Fee echitects S anning Consultants ther Professional  uild Cost - BCIS Base DTENTIAL CIL	0 6,750 11,550 76,774 6,398 12,796	0 0 0 0 0 0 0	76,774 6,398 12,796	0 0 0 0 0 0 0 0 162,545 55,594	0 0 0 0 0 0 0 0 243,818 55,594	0 0 0 0 0 0 0 0 243,818 55,594	0 0 0 0 0 0 0 0 243,818 55,594	0 0 0 0 0 0 0 0 243,818 55,594	0 0 0 0 0 0 0 0 0 243,818 55,594	0 0 0 0 0 0 0 0 243,818 55,594	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0 0 0	0 0 0 0 0
sements etc. gals Acquisition  anning Fee chitects S anning Consultants her Professional  ild Cost - BCIS Base DTENTIAL CIL est CIL s106 entingency	0 6,750 11,550 76,774 6,398 12,796 31,989		76,774 6,398 12,796 31,989 81,273								0 0 0 0 0 0 0 0 0 243,818 3,000 6,095 0	0 0 0 0 0 0 0 0 0 243,818 3,000 6,095 0	0 0 0 0 0 0 0 0 162,545 3,000 4,064 0	0 0 0 0 0 0 0 0 81,273 3,000 2,032 0	0 0 0 0 0 0 0 0				0 0 0 0 0 0 0 0	0 0 0 0 0 0 0		0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0
sements etc. gals Acquisition  anning Fee chitects S anning Consultants her Professional  ild Cost - BCIS Base DTENTIAL CIL st CIL s106 antingency normals  hance Fees	0 6,750 11,550 76,774 6,398 12,796 31,989		76,774 6,398 12,796 31,989 81,273 <b>55,594</b>	55,594	55,594 3,000	55,594 3,000	55,594 3,000	55,594 3,000	55,594 3,000	55,594 3,000 6,095	3,000	3,000	3,000	3,000										0 0 0 0 0 0
asements etc. gals Acquisition  anning Fee chitects S anning Consultants her Professional  illd Cost - BCIS Base DTENTIAL CIL ost CIL s106 ontingency onormals  hance Fees gal and Valuation gents	0 6,750 11,550 76,774 6,398 12,796 31,989 0		76,774 6,398 12,796 31,989 81,273 <b>55,594</b>	55,594	55,594 3,000	55,594 3,000	55,594 3,000 6,095 0 0 0	55,594 3,000 6,095 0 0 0 14,915	55,594 3,000 6,095 0 0 0 14,915	55,594 3,000 6,095 0 0 0	3,000 6,095 0 0 0	3,000 6,095 0 0 0 14,915	3,000 4,064 0 0 0 14,915	3,000 2,032 0 0 0 14,915	0 0 0 0 0 0 0 0 0 0 0 14,915	0 0 0 0 0 0 0 0 0 0 0 0								
sements etc. gals Acquisition  unning Fee chitects anning Consultants her Professional  ild Cost - BCIS Base DTENTIAL CIL st CIL s106 ntingency normals  ance Fees gal and Valuation  ents gals sc.	0 6,750 11,550 76,774 6,398 12,796 31,989 0	0 0 0 0 0 0 0 0	76,774 6,398 12,796 31,989 81,273 <b>55,594</b> 2,032 0 0 0 0	55,594	55,594 3,000 6,095 0 0 0 0	55,594 3,000 6,095 0 0 0 0	55,594 3,000 6,095 0 0 0 14,915 2,486 0	55,594 3,000 6,095 0 0 0 14,915 2,486 0	55,594 3,000 6,095 0 0	55,594 3,000 6,095 0 0 0 14,915 2,486 0	3,000 6,095 0 0 0 14,915 2,486 0	3,000 6,095 0 0 0 14,915 2,486 0	3,000 4,064 0 0 0 0 14,915 2,486 0	3,000 2,032 0 0 0 0 14,915 2,486 0	0 0 0 0 0 0 0 0 0 0 0 0 14,915 2,486 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 14,915 2,486 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0	0 0 0 0 0 0 0
anning Fee chitects  anning Consultants her Professional wild Cost - BCIS Base DTENTIAL CIL sot CIL s106 ontingency onormals hance Fees gal and Valuation gents gals sc.  DSTS BEFORE LAND INT AND I	0 6,750 11,550 76,774 6,398 12,796 31,989 0 0 10,000 10,000	0 0 0 0 0 0 0 0	76,774 6,398 12,796 31,989 81,273 <b>55,594</b> 2,032 0 0 0	55,594 4,064 0 0 0 0 0 0	55,594 3,000	55,594 3,000	55,594 3,000 6,095 0 0 0	55,594 3,000 6,095 0 0 0 14,915	55,594 3,000 6,095 0 0 0 14,915 2,486 0	55,594 3,000 6,095 0 0 0 14,915 2,486	3,000 6,095 0 0 0	3,000 6,095 0 0 0 14,915	3,000 4,064 0 0 0 14,915	3,000 2,032 0 0 0 14,915	2,486 0	2,486 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0
sements etc. gals Acquisition  anning Fee chitects anning Consultants her Professional  ild Cost - BCIS Base DTENTIAL CIL st CIL s106 Intingency normals  ance Fees gal and Valuation  ents gals sc.  DSTS BEFORE LAND INT AND I	0 6,750 11,550 76,774 6,398 12,796 31,989 0 0 10,000 10,000 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	76,774 6,398 12,796 31,989 81,273 <b>55,594</b> 2,032 0 0 0 0	55,594 4,064 0 0 0 0 0 0	55,594 3,000 6,095 0 0 0 0	55,594 3,000 6,095 0 0 0 0	55,594 3,000 6,095 0 0 0 14,915 2,486 0	55,594 3,000 6,095 0 0 0 14,915 2,486 0	55,594 3,000 6,095 0 0 0 14,915 2,486 0	55,594 3,000 6,095 0 0 0 14,915 2,486 0	3,000 6,095 0 0 0 14,915 2,486 0	3,000 6,095 0 0 0 14,915 2,486 0	3,000 4,064 0 0 0 0 14,915 2,486 0	3,000 2,032 0 0 0 0 14,915 2,486 0	2,486 0	2,486 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	0
esements etc.  Igals Acquisition  Igals Acquisition  Iganning Fee  Chitects Iganning Consultants Iganning Consulta	0 6,750 11,550 76,774 6,398 12,796 31,989 0 0 10,000 10,000 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0	76,774 6,398 12,796 31,989 81,273 55,594  2,032 0 0 0 0 10,000 276,855	55,594  4,064 0 0 0 0 222,203	55,594 3,000 6,095 0 0 0 0 308,508	55,594 3,000 6,095 0 0 0 0 308,508	55,594 3,000 6,095 0 0 14,915 2,486 0 325,908	55,594 3,000 6,095 0 0 0 14,915 2,486 0 325,908	55,594 3,000 6,095 0 0 14,915 2,486 0 325,908	55,594 3,000 6,095 0 0 14,915 2,486 0 325,908	3,000 6,095 0 0 0 14,915 2,486 0 <b>270,314</b>	3,000 6,095 0 0 0 14,915 2,486 0 270,314	3,000 4,064 0 0 0 14,915 2,486 0 187,010	3,000 2,032 0 0 0 14,915 2,486 0 103,705	2,486 0 <b>17,401</b>	2,486 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0		0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0



SITE NAME Small Site (BF)	)																							
INCOME Av Size m2		Number		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee cal		rate			Build Cost BCIS	/m2 785		
Market Housing 78.7		9	)	2,150		715		LAND	Land		/unit or m2 19,794		237,533			No dwgs No dwgs under 5	12 12	385	4,620		CfSH CfSH	16 0	2.00%	0
Shared Ownership 78.7	12%	1		1,505	5 172,049	114			Stamp Duty Easements etc. Legals Acquisition	on	1.50%	2,375 0 3,563	5,938			No dwgs over 50	0	115 <b>Total</b>			Lifetime SUDS SUDS	11 0 39	5.00%	, 0
Affordable Rent 78.7		1		880		114		PLANNING					-,							1	Over-extra 4 Infrastructure	0 118	15%	
Social Rent 78.7  Grant and Subsidy Shared Owners Affordable Ren	ship	0	)	968	3 0 0 0 0 0	0			Planning Fee Architects QS / PM Planning Consult		6.00% 0.50% 1.00%		402.000			Stamp duty cald Land payment 125,000 250,000	0% 1%	0%				969		
Social Rent  SITE AREA - Net 0.30 h  SITE AREA - Gross 0.30 h		40 40		(	1,810,680	944		CONSTRUCTION	Build Cost - BCI		2.50% 969	24,610 914,682	103,062			500,000 1,000,000 above	3% 4% 5%							
Sales per Quarter 0 Unit Build Time 3	Quarters								s106 / CIL Contingency Abnormals		5.00%	24,000 45,734 0	984,416			Stamp duty calc Land payment 125,000	0%							
Residual Land Value	Whole Site <b>237,533</b>	Per ha NET <b>791,778</b>	Per ha GROSS <b>791,778</b>		RUN Residual I	MACRO ctrl+r Closing balance =	0		Fees Interest		7.00%	10,000				250,000 500,000 1,000,000	1% 3% 4%	0%						
Alternative Use Value Uplift 20% Plus /ha 0  Viability Threshold	105,000 21,000 0 <b>126,000</b>		350,000 70,000 0 <b>420,000</b>		RUN CIL MACR	Closing balance =	0	SALES	Legal and Valuat	iion	3.0%	10,000 54,320	20,000			above Pre CIL s106	2,000	1% Total £/ Unit (all)		] ]				
Additional Profit		£/m2 <b>186</b>				rrect		Developers Pro	Legals Misc.		0.5%	9,053 10,000		1,424,323		Post CIL s106		Total	24,000	]				
								•	% Costs % GDV		20.00% 0.00%			284,865 0				Total	12,000					
RESIDUAL CASH FLOW FOR INTE	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership Affordable Rent			1	2 0 0 0	2 0 0 0	2 0 0 0	2 128,169 14,337 8,383	2 256,338 28,675 16,767	1 256,338 28,675 16,767	256,338 28,675 16,767	256,338 28,675 16,767	256,338 28,675 16,767	128,169 14,337 8,383	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Social Rent Grant and Subsidy INCOME	0	0	0	0 0	0 0	0 0 <b>0</b>	0 0 <b>150,890</b>	0 0 <b>301,780</b>	0 0 <b>301,780</b>	0 0 <b>301,780</b>	0 0 <b>301,780</b>	0 0 <b>301,780</b>	0 0 <b>150,890</b>	0 0	0 0	0 0	0 0 <b>0</b>	0 0	0 0	0 0	0 0	0 0	0 0 <b>0</b>	0 0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc.	2,375 0					-	,			,	,		,										-	
Legals Acquisition  Planning Fee	3,563 4,620																							
Architects QS Planning Consultants Other Professional	29,532 2,461 4,922 12,305		29,532 2,461 4,922 12,305																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0	25,408 667 1,270 0	76,224 2,000 3,811 0	127,039 3,333 6,352	152,447 4,000 7,622 0	152,447 4,000 7,622 0	152,447 4,000 7,622 0	127,039 3,333 6,352 0	76,224 2,000 3,811 0	25,408 667 1,270 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	·	•	·		•	Ţ	·		·	·	·	· ·	· ·	•	·	Ç	·	·	·		·	· ·	·
Agents Legals	0 0	0 0	0 0	0 0	0 0	0 0	4,527 754	9,053 1,509	9,053 1,509	9,053 1,509	9,053 1,509	9,053 1,509	4,527 754	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND I	79,779	0	10,000 <b>86,566</b>	82,035	136,724	164,069	169,351	174,632	147,287	92,597	37,907	10,562	5,281	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatic Land Interest Profit on Costs Profit on GDV	· ·	5,553	5,650	7,264	8,827	11,374	14,444	15,020	13,058	10,583	7,107	2,614	0	0	0	0	0	0	0	0	0	0	0	0 284,865 0
Cash Flow Opening Balar	-317,313 0 -317,313	-5,553 -322,866	-92,216 -415,081	-89,299 -504,380	-145,551 -649,931	-175,443 -825,374	-32,905 -858,279	112,128 -746,150	141,436 -604,715	198,601	256,766	288,604 139,256	145,609 284,865	0 284,865	0 284,865	0 284,865	0 284,865	0 284,865	0 284,865	0 284,865	0 284,865	0 284,865	0	-284,865
Closing Balan  CASH FLOW FOR CIL ADDITIONAL		-322,000 Year 1	·	-304,380	-049,931	-625,374 Year 2		-746,130	-004,713	-406,114 Year 3	-149,348	139,230	204,003	Year 4	·	204,003	204,003	Year 5		204,003	204,003	Year 6	284,865	0
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME  EXPENDITURE  Land	<b>0</b> 126,000	0	0	0	0	0	150,890	301,780	301,780	301,780	301,780	301,780	150,890	0	0	O	0	0	0	0	0	0	U	0
Stamp Duty Easements etc. Legals Acquisition	1,260 0 1,890	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	4,620 29,532	0	0 29,532	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional	2,461 4,922 12,305	0 0 0	2,461 4,922 12,305	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	25,408 <b>26,619</b>	76,224 26,619	127,039 26,619	152,447 26,619	152,447 26,619	152,447	127,039	76,224	25,408	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0 0	0 0	1,270 0	3,811 0	1,000 6,352 0	2,000 7,622 0	2,000 7,622 0	2,000 7,622 0	2,000 6,352 0	2,000 3,811 0	1,000 1,270 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals	0 0	0 0	0 0	0 0	0	0 0	4,527 754	9,053 1,509	9,053 1,509	9,053 1,509	9,053 1,509	9,053 1,509	4,527 754	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND I	0 <b>202,991</b>	0 <b>0</b>	10,000 <b>112,518</b>	0 <b>106,654</b>	0 <b>161,010</b>	0 <b>188,688</b>	0 <b>193,970</b>	0 <b>172,632</b>	0 <b>145,953</b>	0 <b>92,597</b>	0 <b>38,241</b>	0 <b>10,562</b>	0 <b>5,281</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
For CIL calculation Interest Profit on cost		3,552	3,615	5,647	7,612	10,563	14,050	15,050	13,053	10,554	7,078	2,590	0	0	0	0	0	0	0	0	0	0	0	0 286,219
Profit on GDV  Cash Flow Opening Balar	-202,991	-3,552	-116,133	-112,301	-168,622	-199,251	-57,129	114,099	142,774	198,629	256,461	288,627	145,609	0	0	0	0	0	0	0	0	0	0	-286,219
Closing Balan	-202,991	-206,543	-322,676	-434,976	-603,598	-802,850	-859,979	-745,880	-603,107	-404,478	-148,017	140,610	286,219	286,219	286,219	286,219	286,219	286,219	286,219	286,219	286,219	286,219	286,219	0



SITE NAME Small Infill (BF)	·)																							
INCOME Av Size m2		Number 4		Price £/m2		GIA m2		DEVELOPME	NT COSTS							Planning fee calc	; dwgs	rate			Build Cost BCIS	/m2 782		
Market Housing 80.0	100%	4		2,150	688,000	320		LAND	Land		/unit or m2 32,418	Total	129,672			No dwgs under 5	4 4	385	1,540		CfSH CfSH Lifetime	16 0	2.00%	•
Shared Ownership 80.0	0%	0		1,505	0	0			Stamp Duty Easements etc. Legals Acquisition	on	1.50%	1,297 0 1,945	3,242			No dwgs over 50	0	115 <b>Total</b>	1,540		SUDS SUDS	0 39	5.00%	)
Affordable Rent 80.0		0		880		0		PLANNING								[a				1	Over-extra 4 Infrastructure	0 78	10%	
Social Rent 80.0  Grant and Subsidy Shared Owner		0		968	0	0			Planning Fee Architects QS / PM		6.00% 0.50%	1,540 19,147 1,596				Stamp duty calc Land payment 125,000	- Residual	1%	129,672	2.		926		
Affordable Re Social Rent	•			0	0				Planning Consult Other Profession		1.00% 2.50%	3,191 7,978	33,452			250,000 500,000 1,000,000	1% 3% 4%	0% 0% 0%						
SITE AREA - Net 0.13 SITE AREA - Gross 0.13		31 31	/ha /ha		688,000	320		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	926	296,301 8,000				above	5%	1% <b>Total</b>	1,297	<u> </u>				
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual N	AACDO ofuls v		FINANCE	Contingency Abnormals		5.00%	14,815 0	319,116			Stamp duty calc Land payment 125,000 250,000	0%	1% 0%	54,600	) )				
Residual Land Value	Whole Site <b>129,672</b>	Per ha NET 997,473	Per ha GROSS 997,473			closing balance =	0	FINANCE	Fees Interest		7.00%	10,000				500,000 1,000,000	1% 3% 4%	0% 0% 0%						
Alternative Use Value Uplift 20% Plus /ha 0	45,500 9,100		350,000 70,000		RUN CIL MACR	O ctrl+l closing balance =	0	SALES	Legal and Valuat	iion		10,000	20,000			above	5%	1% <b>Total</b>	546	5				
Viability Threshold			420,000		Check on phasing dw	rgs nos		OALLO	Agents Legals		3.0% 0.5%	20,640 3,440				Pre CIL s106		∑/ Unit (all) Γotal	8,000					
Additional Profit	83,169	£/m2 <b>260</b>						Developers P	Misc.  rofit  % Costs		20.00%	10,000	34,080	539,561 107,912		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	4,000					
RESIDUAL CASH FLOW FOR INTE	EREST	Year 1				Year 2			% GDV	Year 3	0.00%			0 Year 4		L		Year 5	4,000	4		Year 6		
INCOME UNITS Started	Q1	Q2	Q3 1	<b>Q4</b>	Q1 1	<b>Q2</b>	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership				0	0	0	172,000 0	172,000 0	172,000	172,000 0	0	0	0	0	0	0	0	0	0 0	0	0 0	0	0	0
Affordable Rent Social Rent Grant and Subsidy				0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	υ 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
INCOME	0	0	0	0	0	0	172,000	172,000	172,000	172,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	1,297 0 1,945																							
Planning Fee	1,540		0.570																					
Architects QS Planning Consultants	9,573 798 1,596		9,573 798 1,596																					
Other Professional	3,989	٥	3,989	40.000	74.075	74.075	40.000	04.000		0	0		0	0	0		0	0	0	0			0	0
Build Cost - BCIS Base s106/CIL Contingency		0	24,692 667 1,235	49,383 1,333 2,469	74,075 2,000 3,704	74,075 2,000 3,704	49,383 1,333 2,469	24,692 667 1,235	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Abnormals	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000																							
Agents Legals	0 0	0 0	0 0 10,000	0 0	0 0	0	5,160 860	5,160 860	5,160 860	5,160 860	0 0	0	0 0	0 0	0 0	0	0	0	0 0	0 0	0	0 0	0	0
COSTS BEFORE LAND INT AND I	40,738	0	52,549	53,186	79,779	79,779	59,206	32,613	6,020	6,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuati Land	129,672	2,982	3,034	4,007	5,008	6,492	8,001	6,168	3,836	999	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs Profit on GDV		2,502	3,004	4,007	3,000	0,432	0,001	0,100	3,000	333	Ü		Ü	Ü	Ü	o l	Ü	Ü	Ü	Ü		Ü	O	107,912 0
Cash Flow Opening Balar	-170,409 0	-2,982	-55,583	-57,193	-84,787	-86,271	104,793	133,219	162,144	164,981	0	0	0	0	0	0	0	0	0	0	0	0	0	-107,912
Closing Balan		-173,391	-228,974	-286,167	-370,954	-457,225	-352,432	-219,213	-57,069	107,912	107,912	107,912	107,912	107,912	107,912	107,912	107,912	107,912	107,912	107,912	107,912	107,912	107,912	0
CASH FLOW FOR CIL ADDITIONA	AL PROFIT	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	172,000	172,000	172,000	172,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land	54,600																							
Stamp Duty	546	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	819	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	1,540 9,573 798	0 0	0 9,573 798	0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0	0	0 0
Planning Consultants Other Professional	1,596 3,989	0	1,596 3,989	0	0	0	0	0	0 0	0 0	0	0 0	0	0	0	0	0	0	0	0	0 0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	24,692 <b>83,169</b>	49,383	74,075	74,075	49,383	24,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	1,235	2,469	1,000 3,704	1,000 3,704	1,000 2,469	1,000 1,235	0 0	0	0	0	0	0	0	0	0	0 0	0 0	0	0 0	0	0	0
Abnormals Finance Fees	0 10,000	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation Agents	10,000 0	0	0	0	0	0	0 5,160	0 5,160	0 5,160	0 5,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0 0	0 0 10,000	0	0 0	0	860 0	860 0	860 0	860 0	0 0	0	0	0 0	0	0	0	0 0	0 0	0 0	0	0	0	0
COSTS BEFORE LAND INT AND I	93,461	0	135,051	51,853	78,779	78,779	58,873	32,946	6,020	6,020	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation Interest		1,636	1,664	4,057	5,035	6,502	7,994	6,154	3,829	991	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on cost Profit on GDV																								108,356
Cash Flow Opening Balan		-1,636	-136,716	-55,909	-83,814	-85,281	105,133	132,899	162,151	164,989	0	0	0	0	0	0	0	0	0	0	0	0	0	-108,356
Closing Balan	-93,461	-95,096	-231,812	-287,721	-371,535	-456,816	-351,683	-218,784	-56,633	108,356	108,356	108,356	108,356	108,356	108,356	108,356	108,356	108,356	108,356	108,356	108,356	108,356	108,356	0



SITE NAME	Small Infill								]																
INCOME	Av Size m2	%	Number 4	r 4	Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee ca Planning app fee		rate			Build Cost BCIS	/m2 782		
Market Housing	80.0	100%	4	4	2,150		320		LAND	Land		/unit or m2 35,132		140,528			No dwgs No dwgs under 5	4 4	385	1,540	)	CfSH CfSH	16	2.009	%
Shared Ownership	80.0	0%	0	0	1,505	0	0			Stamp Duty Easements etc.	n.	1 500/	1,405 0	2 512			No dwgs over 50	0	115 <b>Total</b>		<u>)</u>	Lifetime SUDS SUDS	11 0	0.009	o/
Affordable Rent	80.0	0%	O	0	880	0	0		PLANNING	Legals Acquisition	on	1.50%	2,108	3,513								Over-extra 4 Infrastructure	0 0 78	109	
Social Rent	80.0	0%	O	0	968	0	0			Planning Fee Architects		6.00%					Stamp duty calc			140,528	<mark>s</mark>		887		
Grant and Subsidy	Shared Ownersh Affordable Rent Social Rent	•			0	0 0 0				QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	1,530 3,060 7,649	32,138			125,000 250,000 500,000 1,000,000	0% 1% 3% 4%	1% 0% 0% 0%						
SITE AREA - Net SITE AREA - Gross	0.13 ha 3 0.13 ha		31 31			688,000	320			ON  Build Cost - BCIS  s106 / CIL  Contingency	S Based	887 5.00%	283,789 8,000 14,189				above Stamp duty calc	5%	1% Total		] i] 1				
Sales per Quarter Unit Build Time		uarters Whole Site	Por ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r Slosing balance = (		FINANCE	Abnormals		3.0070	10,000	305,978			Land payment 125,000 250,000 500,000	0% 1% 3%	1% 0% 0%		).				
Residual Land Valu Alternative Use Valu	ie	<b>140,528</b> 6,500	1,080,981			RUN CIL MACR		o		Interest Legal and Valuat	ion	7.00%		20,000			1,000,000 above	4% 5%	0% 1%						
Uplift Plus /h <b>Via</b> l	20% na 300,000 bility Threshold	1,300 39,000 <b>46,800</b>		10,000 300,000 <b>360,000</b>		Check on phasing dw	Closing balance = (  Orgs nos  Trect		SALES	Agents Legals		3.0% 0.5%	20,640 3,440				Pre CIL s106		Total  £/ Unit (all)  Total	8, <b>000</b>					
Additional Profit		£ 105,366	/m2 <b>329</b>	9					Developers Pro	Misc.			10,000	34,080			Post CIL s106 CIL	1,000	£/ Unit (all) £/m2		]				
RESIDUAL CASH F		DEST	Year 1	1			Year 2			% Costs % GDV	Year 3	20.00%			107,247 0 Year 4				Total	·	<u>'</u>		Year 6		
INCOME	-541 ON INTER	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				1	0	0	0	1 172,000 0	0	1 172,000 0	0	172,000 0	0	172,000 0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent					0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0
Grant and Subsidy INCOM	E	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>172,000</b>	0 <b>0</b>	0 <b>172,000</b>	0 <b>0</b>	0 <b>172,000</b>	0 <b>0</b>	0 <b>172,000</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		1,405 0 2,108																							
Planning Fee		1,540																							
Architects QS Planning Consultants Other Professional	s	9,179 765 1,530 3,825		9,179 765 1,530 3,825																					
Build Cost - BCIS B s106/CIL	ase		0	23,649 667	23,649 667	47,298 1,333	23,649 667	47,298 1,333	23,649 667	47,298 1,333	23,649 667	23,649 667	0 0	0	0 0	0 0	0	0	0	0 0	0 0	0	0 0	0 0	0 0
Contingency Abnormals			0 0	1,182 0	1,182 0	2,365 0	1,182 0	2,365 0	1,182 0	2,365 0	1,182 0	1,182 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000																							
Agents		0	0	0	0	0	0	5,160	0	5,160	0	5,160	0	5,160	0	0	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE L	AND INT AND I	0 <b>40,352</b>	0	0 10,000 <b>50,797</b>	2 <b>5,498</b>	<b>50,996</b>	25,498	860 <b>57,016</b>	25,498	860 <b>57,016</b>	2 <b>5,498</b>	860 <b>31,518</b>	0	<b>6,020</b>	0	0	0	0	0	0	0	0	0	0	0
OCCIO BEI ONE E	LAND IN T AND I	40,332	<u> </u>	30,737	23,436	30,990	23,490	37,010	23,490	37,010	23,430	31,310	<u> </u>	0,020	<u> </u>	<u> </u>	0		<u> </u>	<u> </u>	<u> </u>		<u> </u>	<u> </u>	<u> </u>
	tiu Land Interest Profit on Costs Profit on GDV	140,528	3,165	3,221	4,166	4,685	5,660	6,205	4,301	4,823	2,895	3,392	993	1,010	0	0	0	0	0	0	0	0	0	0	0 107,247 0
	Cash Flow Opening Balar	-180,880 0	-3,165	-54,018	-29,664	-55,682	-31,158	108,779	-29,799	110,161	-28,393	137,090	-993	164,970	0	0	0	0	0	0	0	0	0	0	-107,247
	Closing Balan	-180,880	-184,045	-238,063	-267,727	-323,409	-354,567	-245,788	-275,587	-165,427	-193,820	-56,730	-57,723	107,247	107,247	107,247	107,247	107,247	107,247	107,247	107,247	107,247	107,247	107,247	0
CASH FLOW FOR	CIL ADDITIONAL	PROFIT Q1	Year 1	1 Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME	As Above E	0	0	0	0	0	0	172,000	0	172,000	0	172,000	0	172,000	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land		46,800																							
Stamp Duty Easements etc. Legals Acquisition		468 0 702	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects		1,540 9,179	0 0	0 9,179	0	0	0 0	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0	0	0 0	0 0	0	0 0	0	0 0
QS Planning Consultants Other Professional		765 1,530 3,825	0 0 0	765 1,530 3,825	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS B POTENTIAL CIL	ase	0 -2,198,211	0	23,649 <b>2,303,577</b>	23,649	47,298	23,649	47,298	23,649	47,298	23,649	23,649	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	1,182	1,182	1,000 2,365	0 1,182	1,000 2,365	0 1,182	1,000 2,365	0 1,182	1,000 1,182	0	0	0	0	0	0 0	0	0	0	0 0	0	0	0
Abnormals Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0 0 0	0 0 0	0 0 10,000	0 0 0	0 0	0 0 0	5,160 860 0	0 0 0	5,160 860 0	0 0 0	5,160 860 0	0 0 0	5,160 860 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	υ 0 0	0 0 0	0 0 0
COSTS BEFORE L	AND INT AND	-2,113,402	0	2,353,707	24,832	50,663	24,832	56,683	24,832	56,683	24,832	31,852	0	6,020	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation	Interest		0	0	4,205	4,713	5,683	6,217	4,307	4,817	2,884	3,369	975	992	0	0	0	0	0	0	0	0	0	0	0
	Profit on cost Profit on GDV																								108,306
	Cash Flow Opening Balar	2,113,402 0	0	-2,353,707	-29,037	-55,377	-30,514	109,100	-29,139	110,500	-27,715	136,780	-975	164,988	0	0	0	0	0	0	0	0	0	0	-108,306
	Closing Balan	2,113,402	2,113,402	-240,305	-269,342	-324,719	-355,233	-246,133	-275,271	-164,772	-192,487	-55,707	-56,682	108,306	108,306	108,306	108,306	108,306	108,306	108,306	108,306	108,306	108,306	108,306	0



	arge Greenfield							•								•					7				
ICOME	Av Size m2	%	Number 300		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee call Planning app fee	dwgs	rate			Build Cost BCIS	/m2 799		
arket Housing	91.2	76%	227		2,300	47,669,409	20,726		LAND	Land		<b>/unit or m2</b> 31,745		9,523,437			No dwgs No dwgs under 5		385		y de la companya de l	CfSH CfSH	16 0	2.00%	9%
nared Ownership	91.2	12%	36		1,610	5,332,457	3,312			Stamp Duty Easements etc.			476,172 0	)			No dwgs over 50	250	115 <b>Total</b>			Lifetime SUDS	11		
fordable Rent	91.2	12%	36		1,000	3,312,085	3,312		PLANNING	Legals Acquisition	on	1.50%	142,852	619,023								SUDS Over-extra 4	0	0.009	
ocial Rent	91.2	0%	0		1,035	0	0		PLANNING	Planning Fee Architects		6.00%	125,000 1,693,375				Stamp duty calc	- Residual		9,523,437		Infrastructure	985	20%	%
ant and Subsidy	Shared Ownersh Affordable Rent	•			0	0				QS / PM Planning Consult	ants	0.50% 1.00%	1,093,375 141,115 282,229	;			Land payment 125,000 250,000	0%	1% 3%						
	Social Rent				0	0				Other Profession		2.50%					500,000 1,000,000	3% 4%	4% 5%						
ITE AREA - Net ITE AREA - Gross	10.00 h		30 21		l I	56,313,951	27,350		CONSTRUCTION	Build Cost - BCI s106 / CIL	S Based	985	600,000	1			above	5%	5% Total						
Sales per Quarter Unit Build Time	0 3 G	Quarters				RUN Residual N	IACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	673,730 0				Stamp duty cald Land payment 125,000 250,000	: - Add Profit 0% 1%	1% 3%						
Residual Land Valu		Whole Site <b>9,523,437</b>	952,344				losing balance =	0		Fees Interest		7.00%					500,000 1,000,000	3% 4%	4% 5%						
Alternative Use Valu Jplift	20%	350,000 70,000		25,000 5,000	1	RUN CIL MACRO	<b>O ctrl+l</b> losing balance =	0	041.50	Legal and Valuat	ion		10,000	35,000			above	5%	5% <b>Total</b>						
Plus /h <b>Vial</b>	a 300,000 bility Threshold	4,200,000 <b>4,620,000</b>		300,000 <b>330,000</b>		Check on phasing dw		]	SALES	Agents			1,689,419				Pre CIL s106		£/ Unit (all)	600,000	]				
Additional Profit			£/m2	1		cori	rect	J		Legals Misc.		0.5%	281,570 10,000		43,328,658		Post CIL s106		Total S/ Unit (all)	600,000	') 1				
Additional Profit		7,017,997	339	I					Developers Pro	fit % Costs % GDV		20.00% 0.00%			8,665,732 0		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>						
RESIDUAL CASH F	FLOW FOR INTER	REST Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME UNITS Started Market Housing	-	15	30 2,383,470	30 4,766,941	30 4,766,941	30	30 4,766,941	30 4,766,941	30 4 766 941	30 4,766,941	30 4 766 941	15 4,766,941	2,383,470	0	0		0	0	0	0	0	0	0	0	0
Market Housing Shared Ownership Affordable Rent			2,383,470 266,623 165,604	4,766,941 533,246 331,209	4,766,941 533,246 331,209	4,766,941 533,246 331,209	4,766,941 533,246 331,209	4,766,941 533,246 331,209	4,766,941 533,246 331,209	533,246 331,209	4,766,941 533,246 331,209	4,766,941 533,246 331,209	2,383,470 266,623 165,604	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy			0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0	0	0	0	0	0 0	0	0	0	0	0	0	0
INCOM	E	0	2,815,698	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	2,815,698	0	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Stamp Duty		476,172																							
Easements etc. Legals Acquisition		0 142,852																							
Planning Fee		125,000																							
Architects QS		1,693,375 141,115		0 0																					
Planning Consultants Other Professional	s	282,229 705,573		0 0																					
Build Cost - BCIS B	ase		1,347,459	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	1,347,459	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency			30,000 33,686	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	60,000 67,373	30,000 33,686	0   0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0
Abnormals		05.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		25,000 10,000																							
Agents Legals		0	84,471 14,078	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	84,471 14,078	0	0	0	0	0	0	0	0	0	0	0	0
Misc. COSTS BEFORE L	AND INT AND I	3,601,315	1,509,695	10,000 <b>3,029,391</b>	3,019,391	3,019,391	3,019,391	3,019,391	3,019,391	3,019,391	3,019,391	3,019,391	1,509,695	0	0	0	0	0	0	0	0	0	0	0	0
			<u> </u>	<u>.</u>				<u>,                                      </u>					<u> </u>							_	_		2.	_	_
For Residual Valua	Interest	9,523,437	918,733	891,624	771,897	643,090	505,266	357,794	199,999	31,159	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV																								8,665,732 0
	Cash Flow	-13,124,752	387,270	1,710,381	1,840,107	1,968,915	2,106,739	2,254,211	2,412,005	2,580,846	2,612,004	2,612,004	1,306,002	0	0	0	0	0	0	0	0	0	0	0	-8,665,732
	Opening Balar Closing Balan	0 -13,124,752	-12,737,483	-11,027,102	-9,186,995	-7,218,080	-5,111,341	-2,857,131	-445,125	2,135,720	4,747,725	7,359,729	8,665,732	8,665,732	8,665,732	8,665,732	8,665,732	8,665,732	8,665,732	8,665,732	8,665,732	8,665,732	8,665,732	8,665,732	0
CASH FLOW FOR	CII ADDITIONAL	PROFIT																							
CASH FLOW FOR INCOME	As Above	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME		0	2,815,698	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	5,631,395	2,815,698	0	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land		4,620,000																							
Stamp Duty		231,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 69,300	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		125,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS		1,693,375 141,115	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Planning Consultants Other Professional	s	282,229 705,573	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Build Cost - BCIS B	ase	0	1,347,459	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	2,694,919	1,347,459	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106	- 1	638,000	638,000 15,000	638,000 30,000	638,000 30,000	638,000 30,000	638,000 30,000	638,000 30,000	638,000 30,000	638,000 30,000	638,000 30,000	638,000 30,000	15,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0 0	33,686 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	67,373 0	33,686 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Finance Fees		25,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc		0	84,471 14,078	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	168,942 28,157	84,471 14,078	0	0	0	0	0	0	0	0	0	0 0	0	0
Misc. COSTS BEFORE L	AND INT AND I	0 <b>8,540,591</b>	0 <b>2,132,695</b>	10,000 <b>3,637,390</b>	0 <b>3,627,390</b>	3,627,390	0 <b>3,627,390</b>	0 <b>3,627,390</b>	0 <b>3,627,390</b>	3,627,390	0 <b>3,627,390</b>	0 <b>3,627,390</b>	0 <b>1,494,695</b>	<b>0</b>	<b>0</b>	<b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>	<b>0</b>	<b>0</b>
For CIL calculation																									
calculation	Interest		597,841	591,880	493,731	388,012	274,893	153,855	24,344	I 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 8,964,899
																									×UU
	Profit on GDV																								0,904,699
TO OIL GUIGUIGUIG	Profit on cost	-8,540,591 0	85,161	1,402,125	1,510,273	1,615,993	1,729,112	1,850,150	1,979,660	2,004,005	2,004,005	2,004,005	1,321,002	0	0	0	0	0	0	0	0	0	0	0	



SITE NAME ed Greenfield	IA																							
INCOME Av Size m2		Number 170		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee cal	dwgs				Build Cost BCIS	/m2 799		
Market Housing 91.1	76%	129	)	2,300	26,980,711	11,731		LAND	Land Stamp Duty		<b>/unit or m2</b> 32,015		5,442,538			No dwgs No dwgs under 5 No dwgs over 50		385			CfSH CfSH Lifetime	16 0 11	2.00%	)
Shared Ownership 91.1		21		1,610					Easements etc. Legals Acquisition	on	1.50%	0 81,638	353,765					Total	60,000		SUDS SUDS	0	0.00%	
Affordable Rent 91.1 Social Rent 91.1		21		1,000 1,035				PLANNING	Planning Fee			60,000				Stamp duty calo	: - Residual				Over-extra 4 Infrastructure	160 <b>985</b>	20%	
Grant and Subsidy Shared Owne Affordable Re Social Rent	•			0 0 0	0 0	) )			Architects QS / PM Planning Consult Other Profession		6.00% 0.50% 1.00% 2.50%	79,875 159,749				Land payment 125,000 250,000 500,000	0% 1% 3%	3% 4%					•	
SITE AREA - Net 5.50 SITE AREA - Gross 7.80		31 22			31,873,490	15,480		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	985	340,000				1,000,000 above	5%	5% 5% Total						
Sales per Quarter 0 Unit Build Time 3	Quarters  Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r Closing balance =	0	FINANCE	Contingency Abnormals Fees		2.50%	381,339 0 10,000	15,974,919			Stamp duty cald Land payment 125,000 250,000 500,000	: - Add Profit 0% 1% 3%	3%						
Residual Land Value Alternative Use Value Uplift 20%	<b>5,442,538</b> 195,000 39,000	989,552			RUN CIL MACR	-			Interest Legal and Valuat	tion	7.00%					1,000,000 above	4% 5%	5%						
Plus /ha 300,000  Viability Threshold	2,340,000 2,574,000	£/m2	300,000 <b>330,000</b>		Check on phasing dw			SALES	Agents Legals Misc.		3.0% 0.5%			24,574,285		Pre CIL s106	2,000	£/ Unit (all) Total	340,000					
Additional Profit	3,681,310	314						Developers Pro			20.00% 0.00%		1,125,572	4,914,857 0		Post CIL s106 CIL	1,000 C	£/ Unit (all) £/m2 Total						
RESIDUAL CASH FLOW FOR INT	EREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			4	8	10	10 0	10 634,840	10 1,269,681	10 1,587,101	10 1,587,101	10 1,587,101	10 1,587,101	10 1,587,101	10 1,587,101	10 1,587,101	10 1,587,101	10 1,587,101	10 1,587,101	10 1,587,101	8 1,587,101	1,587,101	1,587,101	1,587,101	1,269,681
Shared Ownership Affordable Rent Social Rent				0 0 0	0 0 0	0 0 0	71,015 44,109 0	1,209,081 142,031 88,218 0	1,387,101 177,538 110,272 0	1,387,101 177,538 110,272 0	1,367,101 177,538 110,272 0	1,367,101 177,538 110,272 0	1,387,101 177,538 110,272 0	1,387,101 177,538 110,272 0	1,567,101 177,538 110,272 0	1,387,101 177,538 110,272 0	1,387,101 177,538 110,272 0	1,367,101 177,538 110,272 0	1,387,101 177,538 110,272 0	1,367,101 177,538 110,272 0	1,387,101 177,538 110,272 0	1,367,101 177,538 110,272 0	1,367,101 177,538 110,272 0	142,031 88,218 0
Grant and Subsidy INCOME	0	0	0	0	0	0	749,964	1,499,929	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,499,929
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	272,127 0 81,638																							
Planning Fee Architects	60,000 479,248		479,248																					
QS Planning Consultants Other Professional	39,937 79,875 199,686		39,937 79,875 199,686																					
Build Cost - BCIS Base s106/CIL Contingency		0	119,636 2,667 2,991	358,908 8,000 8,973	657,998 14,667 16,450	837,451 18,667 20,936	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	897,269 20,000 22,432	837,451 18,667 20,936	538,362 12,000 13,459	239,272 5,333 5,982	0 0 0	0 0 0
Abnormals  Finance Fees  Legal and Valuation	10,000 10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals	0	0	0	0	0	0	22,499 3,750	44,998 7,500	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	44,998 7,500
Misc.  COSTS BEFORE LAND INT AND	1,232,511	0	10,000 <b>934,039</b>	375,880	689,114	877,054	965,950	992,199	1,005,323	1,005,323	1,005,323	1,005,323	1,005,323	1,005,323	1,005,323	1,005,323	1,005,323	1,005,323	1,005,323	942,676	629,443	316,209	65,622	52,498
For Residual Valuatia Land Interest Profit on Costs	t	116,813	118,858	137,283	146,264	160,883	179,047	185,960	180,329	168,267	155,994	143,506	130,799	117,870	104,715	91,330	77,711	63,853	49,752	35,405	19,711	0	0	0 4,914,857
Profit on GDV Cash Flow	-6,675,048	-116,813	-1,052,897	-513,164	-835,378	-1,037,937	-395,032	321,771	689,259	701,322	713,595	726,083	738,789	751,718	764,873	778,258	791,878	805,736	819,836	896,830	1,225,758	1,558,702	1,809,289	-3,467,426
Opening Balan Closing Balan		-6,791,862	-7,844,759	-8,357,922	-9,193,300	-10,231,237	-10,626,269	-10,304,499	-9,615,239	-8,913,918	-8,200,323	-7,474,241	-6,735,452	-5,983,734	-5,218,861	-4,440,603	-3,648,725	-2,842,990	-2,023,154	-1,126,324	99,434	1,658,136	3,467,426	0
CASH FLOW FOR CIL ADDITIONA	AL PROFIT Q1	<b>Year 1</b> Q2	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	749,964	1,499,929	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,874,911	1,499,929
EXPENDITURE Land	2,574,000																							
Stamp Duty Easements etc. Legals Acquisition	128,700 0 38,610	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	60,000 479,248	0 0	0 479,248	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
QS Planning Consultants Other Professional	39,937 79,875 199,686	0 0 0	39,937 79,875 199,686	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	0	0	119,636 <b>230,082</b>	358,908 230,082	657,998 230,082 4,000	837,451 230,082 8,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 230,082 10,000	897,269 10,000	837,451 10,000	538,362	239,272 8,000	0	0
Contingency Abnormals	0	0 0	2,991 0	8,973 0	16,450 0	20,936 0	22,432 0	22,432 0	22,432	22,432 0	22,432 0	22,432 0	22,432	22,432 0	22,432 0	22,432 0	22,432 0	22,432 0	10,000 22,432 0	20,936 0	13,459	5,982 0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents Legals	0 0	0	0	0 0	0 0	0 0	22,499 3,750	44,998 7,500	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	56,247 9,375	44,998 7,500
Misc.  COSTS BEFORE LAND INT AND	0 3,620,056	0 <b>0</b>	10,000 <b>1,161,455</b>	0 <b>597,962</b>	908,529	0 <b>1,096,470</b>	0 <b>1,186,032</b>	0 <b>1,212,280</b>	0 <b>1,225,405</b>	0 <b>1,225,405</b>	0 <b>1,225,405</b>	0 <b>1,225,405</b>	0 1,225,405	0 <b>1,225,405</b>	0 <b>1,225,405</b>	0 <b>1,225,405</b>	0 <b>1,225,405</b>	0 <b>1,225,405</b>	9 <b>95,323</b>	9 <b>34,010</b>	627,443	0 <b>318,876</b>	0 <b>65,622</b>	0 <b>52,498</b>
For CIL calculation Interest	t t	63,351	64,460	85,913	97,881	115,493	136,702	146,726	144,260	135,418	126,421	117,267	107,953	98,476	88,833	79,021	69,038	58,880	48,544	34,000	18,130	0	0	0 5,006,120
Profit on GDV Cash Flow	-3,620,056	-63,351	-1,225,914	-683,875	-1,006,410	-1,211,963	-572,770	140,923	505,247	514,088	523,085	532,239	541,553	551,030	560,673	570,485	580,469	590,627	831,045	906,901	1,229,339	1,556,036	1,809,289	-3,558,689
Opening Balar																								0



ed Greenfield	В																							
NCOME Av Size m2	%	Number 135		Price £/m2		GIA m2	2	DEVELOPMEN	NT COSTS							Planning fee ca Planning app fee	e dwgs				Build Cost BCIS	/m2 803	3	
arket Housing 91.7	76%	102		2,300	21,588,055	9,386	5	LAND	Land Stamp Duty		/unit or m2 32,208	_	4,348,072			No dwgs No dwgs under 5 No dwgs over 50		385 115	32,725 9,775		CfSH CfSH Lifetime	16 C	2.00%	<b>%</b>
nared Ownership 91.7	12%	16		1,610	2,414,911	1,500	)		Easements etc. Legals Acquisition		1.50%	0	282,625			ivo uwgs over so		Total	42,500		SUDS SUDS	0	0.00%	%
ffordable Rent 91.7		16		1,000		5 1,500		PLANNING	Diamina Fac			40.500				Ctomm duty col	- Davidual			1	Over-extra 4 Infrastructure	0 161	20%	%
ocial Rent 91.7  rant and Subsidy Shared Owners		0		1,035 0	0	) ()	)		Planning Fee Architects QS / PM		6.00% 0.50%					Stamp duty calc Land payment 125,000	c - Residual	1%	4,348,072			991	]	
Affordable Rer Social Rent	•			0	0 0	)			Planning Consul Other Professio		1.00% 2.50%	128,542	1,327,924			250,000 500,000	1% 3%	3% 4%						
TE AREA - Net 3.85 TE AREA - Gross 5.50		35 25			25,502,910	12,386	6	CONSTRUCT	I <b>ON</b> Build Cost - BC	IS Based	991	12,277,310				1,000,000 above	4% 5%	5% 5% <b>Total</b>	217,404					
							_		s106 / CIL Contingency		2.50%	270,000				Stamp duty cal	c - Add Profit							
ales per Quarter 0 nit Build Time 3	Quarters				RUN Residual N	MACRO ctrl+r		FINANCE	Abnormals			0	12,854,243			Land payment 125,000 250,000	0% 1%		1,815,000					
sidual Land Value	Whole Site 4,348,072	Per ha NET 1,129,369			С	Closing balance =	= 0		Fees Interest		7.00%					500,000 1,000,000	3% 4%	4% 5%						
ernative Use Value slift 20% Plus /ha 300,000	137,500 27,500 1,650,000		25,000 5,000 300,000		RUN CIL MACR	R <b>O ctrl+l</b> Closing balance =	<b>=</b> 0	SALES	Legal and Valua	tion		10,000	20,000			above	5%	5% <b>Total</b>	90,750					
Viability Threshold			330,000		Check on phasing dw	wgs nos rrect			Agents Legals		3.0% 0.5%	127,515				Pre CIL s106	2,000	£/ Unit (all) Total	270,000					
dditional Profit	3,214,480	£/m2 <b>342</b>	I				_	Developer Dr	Misc.			10,000	902,602	19,735,466		Post CIL s106	1,000							
								Developers Pr	% Costs % GDV		20.00% 0.00%			3,947,093 0		CIL	0	£/m2 <b>Total</b>	135,000					
ESIDUAL CASH FLOW FOR INTE	EREST Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
COME NITS Started			7	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8					
arket Housing ared Ownership Fordable Rent				0 0 0	0 0	0 0 0	1,119,381 125,218 77,775	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	1,279,292 143,106 88,886	0 0 0
cial Rent ant and Subsidy				0 0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0
INCOME PENDITURE	0	0	0	0	0	0	1,322,373	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	0
amp Duty sements etc.	217,404 0																							
gals Acquisition unning Fee	65,221 42,500																							
chitects	385,627 32,136		385,627 32,136																					
anning Consultants ner Professional	64,271 160,678		64,271 160,678																					
ld Cost - BCIS Base 06/CIL		0	212,200 4,667	454,715 10,000	697,230 15,333	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	727,544 16,000	485,030 10,667	242,515 5,333	0 0	0 0	0
ntingency normals		0 0	5,305 0	11,368 0	17,431 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	18,189 0	12,126 0	6,063 0	0 0	0 0	0 0
nance Fees gal and Valuation	10,000 10,000																							
gents	0	0	0	0	0	0	39,671	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	45,339	0
gals sc. STS BEFORE LAND INT AND I	987,837	0	0 10,000 <b>874,884</b>	476,083	729,994	7 <b>61,733</b>	6,612 <b>808,016</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>814,628</b>	7,556 <b>560,717</b>	7,556 <b>306,806</b>	7,556 <b>52,895</b>	7,556 <b>52,895</b>	0
	,		,	,						,			,	. , ,			,	,	,				,	
or Residual Valuati Land Interest Profit on Costs	4,348,072	93,378	95,013	111,986	122,277	137,192	152,923	146,598	136,972	127,177	117,211	107,071	96,753	86,255	75,573	64,704	53,645	42,392	30,943	19,293	2,995	0	0	0 3,947,0
Profit on GDV																								0
Cash Flow Opening Balar Closing Balan	-5,335,909 0 -5,335,909	-93,378 -5,429,287	-969,897 -6,399,184	-588,069 -6,987,253	-852,271 -7,839,524	-898,925 -8,738,448	361,434	550,058 -7,826,956	559,684	569,478	579,444	589,585 -5,528,765	599,902	610,401	621,083	631,952 -3,065,428	643,011 -2,422,417	654,263 -1,768,153	665,713	931,274	1,201,482 1,030,316	1,458,389 2,488,705	1,458,389 3,947,093	-3,947,0
, ,				0,007,200	1,000,024			7,020,000	1,201,212			0,020,700	4,020,002		0,007,070	0,000,420	2,722,711		1,102,440	171,100	1,000,010			<u> </u>
ASH FLOW FOR CIL ADDITIONA  COME As Above	Q1	Q2	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	<b>Year 4</b> Q2	Q3	Q4	Q1	<b>Year 5</b> Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME	0	0	0	0	0	0	1,322,373	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	1,511,284	0
XPENDITURE and	1,815,000																							
amp Duty sements etc.	90,750 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
gals Acquisition unning Fee	27,225 42,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
chitects	385,627 32,136	0	385,627 32,136	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
anning Consultants ner Professional	64,271 160,678	0	64,271 160,678	0	0	0	0	0	0	0 0	0 0	0 0	0 0	0	0	0 0	0	0	0	0	0	0 0	0 0	0
ild Cost - BCIS Base DTENTIAL CIL	0	0	212,200 <b>214,299</b>	454,715 214,299	697,230 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544 214,299	727,544	727,544	485,030	242,515	0	0	0
ost CIL s106 ontingency	0	0	5,305	11,368	7,000 17,431	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 18,189	8,000 12,126	8,000 6,063	0	0	0
normals ance Fees	0 10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gal and Valuation	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ents gals sc.	0 0 0	0 0 0	0 0 10,000	0 0 0	0 0	0 0 0	39,671 6,612 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	45,339 7,556 0	0 0 0
STS BEFORE LAND INT AND I	2,638,187	0	1,084,516	680,382	935,959	968,032	1,014,315	1,020,927	1,020,927	1,020,927	1,020,927	1,020,927	1,020,927	1,020,927	1,020,927	1,020,927	1,020,927	806,628	806,628	558,050	309,473	52,895	52,895	0
		46,168	46 07C	66 777	70.050	07 600	146 070	442,000	106 247	00 500	00 750	9E 900	70 700	71 517	64 407	56 700	AO 144	A4 A40	20.042	10.000	4.600	Λ	0	•
		4n 1h8	46,976	66,777	79,853	97,629	116,278	112,922	106,317	99,596	92,758	85,800	78,720	71,517	64,187	56,729	49,141	41,419	29,813	18,003	1,636	U	U	4,023,
r <b>CIL calculation</b> Interest Profit on cost Profit on GDV		10,100																						0
Interest Profit on cost	-2,638,187	-46,168	-1,131,492	-747,159	-1,015,812	-1,065,661	191,780	377,435	384,040	390,761	397,599	404,557	411,637	418,840	426,170	433,628	441,216	663,236	674,843	935,230	1,200,175	1,458,389	1,458,389	-4,023,4



INCOME		С																							
	Av Size m2	%	Number 62		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS			<b>-</b>				Planning fee calc	dwgs	rate			Build Cost BCIS	/m2 799	0.000	,
Market Housing	94.5	76%	47		2,300	10,213,628	4,441		LAND	Land Stamp Duty		/unit or m2 37,704	<b>Total</b> 116,882	2,337,644			No dwgs No dwgs under 5 No dwgs over 50	62 12 12	385 115	4,620 1,380		CfSH CfSH Lifetime	16 0 11	2.00%	<b>6</b>
Shared Ownership	94.5	12%	8		1,610					Easements etc. Legals Acquisition		1.50%	0 35,065	151,947			ango over ot	· <del>-</del>	Total	6,000		SUDS SUDS	0	0.00%	<b>%</b>
Affordable Rent Social Rent	94.5 94.5	12% 0%	8		1,000 1,035				PLANNING	Planning Fee			6,000				Stamp duty calc	- Posidual				Over-extra 4 Infrastructure	0 120 <b>946</b>	15%	<b>%</b>
	Shared Owners		U		0 (1,035	0	U			Architects QS / PM		6.00% 0.50%	348,366 29,030				Land payment 125,000	- Residual	<mark> </mark> 1%	2,337,644			946		
	Affordable Rent Social Rent	t			0	0				Planning Consul Other Professio		1.00% 2.50%	58,061 145,152	586,610			250,000 500,000	1% 3%	3% 4%						
SITE AREA - Net SITE AREA - Gross	2.00 h 2.50 h		31 25	/ha /ha		12,065,804	5,860		CONSTRUCTI	<b>ON</b> Build Cost - BC	IS Based	946	5,543,512				1,000,000 above	4% 5%	5% 5% <b>Total</b>	116,882					
								•		s106 / CIL Contingency		2.50%	124,000 138,588				Stamp duty calc	- Add Profit							
Sales per Quarter Unit Build Time	0 3 0	Quarters				RUN Residual M	MACRO ctrl+r		FINANCE	Abnormals			0	5,806,099			Land payment 125,000 250,000	0% 1%	1% 3%	825,000					
Residual Land Value	e	Whole Site 2,337,644	Per ha NET 1,168,822	Per ha GROSS 935,057		C	Closing balance =	0		Fees Interest		7.00%	10,000				500,000 1,000,000	3% 4%	4% 5%						
Alternative Use Value Uplift Plus /ha	20%	62,500 12,500 750,000		25,000 5,000 300,000		RUN CIL MACRO	O ctrl+I Closing balance =	0	SALES	Legal and Valua	tion		10,000	20,000			above	5%	5% <b>Total</b>	41,250					
	ility Threshold	825,000		330,000		Check on phasing dw	vgs nos		OALLO	Agents Legals		3.0% 0.5%	361,974 60,329				Pre CIL s106		£/ Unit (all) Total	124,000					
Additional Profit		1,847,275	E/m2 <b>416</b>					•		Misc.			10,000	432,303	9,334,603		Post CIL s106	1,000	` ,						
									Developers Pro	ofit % Costs % GDV		20.00% 0.00%			1,866,921 0		CIL	0	£/m2 <b>Total</b>	62,000					
RESIDUAL CASH FL	LOW FOR INTE		Year 1	03	04	01	Year 2		04	01	Year 3		04	01	Year 4	03	04	01	Year 5	03	04	01	Year 6	Q3	04
INCOME UNITS Started		Q1	Q2	Q3 2	Q4 5	<b>Q1</b> 5	<b>Q2</b> 5	<b>Q3</b> 5	<b>Q4</b> 5	Q1 5	<b>Q2</b> 5	<b>Q3</b> 5	<b>Q4</b> 5	<b>Q1</b> 5	<b>Q2</b> 5	<b>Q3</b>	Q4	Q1	Q2	Q3	Q4	Q1	Q2	<b>W</b> 3	Q4
Market Housing Shared Ownership					0	0	0	329,472 36,856	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	823,680 92,140 57,230	0	0 0	0	0	0
Affordable Rent Social Rent Grant and Subsidy					0 0 0	0 0	0 0 0	22,892 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	57,230 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 
INCOME		0	0	0	0	0	0	389,219	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.		116,882 0																							
Legals Acquisition		35,065																							
Planning Fee Architects QS		6,000 174,183 14,515		174,183 14,515																					
Planning Consultants Other Professional		29,030 72,576		29,030 72,576																					
Build Cost - BCIS Bas s106/CIL	se		0	59,608 1,333	208,627 4,667	357,646 8,000	447,057 10,000	447,057 10,000	447,057 10,000	447,057 10,000	447,057 10,000	447,057 10,000	447,057 10,000	447,057 10,000	447,057 10,000	447,057 10,000	298,038 6,667	149,019 3,333	0	0	0	0	0	0	0
Contingency Abnormals			0 0	1,490 0	5,216 0	8,941 0	11,176 0	11,176 0	11,176 0	11,176 0	11,176 0	10,000 11,176 0	10,000 11,176 0	11,176 0	11,176 0	11,176 0	7,451 0	3,725 0	0	0	0	0 0	0	0	0
Finance Fees		10,000 10,000																							
Legal and Valuation Agents		0	0	0	0	0	0	11,677	29,191	29,191	29,191	29,191	29,191	29,191	29,191	29,191	29,191	29,191	29,191	29,191	0	0	0	0	0
Legals Misc. COSTS BEFORE LA	AND INT AND	0 <b>468,252</b>	0	0 10,000 <b>362,736</b>	2 <b>18,509</b>	0 <b>374,587</b>	0 468,234	1,946 <b>481,856</b>	4,865 <b>502,291</b>	4,865 <b>502,291</b>	4,865 <b>502,291</b>	4,865 <b>502,291</b>	4,865 <b>502,291</b>	4,865 <b>502,291</b>	4,865 <b>502,291</b>	4,865 <b>502,291</b>	4,865 <b>346,213</b>	4,865 <b>190,135</b>	4,865 <b>34,057</b>	4,865 <b>34,057</b>	0	0	0	0	0
COSTS BEFORE LA	AND INT AND	400,232	0	302,730	210,509	374,307	400,234	401,030	502,291	502,291	502,291	302,291	502,291	502,291	302,291	502,291	346,213	190,133	34,057	34,057	<u> </u>			<u> </u>	<u> </u>
For Residual Valuation	Interest	2,337,644	49,103	49,962	57,185	62,009	69,650	79,063	82,067	75,265	68,344	61,302	54,137	46,846	39,427	31,879	24,199	13,652	190	0	0	0	0	0	0
	Profit on Costs Profit on GDV																								1,866,921
	Cash Flow Opening Balar	-2,805,896 0	-49,103	-412,699	-275,694	-436,596	-537,884	-171,700	388,691	395,493	402,414	409,456	416,622	423,913	431,331	438,879	602,638	769,262	938,802	938,992	0	0	0	0	-1,866,921
	Closing Balan	-2,805,896	-2,854,999	-3,267,697	-3,543,391	-3,979,988	-4,517,871	-4,689,571	-4,300,880	-3,905,387	-3,502,973	-3,093,517	-2,676,895	-2,252,983	-1,821,652	-1,382,773	-780,135	-10,873	927,929	1,866,921	1,866,921	1,866,921		1,866,921	U
CASH FLOW FOR CI		_ <b>PROFIT</b> Q1	Year 1 Q2	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME INCOME	As Above	0	0	0	0	0	0	389,219	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	973,049	0	0	0	0	0
<b>EXPENDITURE</b> Land		825,000																							
Stamp Duty Easements etc.		41,250 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0						
Legals Acquisition		12,375	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS		6,000 174,183 14,515	0 0	0 174,183 14,515	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0	0 0	0 0	0 0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0 0	0 0 0
Planning Consultants Other Professional		29,030 72,576	0 0	29,030 72,576	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0						
Build Cost - BCIS Bas POTENTIAL CIL	se	0	0 <b>[</b>	59,608 <b>167,934</b>	208,627 167,934	357,646 167,934	447,057 167,934	447,057 167,934	447,057 167,934	447,057 167,934	447,057 167,934	447,057 167,934	447,057 167,934	447,057 167,934	447,057	447,057	298,038	149,019	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	1,490	5,216	2,000 8,941	5,000 11,176	5,000 11,176	5,000 11,176	5,000 11,176	5,000 11,176	5,000 11,176	5,000 11,176	5,000 11,176	5,000 11,176	5,000 11,176	5,000 7,451	5,000 3,725	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Abnormals Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.		0 0 0	0 0 0	0 0 10,000	0 0 0	0 0 0	0 0 0	11,677 1,946 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	29,191 4,865 0	0	0 0	0 0 0	0 0 0	0
COSTS BEFORE LA	AND INT AND	1,1 <b>94,930</b>	0	529,337	381,777	536,521	631,168	644,791	665,225	665,225	665,225	665,225	665,225	665,225	4 <b>97,291</b>	497,291	344,546	191,801	34, <b>057</b>	34, <b>057</b>	0	0	0	0	0
For CIL calculation	lote as a f		20 044	04 077	20.040	20 425	AO 400	60,000	GE 004	64.005	E7 050	F0 604	40 400	10 GEE	20.020	24 222	00 640	12 007	0	0	^		0	0	^
	Interest Profit on cost Profit on GDV		20,911	21,277	30,913	38,135	48,192	60,080	65,604	61,365	57,052	52,664	48,199	43,655	39,032	31,389	23,613	13,027	U	0	U		U	U	0 1,901,782 0
	=																								
 	Cash Flow Opening Balar	-1,194,930	-20,911	-550,614	-412,690	-574,656	-679,359	-315,651	242,220	246,459	250,772	255,160	259,626	264,169	436,726	444,369	604,890	768,220	938,992	938,992	0	0	0	0	-1,901,782



SITE NAME	naller Greenfiel	ld							]																
INCOME	Av Size m2	%	Number 30		Price £/m2		/ GIA £ m2		DEVELOPMEN	т соѕтѕ							Planning fee ca Planning app fee		rate	e		Build Cost BCIS	/m2 795		
Market Housing	86.4	76%	23	;	2,300	0 4,517,700	0 1,964		LAND	Land		/unit or m2 34,756		1,042,690			No dwgs No dwgs under 8	30 5 30	385			CfSH CfSH	16	2.00	%
Shared Ownership	86.4	12%	4		1,610	505,365	5 314			Stamp Duty Easements etc. Legals Acquisition	nn	1.50%	52,134 0 15,640				No dwgs over 50	C C	115 <b>Tota</b>			Lifetime SUDS SUDS	11) 0	0.00	<b>1%</b>
Affordable Rent	86.4	12%	4		1,000	313,891	1 314		PLANNING	Legais Acquisition	511	1.30 / 0	13,040	07,770								Over-extra 4 Infrastructure	0 119	) 15	
Social Rent	86.4		0	1	1,035	5 (	0			Planning Fee Architects		6.00%					Stamp duty calc Land payment			1,042,690			941	1	
Grant and Subsidy	Shared Owners Affordable Ren Social Rent	•			( (	) ( ) (	) ) )			QS / PM Planning Consult Other Professio		0.50% 1.00% 2.50%	25,591				125,000 250,000 500,000	0% 1% 3%	3%	6					
SITE AREA - Net SITE AREA - Gros	1.00 h		30 24			5,336,957	7 2,592		CONSTRUCTION			941					1,000,000 above	4% 5%		6 6					
Sales per Quarter	0									s106 / CIL Contingency Abnormals		2.50%	60,000 60,954 0				Stamp duty calc	c - Add Profit		450,000					
Unit Build Time		Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual	MACRO ctrl+r Closing balance =		FINANCE	Fees			10,000				125,000 250,000 500,000	0% 1% 3%	3%	6 6					
Residual Land Va Alternative Use Va Uplift		<b>1,042,690</b> 62,500 12,500	1,042,690	<b>834,152</b> 50,000 10,000		RUN CIL MACF	RO ctrl+I Closing balance =	0		Interest Legal and Valua	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%	5% 5% <b>Tota</b>	6					
Plus /		375,000 <b>450,000</b>		300,000 <b>360,000</b>	_	Check on phasing d			SALES	Agents Legals		3.0% 0.5%					Pre CIL s106	2,000	£/ Unit (all) Total	60,000					
Additional Profit		714,217	E/m2 <b>364</b>	I					Developers Pro	Misc.			10,000		4,153,854	] 1	Post CIL s106 CIL	1,000							
										% Costs % GDV		20.00%			830,771 0				Tota	· .					
RESIDUAL CASH	FLOW FOR INTE	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing	1			3	3 0	3 0	3 0	3 451,770	3 451,770	3 451,770	3 451,770	3 451,770	3 451,770	451,770	451,770	451,770	451,770	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent					0 0 0	0 0	0 0 0	50,536 31,389 0	50,536 31,389 0	50,536 31,389 0	50,536 31,389 0	50,536 31,389 0	50,536 31,389 0	50,536 31,389 0	50,536 31,389 0	50,536 31,389 0	50,536 31,389 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Grant and Subsidy		0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>533,696</b>	0 <b>533,696</b>	0 <b>533,696</b>	0 <b>533,696</b>	0 <b>533,696</b>	0 <b>533,696</b>	0 <b>533,696</b>	0 <b>533,696</b>	533,696	0 <b>533,696</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 	0 <b>0</b>
<b>EXPENDITURE</b> Stamp Duty		52,134																							
Easements etc. Legals Acquisition		0 15,640																							
Planning Fee Architects		11,550 76,774		76,774																					
QS Planning Consultar Other Professiona		6,398 12,796 31,989		6,398 12,796 31,989																					
Build Cost - BCIS		·	0	81,273	162,545	243,818	243,818	243,818	243,818	243,818	243,818	243,818	243,818	162,545	81,273	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals			0 0	2,000 2,032 0	4,000 4,064 0	6,000 6,095 0	6,000 6,095 0	6,000 6,095 0	6,000 6,095 0	6,000 6,095 0	6,000 6,095 0	6,000 6,095 0	6,000 6,095 0	4,000 4,064 0	2,000 2,032 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuatio	n	10,000 10,000																							
Agents	"	0	0	0	0	0	0	16,011	16,011	16,011	16,011	16,011	16,011	16,011	16,011	16,011	16,011	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE	LAND INT AND I	0 <b>227,281</b>	0	0 10,000 <b>223,261</b>	0 170,609	255,913	255,913	2,668 <b>274,593</b>	2,668 <b>274,593</b>	2,668 <b>274,593</b>	2,668 <b>274,593</b>	2,668 <b>274,593</b>	2,668 <b>274,593</b>	2,668 <b>189,288</b>	2,668 <b>103,984</b>	2,668 <b>18,679</b>	2,668 <b>18,679</b>	0	0	0	0	0	0	0	<b>0</b>
			<u> </u>		6,666				2. ,,000	21 1,000	2: 1,000	_: ,,eee	_: :,;	100,200		10,010	10,010			· · ·					
For Residual Valu	a <b>ti</b> Land Interest  Profit on Costs	1,042,690	22,224	22,613	26,916	30,373	35,383	40,481	36,655	32,762	28,801	24,771	20,670	16,497	10,759	3,427	0	0	0	0	0	0	0	0	0 830,771
	Profit on GDV																	_				_			0
	Cash Flow Opening Balar Closing Balan	-1,269,971 0 -1,269,971	-22,224 -1,292,196	-245,875 -1,538,070	-197,525 -1,735,595	-286,286 -2,021,881	-291,296 -2,313,178	218,622 -2,094,555	222,448	226,341 -1,645,766	230,302	234,332	238,433 -942,698	327,910 -614,788	418,953 -195,835	511,589 315,755	515,016 830,771	0 830,771	0 830,771	0 830,771	0 830,771	830,771	0 830,771	0 830,771	-830,771 0
CASH FLOW FOR			Year 1			<u>, , , , , , , , , , , , , , , , , , , </u>	Year 2				Year 3		·	·	Year 4		·		Year 5		·	·	Year 6		
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOI EXPENDITURE	ME	0	0	0	0	0	0	533,696	533,696	533,696	533,696	533,696	533,696	533,696	533,696	533,696	533,696	0	0	0	0	0	0	0	0
Land		450,000																							
Stamp Duty Easements etc. Legals Acquisition		22,500 0 6,750	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee		11,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultar	nts	76,774 6,398 12,796	0 0 0	76,774 6,398 12,796	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Other Professiona	I	31,989	0	31,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS POTENTIAL CIL Post CIL s106	DaSE	0	U	81,273 <b>89,277</b>	162,545 89,277	243,818 89,277 3,000	243,818 89,277 3,000	243,818 89,277 3,000	243,818 89,277 3,000	243,818 89,277 3,000	243,818 89,277 3,000	243,818 3,000	243,818 3,000	162,545 3,000	81,273 3,000	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0 0	0 0	2,032 0	4,064 0	6,095 0	6,095 0	6,095 0	6,095 0	6,095	6,095 0	6,095 0	6,095 0	4,064 0	2,032	0	0	0 0	0	0	0	0 0	0 0	0	0
Finance Fees Legal and Valuatio	n	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents		0	0	0	0	0	0	16,011 2,668	16,011 2,668	16,011 2,668	16,011 2,668	16,011 2,668	16,011 2,668	16,011 2,668	16,011 2,668	16,011 2,668	16,011 2,668	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE	LAND INT AND I	0 0 <b>638,757</b>	0 0	10,000 <b>310,538</b>	0 0 <b>255,886</b>	0 0 <b>342,190</b>	0 0 <b>342,190</b>	2,668 0 <b>360,870</b>	2,668 0 <b>360,870</b>	2,668 0 <b>360,870</b>	2,668 0 <b>360,870</b>	2,668 0 <b>271,593</b>	2,668 0 <b>271,593</b>	2,668 0 <b>188,288</b>	2,668 0 <b>104,984</b>	2,668 0 <b>18,679</b>	2,668 0 <b>18,679</b>	0 0	0 0	0 0	0 0	0	0 0	0 	0 0 <b>0</b>
					, -	, -	· ·					•			,	, ·								-	-
For CIL calculation	n Interest Profit on cost		11,178	11,374	17,007	21,783	28,152	34,633	32,215	29,754	27,251	24,703	20,549	16,321	10,562	3,245	0	0	0	0	0	0	0	0	0 841,371
	Profit on GDV		44.470	204.040	270.000	262.070	270.040	420 400	140.044	142.070	4 <i>AE E7E</i>	227 400	0/4 554	220.000	A40 440	E44 770	E4E 040		^	^					0
	Cash Flow Opening Balar Closing Balan	-638,757 0 -638,757	-11,178 -649,935	-321,912 -971,847	-272,893 -1,244,740	-363,973 -1,608,713	-370,343 -1,979,056	138,192	140,611 -1,700,253	143,072 -1,557,182	145,575 -1,411,606	237,400	241,554 -932,652	329,086 -603,566	418,149 -185,417	511,772 326,355	515,016 841,371	0 841,371	0 841,371	0 841,371	0 841,371	0 841,371	0 841,371	0 841,371	-841,371 0



SITE NAME Small Site (BF	F)																							
INCOME Av Size m2		Number 12		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS		hurit on mo	Tatal				Planning fee call Planning app fee	dwgs	rate			Build Cost BCIS	/m2 785	2.00	2007
Market Housing 78.7	7 76%	9	)	2,300	1,645,335	715		LAND	Land Stamp Duty		/unit or m2 26,892		322,705			No dwgs No dwgs under 5 No dwgs over 50	12 12 0	385 115	4,620 0		CfSH CfSH Lifetime	0	2.00	70
Shared Ownership 78.7  Affordable Rent 78.7				1,610 1,000		114 114			Easements etc. Legals Acquisition		1.50%	4,841	14,522					Total	4,620		SUDS SUDS Over-extra 4	0 39	5.00	<b>%</b>
Social Rent 78.7			)	1,035		0		PLANNING	Planning Fee			4,620				Stamp duty calc	- Residual				Infrastructure	118 <b>969</b>	159	%
Grant and Subsidy Shared Owner Affordable Re Social Rent	•			C C	0 0				Architects QS / PM Planning Consul Other Professio		6.00% 0.50% 1.00% 2.50%	4,922 9,844	<u>?</u>			Land payment 125,000 250,000 500,000	0% 1% 3%	1% 3% 0%	322,705					
SITE AREA - Net 0.30 SITE AREA - Gross 0.30		40 40			1,943,706	944		CONSTRUCTI	Build Cost - BCI s106 / CIL	S Based	969	24,000	)			1,000,000 above	4% 5%	0% 3% <b>Total</b>	9,681					
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NFT	Per ha GROSS		RUN Residual M	IACRO ctrl+r losing balance =	0	FINANCE	Contingency Abnormals Fees		5.00%	45,734 (0 10,000	984,416			Stamp duty calc Land payment 125,000 250,000 500,000	- Add Profit  0% 1% 3%	1% 3% 0%	126,000					
Residual Land Value  Alternative Use Value  Uplift 20%	322,705 105,000 21,000	1,075,683			RUN CIL MACR	_		SALES	Interest Legal and Valua	tion	7.00%					1,000,000 above	4% 5%	0% 3% Total						
Plus /ha 0 Viability Threshold		£/m2	<b>420,000</b>		Check on phasing dw	gs nos rect		SALES	Agents Legals Misc.		3.0% 0.5%		)	1,522,734		Pre CIL s106	-	E/ Unit (all) Total	24,000					
Additional Profit	229,875	321	1					Developers Pr	ofit % Costs % GDV		20.00% 0.00%			304,547 0		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	12,000					
RESIDUAL CASH FLOW FOR INT	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership			1	0	0	0	2 137,111 15,338	2 274,223 30,675	1 274,223 30,675	274,223 30,675	274,223 30,675	274,223 30,675	137,111 15,338	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy INCOME	0	0	0	0 0 0 0	0 0 0 0	0 0 0 0	9,527 0 0 161,976	19,053 0 0 323,951	19,053 0 0 323,951	19,053 0 0 323,951	19,053 0 0 323,951	19,053 0 0 323,951	9,527 0 0 1 <b>61,976</b>	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
EXPENDITURE Stamp Duty Easements etc.	9,681 0																							
Legals Acquisition	4,841																							
Planning Fee Architects QS	4,620 29,532 2,461		29,532 2,461																					
Planning Consultants Other Professional	4,922 12,305		4,922 12,305																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	25,408 667 1,270 0	76,224 2,000 3,811 0	127,039 3,333 6,352 0	152,447 4,000 7,622 0	152,447 4,000 7,622 0	152,447 4,000 7,622 0	127,039 3,333 6,352 0	76,224 2,000 3,811 0	25,408 667 1,270 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals Misc.	0 0	0 0	0 0 10,000	0 0	0	0 0	4,859 810	9,719 1,620	9,719 1,620	9,719 1,620	9,719 1,620	9,719 1,620	4,859 810	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
COSTS BEFORE LAND INT AND	88,363	0	86,566	82,035	136,724	164,069	169,739	175,408	148,063	93,373	38,683	11,338	5,669	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatia Land Interest	t	7,194	7,320	8,963	10,555	13,132	16,233	16,653	14,345	11,518	7,685	2,827	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs Profit on GDV																								304,547
Cash Flow Opening Balar Closing Balan		-7,194 -418,261	-93,885 -512,146	-90,997 -603,144	-147,279 -750,423	-177,202 -927,625	-23,996 -951,621	131,890 -819,731	161,543 -658,188	219,060 -439,128	277,583 -161,545	309,786 148,240	156,306 304,547	0 304,547	0 304,547	0 304,547	0 304,547	0 304,547	0 304,547	0 304,547	0 304,547	0 304,547	0 304,547	-304,547 0
CASH FLOW FOR CIL ADDITIONA	·	Year 1				Year 2		,		Year 3				Year 4				Year 5				Year 6		
INCOME As Above INCOME	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>161,976</b>	Q4 <b>323,951</b>	Q1 <b>323,951</b>	Q2 <b>323,951</b>	Q3 <b>323,951</b>	Q4 <b>323,951</b>	Q1 161,976	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>
<b>EXPENDITURE</b> Land	126,000																							
Stamp Duty Easements etc. Legals Acquisition	3,780 0 1,890	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	4,620 29,532	0	0 29,532	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional	2,461 4,922 12,305	0 0 0	2,461 4,922 12,305	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	25,408 <b>45,975</b>	76,224 45,975	127,039 45,975	152,447 45,975	152,447 45,975	152,447	127,039	76,224	25,408	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	1,270	3,811	1,000 6,352	2,000 7,622	2,000 7,622	2,000 7,622	2,000 6,352	2,000 3,811	1,000 1,270	0	0 0	0	0	0	0	0	0	0 0	0 0	0	0 0	0 0
Abnormals Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation  Agents	10,000 0	0	0	0	0 0	0	0 4,859	0 9,719	0 9,719	0 9,719	0 9,719	0 9,719	0 4,859	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.  COSTS BEFORE LAND INT AND	0 0 <b>205,511</b>	0 0 <b>0</b>	0 10,000 <b>131,874</b>	0 0 <b>126,010</b>	0 0 <b>180,366</b>	0 0 <b>208,044</b>	810 0 <b>213,713</b>	1,620 0 <b>173,408</b>	1,620 0 146,729	1,620 0 <b>93,373</b>	1,620 0 <b>39,017</b>	1,620 0 <b>11,338</b>	810 0 <b>5,669</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>
For CIL calculation																								
Interest Profit on cost Profit on GDV	t /	3,596	3,659	6,031	8,342	11,644	15,489	16,665	14,322	11,472	7,637	2,785	0	0	0	0	0	0	0	0	0	0	0	0 307,010 0
Cash Flow Opening Balan Closing Balan		-3,596 -209,107	-135,533 -344,641	-132,041 -476,681	-188,708 -665,389	-219,689 -885,078	-67,227 -952,305	133,878 -818,427	162,899 -655,528	219,106 -436,421	277,297 -159,124	309,828 150,704	156,306 307,010	0 307,010	0 307,010	0 307,010	0 307,010	0 307,010	0 307,010	0 307,010	0 307,010	0 307,010	0 307,010	-307,010 0
	_		_		_	_		_	-	_	_						_				<u>-</u>	_	-	



SITE NAME Small Infill (BF)	)																							
INCOME Av Size m2		Number 4	r 4	Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fee		rate			Build Cost BCIS	/m2 782		
Market Housing 80.0	100%	4	4	2,300	736,000	320		LAND	Land		/unit or m2 40,830		163,319			No dwgs No dwgs under 5	4 4	385			CfSH CfSH	16 0	2.00	%
Shared Ownership 80.0	0%	C	)	1,610	0	0			Stamp Duty Easements etc. Legals Acquisition		1.50%	1,633 0 2,450	4,083			No dwgs over 50	. 0	115 <b>Total</b>		)	Lifetime SUDS SUDS	11 0 39	5.00	%
Affordable Rent 80.0				1,000		0		PLANNING								[a				٦	Over-extra 4 Infrastructure	0 78	10	
Social Rent 80.0  Grant and Subsidy Shared Owner Affordable Ren	ship	C	J	1,035 C	0 0	0			Planning Fee Architects QS / PM Planning Consult		6.00% 0.50% 1.00%	1,596 3,191				Stamp duty cald Land payment 125,000 250,000	0% 1%	0%		<mark>)</mark>		926		
Social Rent SITE AREA - Net 0.13 SITE AREA - Gross 0.13		31 31			736,000	320		CONSTRUCTI	Build Cost - BCIS		2.50% 926	296,301				500,000 1,000,000 above	3% 4% 5%	0%		3				
Sales per Quarter 0 Unit Build Time 3	Quarters								s106 / CIL Contingency Abnormals		5.00%	8,000 14,815 0				Stamp duty calc Land payment 125,000	0%			<mark>)</mark>				
Residual Land Value Alternative Use Value Uplift 20%	Whole Site  163,319  45,500  9,100	Per ha NET 1,256,298	Per ha GROSS  3 1,256,298  350,000  70,000		RUN CIL MACR	Closing balance = (		FINANCE	Fees Interest Legal and Valuat	tion	7.00%	10,000 10,000				250,000 500,000 1,000,000 above	1% 3% 4% 5%	0% 0%		6				
Plus /ha 0  Viability Threshold		£/m2	420,000		Check on phasing dw	vgs nos r <b>rect</b>		SALES	Agents Legals Misc.		3.0% 0.5%			575,729		Pre CIL s106		£/ Unit (all) Total	8,000					
Additional Profit	118,692	371	1					Developers Pro			20.00% 0.00%			115,146 0		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>						
RESIDUAL CASH FLOW FOR INTE	EREST Q1	Year 1 Q2	1 Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			1	1 0	1 0	1 0	184,000	184,000	184,000	184,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent				0	0 0	0	0	0 0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0 0	0	0	0
Social Rent Grant and Subsidy INCOME	0	0	0	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>184,000</b>	0 0 <b>184,000</b>	0 0 184,000	0 0 <b>184,000</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>
EXPENDITURE Stamp Duty	1,633						,	,		·														
Easements etc. Legals Acquisition	0 2,450																							
Planning Fee Architects	1,540 9,573		9,573																					
QS Planning Consultants Other Professional	798 1,596 3,989		798 1,596 3,989																					
Build Cost - BCIS Base	0,000	0	24,692	49,383	74,075	74,075	49,383	24,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals		0 0	667 1,235 0	1,333 2,469 0	2,000 3,704 0	2,000 3,704 0	1,333 2,469 0	667 1,235 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0	0	0	0	0	5,520 920	5,520 920	5,520 920	5,520 920	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.  COSTS BEFORE LAND INT AND I	41,579	0	10,000 <b>52,549</b>	53,186	79,779	79,779	59,626	33,033	6,440	6,440	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio Land	163,319																							
Interest Profit on Costs Profit on GDV		3,586	3,648	4,632	5,644	7,139	8,660	6,635	4,109	1,073	0	0	0	0	0	0	0	0	0	0	0	0	0	0 115,146 0
Cash Flow Opening Balar	-204,897 0	-3,586	-56,197	-57,818	-85,423	-86,918	115,714	144,332	173,451	176,487	0	0	0	0	0	0	0	0	0	0	0	0	0	-115,146
Closing Balan		-208,483	-264,680	-322,498	-407,921	-494,839	-379,124	-234,792	-61,341	115,146	115,146	115,146	115,146	115,146	115,146	115,146	115,146	115,146	115,146	115,146	115,146	115,146	115,146	0
CASH FLOW FOR CIL ADDITIONA	L PROFIT	<b>Year 1</b> Q2	1 Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	184,000	184,000	184,000	184,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	54,600																							
Stamp Duty Easements etc.	546 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Legals Acquisition Planning Fee	819 1,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	9,573 798	0	9,573 798	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	1,596 3,989	0	1,596 3,989	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	0	0	24,692 118,692	49,383	74,075	74,075 1,000	49,383 1,000	24,692 1,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0 0	0 0	1,235 0	2,469 0	3,704	3,704 0	2,469 0	1,235 0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0 0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents Legals	0 0	0 0	0 0	0 0	0 0	0 0	5,520 920	5,520 920	5,520 920	5,520 920	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND I	9 <b>3,461</b>	0 <b>0</b>	10,000 <b>170,574</b>	0 <b>51,853</b>	78,779	0 <b>78,779</b>	0 <b>59,293</b>	0 <b>33,366</b>	6,440	0 <b>6,440</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
For CIL calculation		4.000	4.004	A 070	F 000	7 4 4 5	0.040	0.040	4.000	4.000	0	0	0	0	2	2		0	^	2		0	^	2
Interest Profit on cost Profit on GDV		1,636	1,664	4,678	5,668	7,145	8,649	6,618	4,098	1,062	U	0	U	U	U	U	U	U	0	U		U	U	0 115,797 0
Cash Flow Opening Balar	-93,461 0	-1,636	-172,238	-56,531	-84,447	-85,924	116,058	144,016	173,462	176,498	0	0	0	0	0	0	0	0	0	0	0	0	0	-115,797
Closing Balan	-93,461	-95,096	-267,335	-323,866	-408,312	-494,237	-378,179	-234,163	-60,701	115,797	115,797	115,797	115,797	115,797	115,797	115,797	115,797	115,797	115,797	115,797	115,797	115,797	115,797	0



SITE NAME Small Infill																								
INCOME Av Size		Number 4		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							<b>Planning fee ca</b> Planning app fee		rate			Build Cost BCIS	/m2 782		
Market Housing 80.0		4		2,300		320		LAND	Land		/unit or m2 43,395	Total	173,580			No dwgs No dwgs under 5	4 4	385	1,540		CfSH CfSH	16	2.00%	,
Shared Ownership 80.0	0%	0		1,610	0 0	0			Stamp Duty Easements etc. Legals Acquisition	on	1.50%	1,736 0 2,604	4,339			No dwgs over 50	0	115 <b>Total</b>	0 1,540		Lifetime SUDS SUDS	11 0 0	0.00%	
Affordable Rent 80.0		0		1,000				PLANNING					,								Over-extra 4 Infrastructure	0 78	10%	
Social Rent 80.0  Grant and Subsidy Shared Owner		0		1,035	0 0				Planning Fee Architects QS / PM		6.00% 0.50%	1,540 18,359 1,530				Stamp duty calc Land payment 125,000	c - Residual	<mark> </mark> 1%	173,580			887		
Affordable Resolution	ent .			0	0 0				Planning Consult Other Profession		1.00% 2.50%	3,060 7,649				250,000 500,000	1% 3%	0% 0%						
SITE AREA - Net 0.13 SITE AREA - Gross 0.13		31 31	/ha /ha		736,000	320		CONSTRUCTI	Build Cost - BCI	S Based	887	283,789				1,000,000 above	4% 5%	0% 1% <b>Total</b>	1,736					
Sales per Quarter 0									s106 / CIL Contingency Abnormals		5.00%	8,000 14,189 0	305,978			Stamp duty calc			46,800					
Unit Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r Closing balance = 0	0	FINANCE	Fees			10,000				125,000 250,000 500,000	0% 1% 3%	1% 0% 0%						
Residual Land Value Alternative Use Value	<b>173,580</b> 6,500	1,335,230	50,000		RUN CIL MACRO	O ctrl+I			Interest Legal and Valuat	ion	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 1%	400					
Uplift 20% Plus /ha 300,000  Viability Threshold	1,300 39,000 d <b>46,800</b>		10,000 300,000 <b>360,000</b>		Check on phasing dwg	Closing balance = (	0	SALES	Agents		3.0%	22,080				Pre CIL s106	2,000 8	Total  £/ Unit (all)	468					
Additional Profit	£ 137,706	C/m2			corr	rect			Legals Misc.		0.5%	3,680 10,000	35,760	571,795		Post CIL s106	1,000	fotal £/ Unit (all)	8,000					
Additional Fort	101,100	400	l					Developers Pr	ofit % Costs % GDV		20.00% 0.00%			114,359 0		CIL	0	£/m2 Total	4,000					
RESIDUAL CASH FLOW FOR INT	TEREST Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			1	0	1	0	1 184,000	0	1 184,000	0	184,000	0	184,000	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent				0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy INCOME	0	0	0	0 0 <b>0</b>	0 0 <b>0</b>	0 0	0 0 <b>184,000</b>	0 0 <b>0</b>	0 0 184,000	0 0 <b>0</b>	0 0 <b>184,000</b>	0 0 <b>0</b>	0 0 <b>184,000</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>
EXPENDITURE	1,736																							
Stamp Duty Easements etc. Legals Acquisition	0 2,604																							
Planning Fee Architects	1,540 9,179		9,179																					
QS Planning Consultants	765 1,530		765 1,530																					
Other Professional  Build Cost - BCIS Base	3,825	0	3,825 23,649	23,649	47,298	23,649	47,298	23,649	47,298	23,649	23,649	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	667 1,182	667 1,182	1,333 2,365	667 1,182	1,333 2,365	667 1,182	1,333 2,365	667 1,182	667 1,182	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation  Agents	10,000	0	0	0	0	0	5,520	0	5,520	0	5,520	0	5,520	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0	0 10,000	0	0	0	920	0	920	0	920	0	920	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND	41,178	0	50,797	25,498	50,996	25,498	57,436	25,498	57,436	25,498	31,938	0	6,440	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio Land Interes	t	3,758	3,824	4,780	5,310	6,295	6,852	4,757	5,286	3,164	3,665	1,068	1,087	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs Profit on GD\																								114,359 0
Cash Flow Opening Bala Closing Balar		-3,758 -218,517	-54,621 -273,138	-30,278 -303,416	-56,306 -359,722	-31,793 -391,515	119,712 -271,803	-30,255 -302,058	121,278 -180,780	-28,662 -209,442	148,397 -61,046	-1,068 -62,114	176,473 114,359	0 114,359	0 114,359	0 114,359	0 114,359	0 114,359	0 114,359	0 114,359	0 114,359	0 114,359	0 114,359	-114,359 0
			-273,130	-505,410	-555,722			-302,000	-100,700			-02,114	114,558			114,339	114,339		114,555	114,339	114,555		114,559	0
INCOME As Above	AL PROFIT Q1	<b>Year 1</b> Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	<b>Year 4</b> Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	<b>Year 6</b> Q2	Q3	Q4
INCOME EXPENDITURE	0	0	0	0	0	0	184,000	0	184,000	0	184,000	0	184,000	0	0	0	0	0	0	0	0	0	0	0
Land	46,800																							
Stamp Duty Easements etc. Legals Acquisition	468 0 702	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Planning Fee	1,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants	9,179 765 1,530	0 0 0	9,179 765 1,530	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Other Professional	3,825	0	3,825	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	0	° [	23,649 <b>137,706</b>	23,649	1,000	23,649 0	47,298 1,000	23,649 0	47,298 1,000	23,649 0	23,649 1,000	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0 0	0 0	1,182 0	1,182 0	2,365 0	1,182 0	2,365 0	1,182 0	2,365 0	1,182 0	1,182 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents	0	0	0	0	0	0	5,520 920	0	5,520 920	0	5,520 920	0	5,520 920	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.  COSTS BEFORE LAND INT AND	84,809	0 0	10,000 <b>187,836</b>	0 24,832	50,663	0 <b>24,832</b>	0 <b>57,103</b>	0 24,832	0 57,103	0 24,832	0 32,272	0 0	0 <b>6,440</b>	0 0	0 <b>0</b>	0 0	0 0	0 0	0 <b>0</b>	0 0	0 0	0 0	0 0	0 0
For CII calculation				,		,																		
For CIL calculation Interes Profit on cos	t	1,484	1,510	4,824	5,343	6,323	6,868	4,767	5,285	3,157	3,647	1,056	1,074	0	0	0	0	0	0	0	0	0	0	0 115,110
Profit on GD\ Cash Flow	-84,809	-1,484	-189,346	-29,655	-56,006	-31,154	120,029	-29,599	121,612	-27,989	148,081	-1,056	176,486	0	0	0	0	0	0	0	0	0	0	-115,110
Opening Bala Closing Balar	ar O	-86,293	-275,639	-305,294	-361,300	-392,454	-272,425	-302,024	-180,413	-208,401	-60,320	-61,376	115,110	115,110	115,110	115,110	115,110	115,110	115,110	115,110	115,110	115,110	115,110	0

		Large Greenfield e	d Greenfield A e	d Greenfield B <sub>1</sub> a	ll Greenfield C alle	er Greenfield	Small Site (BF) Sr	nall Infill (BF)	Small Infill a	rge Greenfield e	d Greenfield A e	d Greenfield B≀a	ll Greenfield C all	ler Greenfield	Small Site (BF) Si	mall Infill (BF)	Small Infill
	Location	Zone 3	Zone 3	Zone 3	Zone 3	Zone 3	Zone 3	Zone 3	Zone 3	Zone 4	Zone 4	Zone 4	Zone 4	Zone 4	Zone 4	Zone 4	Zone 4
	Green/brown field	Green	Green	Green	Green	Green	Brown	Brown	Green	Green	Green	Green	Green	Green	Brown	Brown	Green
	Use	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Industrial	Paddock	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Industrial	Industrial	Paddock
Site Area	Gross ha	14.00	7.80	5.50	2.50	1.25	0.30	0.13	0.13	14.00	7.80	5.50	2.50	1.25	0.30	0.13	0.13
	Net ha	10.00	5.50	3.85	2.00	1.00	0.30	0.13	0.13	10.00	5.50	3.85	2.00	1.00	0.30	0.13	0.13
Units		300	170	135	62	30	12	4	4	300	170	135	62	30	12	4	4
Mix	Market	75.78%	75.78%	75.78%	75.78%	75.78%	75.78%	100.00%	100.00%	75.78%	75.78%	75.78%	75.78%	75.78%	75.78%	100.00%	100.00%
	Intermediate to Buy	12.11%	12.11%	12.11%	12.11%	12.11%	12.11%	0.00%	0.00%	12.11%	12.11%	12.11%	12.11%	12.11%	12.11%	0.00%	0.00%
	Affordable Rent	12.11%	12.11%	12.11%	12.11%	12.11%	12.11%	0.00%	0.00%	12.11%	12.11%	12.11%	12.11%	12.11%	12.11%	0.00%	0.00%
	Social Rent	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternati	ve Land Valu(£/ha	25,000	25,000	25,000	25,000	50,000	350,000	350,000	50,000	25,000	25,000	25,000	25,000	50,000	350,000	350,000	50,000
	£ site	350,000	195,000	137,500	62,500	62,500	105,000	45,500	6,500	350,000	195,000	137,500	62,500	62,500	105,000	45,500	6,500
Uplift	£/ha	305,000	305,000	305,000	305,000	310,000	70,000	70,000	310,000	305,000	305,000	305,000	305,000	310,000	70,000	70,000	310,000
·	£ site	4,270,000	2,379,000	1,677,500	762,500	387,500	21,000	9,100	40,300	4,270,000	2,379,000	1,677,500	762,500	387,500	21,000	9,100	40,300
Viability	Threshold £/ha	330,000	330,000	330,000	330,000	360,000	420,000	420,000	360,000	330,000	330,000	330,000	330,000	360,000	420,000	420,000	360,000
,	£ site	4,620,000	2,574,000	1,815,000	825,000	450,000	126,000	54,600	46,800	4,620,000	2,574,000	1,815,000	825,000	450,000	126,000	54,600	46,800
Residual	V⊦Net Ha £/ha	734,831	745,454	847,427	906,635	812,827	791,778	997,473	1,080,981	952,344	989,552	1,129,369	1,168,822	1,042,690	1,075,683	1,256,298	1,335,230
	Gross £/ha	524,879	525,640	593,199	725,308	650,261	791,778	997,473	1,080,981	680,246	697,761	790,559	935,057	834,152	1,075,683	1,256,298	1,335,230
	£ site	7,348,311	4,099,996	3,262,595	1,813,270	812,827	237,533	129,672	140,528	9,523,437	5,442,538	4,348,072	2,337,644	1,042,690	322,705	163,319	173,580
م المالية	al Durafita — Carita	4.040.440	2.026.427	4 002 002	4 227 000	444.754	122.005	02.460	105.266	7.047.067	2.604.240	2 24 4 400	4 047 275	744 247	220.075	140.602	427.706
Addition		4,019,449	2,036,437	1,893,982	1,227,900	444,754	133,095	83,169	105,366	7,017,997	3,681,310	3,214,480	1,847,275	714,217	229,875	118,692	137,706
	£/m2	194	174	202	277	226	186	260	329	339	314	342	416	364	321	371	430

## Appendix 4 SHLAA Residential Appraisal Results

Note - The pages in this Appendix are not numbered







Number	1	Units	NET Area	Density erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/ Brown rnative Use
			ha	Units/ha m2	m2	m2/ha			£/m2	2000	., 5.0
Large Greenfield		300	10.00	30.00 91	27,350	2,735		21,842,900	798.64	Zone 1	Green Agricultural
		_	ı								
		Beds	No	m2	Total		BCIS	COST			
	Det 1	3		83.50	0.00		818	0			
	Det 2	3		90.50	0.00		818	0			
	Det 3	4	60	100.00	0.00		818	0			
	Det 4	4	60	120.00	7,200.00		818	5,889,600			
	Det 5 Det 6 Small Sc	5	30	150.00 92.00	4,500.00 0.00		818	3,681,000			
	Det 7 Small Sc	4		111.00	0.00		1,134 1,134	0			
	Det 8 Single	5		150.00	0.00		1,134	0			
	Semi 1	2		69.00	0.00		782	0			
	Semi 2	2	50	75.00	3,750.00		782	2,932,500			
	Semi 3	3	30	76.00	0.00		782	2,332,300			
	Semi 4	3	60	85.00	5,100.00		782	3,988,200			
	Semi 5	4	- 00	110.00	0.00		782	0			
	Ter 1	2		59.00	0.00		787	0			
	Ter 2	2	50	64.00	3,200.00		787	2,518,400			
	Ter 3	3	50	72.00	3,600.00		787	2,833,200			
	Ter 4	3	30	87.00	0.00		787	0			
	Flat 1	1		61.00	0.00		872	0			
	Flat 2	2		76.00	0.00		872	0			
	Flat 3	3		90.00	0.00		872	0			
	Flat 1 High	1		62.00	0.00		1,140	0			
	Flat 2 High	2		76.00	0.00		1,140	0			
								٧,			
	Flat 3 High	3		90.00	0.00		1,140	0			
	Flat 3 High	3		90.00							
Number	Flat 3 High	·	NET Area	90.00 Density erage Unit Size	0.00	Density			Rate	Locality ee	en/Brown rnative Use
		Units	ha	Density erage Unit Size Units/ha m2	0.00	m2/ha		0 Total Cost	£/m2	Locality ee	
Number  Med Greenfield A		·		Density erage Unit Size	0.00 Developed			0		Locality ee Zone 1	en/Brown rnative Use Green Agricultural
		Units <b>170</b>	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 <b>30.91 91</b>	0.00 Developed m2 <b>15,480</b>	m2/ha	1,140	Total Cost 12,363,360	£/m2		
	2	Units 170  Beds	ha	Density erage Unit Size Units/ha m2 30.91 91	0.00  Developed m2 15,480  Total	m2/ha	1,140 BCIS	0 Total Cost	£/m2		
	Det 1	Units  170  Beds  3	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 30.91 91 m2 83.50	0.00  Developed m2  15,480  Total  0.00	m2/ha	1,140 BCIS 818	Total Cost  12,363,360  COST 0	£/m2		
	Det 1 Det 2	Units 170  Beds	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50	0.00  Developed m2 15,480  Total 0.00 0.00	m2/ha	1,140  BCIS  818  818	Total Cost  12,363,360  COST  0 0	£/m2		
	Det 1 Det 2 Det 3	Units  170  Beds  3	ha 5.50 No	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00	0.00 Developed m2 15,480  Total 0.00 0.00 0.00	m2/ha	1,140 BCIS 818 818 818	Total Cost  12,363,360  COST  0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00	m2/ha	BCIS 818 818 818 818	Total Cost  12,363,360  COST  0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5	Units  170  Beds  3	ha 5.50 No	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00	m2/ha	BCIS 818 818 818 818 818	Total Cost  12,363,360  COST  0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00	m2/ha	BCIS 818 818 818 818 818 1,134	Total Cost  12,363,360  COST  0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00	m2/ha	BCIS 818 818 818 818 1,134 1,134	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units  170  Beds  3  4  4  4  5  4	No 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00	m2/ha	BCIS 818 818 818 818 818 1,134	Total Cost  12,363,360  COST 0 0 2,944,800 2,454,000 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Units  170  Beds  3  4  4  4  5  4	No 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	Units  170  Beds  3  4  4  4  5  4	No No 20	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00	m2/ha	BCIS 818 818 818 818 1,134 1,134 1,134 1,134 782	Total Cost  12,363,360  COST 0 0 2,944,800 2,454,000 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Units  170  Beds  3  4  4  5  4  5  2  2	No No 20	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Units  170  Beds  3  4  4  5  4  5  2  2	No 30 20 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,600.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00	m2/ha	1,140  BCIS 818 818 818 818 1,134 1,134 1,134 782 782 782	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 1,759,500 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Units  170  Beds  3  4  4  5  4  5  2  2	No 30 20 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 2,250.00 0.00 0.00 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 1,759,500 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Units  170  Beds  3  4  4  5  4  5  2  2	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,600.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	Total Cost  12,363,360  COST 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	Units  170  Beds  3  4  4  5  4  5  2  2	30 20 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Units  170  Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 2	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 0.00 1,920.00 2,160.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	Total Cost  12,363,360  COST 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Units  170  Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 2	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 87.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,600.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787  787  78	Total Cost  12,363,360  COST 0 0 2,944,800 2,454,000 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Units  170  Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 2	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	Total Cost  12,363,360  COST 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Units  170  Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 3 3 4 2 3 3 4 2 3 3 4 3 4	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00 90.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,600.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00 0.00	m2/ha 2,815	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Units  170  Beds 3 3 4 4 4 5 2 2 3 3 4 2 2 2	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	m2/ha 2,815	1,140  BCIS  818  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0 0 0	£/m2		

76.00 90.00

0.00

Flat 2 High

Flat 3 High



Number	3	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rnative Use
	_		ha	Units/ha	m2	m2	m2/ha			£/m2	2000, 00	.,, 2.0
Med Greenfield B		135		35.06	92	12,386	3,217		9,951,692	803.46	Zone 1	Green Agricultural
		Beds	No		m2	Total		BCIS	COST			
	Det 1	geus 2	INO		83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4			100.00	0.00		818	0			
	Det 4	4	30		120.00	3,600.00		818	2,944,800			
	Det 5	5	10		150.00	1,500.00		818	1,227,000			
	Det 6 Small Sc	4	10		92.00	0.00		1,134	0			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	5			150.00	0.00		1,134	0			
	Semi 1	2			69.00	0.00		782	0			
	Semi 2	2	22		75.00	1,650.00		782	1,290,300			
	Semi 3	3			76.00	0.00		782	0			
	Semi 4	3	22		85.00	1,870.00		782	1,462,340			
	Semi 5	4			110.00	0.00		782	0			
	Ter 1	2			59.00	0.00		787	0			
	Ter 2	2	20		64.00	1,280.00		787	1,007,360			
	Ter 3	3			72.00	0.00		787	0			
	Ter 4	3	20		87.00	1,740.00		787	1,369,380			
	Flat 1	1	6		61.00	366.00		872	319,152			
	Flat 2	2	5		76.00	380.00		872	331,360			
	Flat 3	3			90.00	0.00		872	0			
	Flat 1 High	1			62.00	0.00		1,140	0			
	Flat 2 High	2			76.00	0.00		1,140	0			
	Flat 3 High	3			90.00	0.00		1,140	0			
Number	4	Units	NET Area		erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2		
Small Greenfield C		62	2.00	31.00	95	5,860	2,930		4,682,950	799.14	Zone 1	Green Agricultural
		Beds	No		m2	Total		BCIS	COST			
	Det 1	3			83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4			100.00	0.00		818	0			
	Det 4	4	14		120.00	1,680.00		818	1,374,240			
	Det 5	5	6		150.00	900.00		818	736,200			
	Det 6 Small Sc	4			92.00	0.00		1,134	0			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	5			150.00	0.00		1,134	0			



Number	5	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality een/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	
Smaller Greenfield		30	1.00	30.00	86	2,592	2,592		2,059,544	794.58	Zone 1 Green Paddock
1											
		Beds	No		m2	Total		BCIS	COST		
	Det 1	3			83.50	0.00		818	0		

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	818	0
Det 2	3		90.50	0.00	818	0
Det 3	4		100.00	0.00	818	0
Det 4	4	7	120.00	840.00	818	687,120
Det 5	5		150.00	0.00	818	0
Det 6 Small Sc	4		92.00	0.00	1,134	0
Det 7 Small Sc	4		111.00	0.00	1,134	0
Det 8 Single	5		150.00	0.00	1,134	0
Semi 1	2		69.00	0.00	782	0
Semi 2	2	8	75.00	600.00	782	469,200
Semi 3	3		76.00	0.00	782	0
Semi 4	3	8	85.00	680.00	782	531,760
Semi 5	4		110.00	0.00	782	0
Ter 1	2		59.00	0.00	787	0
Ter 2	2	4	64.00	256.00	787	201,472
Ter 3	3	3	72.00	216.00	787	169,992
Ter 4	3		87.00	0.00	787	0
Flat 1	1		61.00	0.00	872	0
Flat 2	2		76.00	0.00	872	0
Flat 3	3		90.00	0.00	872	0
Flat 1 High	1		62.00	0.00	1,140	0
Flat 2 High	2		76.00	0.00	1,140	0
Flat 3 High	3		90.00	0.00	1,140	0

Number	6	Units	NET Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate	Locality een/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha		£/m2	
Small Site (BF)		12	0.30	40.00	79	944	3,147	741,228	785.20	Zone 1 Brown Industrial

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	818	3 0
Det 2	3		90.50	0.00	818	3 0
Det 3	4		100.00	0.00	818	3 0
Det 4	4		120.00	0.00	818	3 0
Det 5	5		150.00	0.00	818	3 0
Det 6 Small Sc	4		92.00	0.00	1,134	1 0
Det 7 Small Sc	4		111.00	0.00	1,134	1 0
Det 8 Single	5		150.00	0.00	1,134	1 0
Semi 1	2		69.00	0.00	782	2 0
Semi 2	2		75.00	0.00	782	2 0
Semi 3	3		76.00	0.00	782	0
Semi 4	3	4	85.00	340.00	782	265,880
Semi 5	4		110.00	0.00	782	2 0
Ter 1	2		59.00	0.00	787	7 0
Ter 2	2	4	64.00	256.00	787	201,472
Ter 3	3		72.00	0.00	787	7 0
Ter 4	3	4	87.00	348.00	787	273,876
Flat 1	1		61.00	0.00	872	2 0
Flat 2	2		76.00	0.00	872	0
Flat 3	3		90.00	0.00	872	2 0
Flat 1 High	1		62.00	0.00	1,140	0
Flat 2 High	2		76.00	0.00	1,140	0
Flat 3 High	3		90.00	0.00	1,140	0



Number	7	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality een/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	
Small Infill (BF)		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 1 Brown Industrial
		Beds	No		m2	Total		BCIS	COST		

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	818	0
Det 2	3		90.50	0.00	818	0
Det 3	4		100.00	0.00	818	0
Det 4	4		120.00	0.00	818	0
Det 5	5		150.00	0.00	818	0
Det 6 Small Sc	4		92.00	0.00	1,134	0
Det 7 Small Sc	4		111.00	0.00	1,134	0
Det 8 Single	5		150.00	0.00	1,134	0
Semi 1	2		69.00	0.00	782	0
Semi 2	2	2	75.00	150.00	782	117,300
Semi 3	3		76.00	0.00	782	0
Semi 4	3	2	85.00	170.00	782	132,940
Semi 5	4		110.00	0.00	782	0
Ter 1	2		59.00	0.00	787	0
Ter 2	2		64.00	0.00	787	0
Ter 3	3		72.00	0.00	787	0
Ter 4	3		87.00	0.00	787	0
Flat 1	1		61.00	0.00	872	0
Flat 2	2		76.00	0.00	872	0
Flat 3	3		90.00	0.00	872	0
Flat 1 High	1		62.00	0.00	1,140	0
Flat 2 High	2		76.00	0.00	1,140	0
Flat 3 High	3		90.00	0.00	1,140	0

Number	8	Units	NET Area	Density erage	Unit Size	Developed	Density	Total Cost	Rate	Locality een/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha		£/m2	
Small Infill		4	0.13	30.77	80	320	2,462	250,240	782.00	Zone 1 Green Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	818	3 0
Det 2	3		90.50	0.00	818	3 0
Det 3	4		100.00	0.00	818	3 0
Det 4	4		120.00	0.00	818	3 0
Det 5	5		150.00	0.00	818	B
Det 6 Small Sc	4		92.00	0.00	1,134	. 0
Det 7 Small Sc	4		111.00	0.00	1,134	1 0
Det 8 Single	5		150.00	0.00	1,134	. 0
Semi 1	2		69.00	0.00	782	2 0
Semi 2	2	2	75.00	150.00	782	117,300
Semi 3	3		76.00	0.00	782	2 0
Semi 4	3	2	85.00	170.00	782	132,940
Semi 5	4		110.00	0.00	782	2 0
Ter 1	2		59.00	0.00	787	ď
Ter 2	2		64.00	0.00	787	ď
Ter 3	3		72.00	0.00	787	ď
Ter 4	3		87.00	0.00	787	' C
Flat 1	1		61.00	0.00	872	2 .
Flat 2	2		76.00	0.00	872	2 .
Flat 3	3		90.00	0.00	872	2 0
Flat 1 High	1		62.00	0.00	1,140	) C
Flat 2 High	2		76.00	0.00	1,140	0
Flat 3 High	3		90.00	0.00	1,140	0



Number	9	Units	NET Area	Density erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/ Brown rnative Use
			ha	Units/ha m2		m2/ha			£/m2		
Large Greenfield		300	10.00	30.00 91	27,350	2,735		21,842,900	798.64	Zone 2	Green Agricultural
		Beds	No		Total		BCIS	COST			
	Det 1	3	110	83.50			818	0			
	Det 2	3		90.50			818	0			
	Det 3	4		100.00			818	0			
	Det 4	4	60	120.00			818	5,889,600			
	Det 5	5	30	150.00			818	3,681,000			
	Det 6 Small Sc	4		92.00			1,134	0			
	Det 7 Small Sc	4		111.00	0.00		1,134	0			
	Det 8 Single	5		150.00	0.00		1,134	0			
	Semi 1	2		69.00	0.00		782	0			
	Semi 2	2	50	75.00	3,750.00		782	2,932,500			
	Semi 3	3		76.00	0.00		782	0			
	Semi 4	3	60	85.00	5,100.00		782	3,988,200			
	Semi 5	4		110.00	0.00		782	0			
	Ter 1	2		59.00	0.00		787	0			
	Ter 2	2	50	64.00	3,200.00		787	2,518,400			
	Ter 3	3	50	72.00	3,600.00		787	2,833,200			
	Ter 4	3		87.00	0.00		787	0			
	Flat 1	1		61.00	0.00		872	0			
	Flat 2	2		76.00	0.00		872	0			
	Flat 3	3		90.00	0.00		872	0			
	Flat 1 High	1		62.00	0.00		1,140	0			
	Flat 2 High	2		76.00	0.00		1,140	0			
	Flat 3 High	3		00.00							
	i iat 3 i iigii	3		90.00	0.00		1,140	0			
					•	•	1,140				
Number		Units		Density erage Unit Size	Developed	Density	1,140	Total Cost	Rate	Locality ee	en/Brown rnative Use
		Units	ha	Density erage Unit Size	Developed m2	Density m2/ha	1,140	Total Cost	£/m2		
Number  Med Greenfield A				Density erage Unit Size	Developed m2	Density	1,140			Locality ee Zone 2	en/Brown rnative Use Green Agricultural
		Units <b>170</b>	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 30.91 91	Developed m2 <b>15,480</b>	Density m2/ha <b>2,815</b>		Total Cost 12,363,360	£/m2		
	10	Units	ha	Density erage Unit Size Units/ha m2 30.91 91	Developed m2 15,480	Density m2/ha <b>2,815</b>	BCIS	Total Cost	£/m2		
	10 Det 1	Units  170  Beds  3	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 30.91 91 m2 83.50	Developed m2 <b>15,480</b> Total 0.00	Density m2/ha <b>2,815</b>	<b>BCIS</b> 818	Total Cost 12,363,360	£/m2		
	Det 1 Det 2	Units <b>170</b>	ha <b>5.50</b>	Density erage Unit Size Units/ha m2 30.91 91 m2 83.50	Developed m2 15,480 Total 0.00 0.00	Density m2/ha <b>2,815</b>	BCIS 818 818	Total Cost 12,363,360	£/m2		
	Det 1 Det 2 Det 3	Units  170  Beds  3	No	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50	Developed m2 15,480 Total 0.00 0.00 0.00	Density m2/ha <b>2,815</b>	BCIS 818 818 818	Total Cost  12,363,360  COST  0 0 0	£/m2		
	Det 1 Det 2	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 91 m2 83.50	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00	Density m2/ha <b>2,815</b>	BCIS 818 818	Total Cost  12,363,360  COST  0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4	Units  170  Beds  3	No	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00	Density m2/ha <b>2,815</b>	818 818 818 818 818	Total Cost  12,363,360  COST  0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00	Density m2/ha <b>2,815</b>	BCIS 818 818 818 818 818 1,134	Total Cost  12,363,360  COST  0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 150.00 92.00	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00	Density m2/ha <b>2,815</b>	818 818 818 818 818 1,134	Total Cost  12,363,360  COST  0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units  170  Beds  3	No 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 92.00 111.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00	Density m2/ha <b>2,815</b>	BCIS 818 818 818 818 818 1,134	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	No 30	Density erage Unit Size Units/ha m2 30.91 91  m2  83.50  90.50  100.00  120.00  92.00  111.00  150.00	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	No 30 20	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 150.00 91.10 150.00 69.00	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782	Total Cost  12,363,360  COST 0 0 2,944,800 2,454,000 0 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	No 30 20	Density erage Unit Size Units/ha m2 30.91 91  m2  83.50  90.50  100.00  120.00  92.00  111.00  150.00  69.00  75.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00	Density m2/ha 2,815	818 818 818 818 818 1,134 1,134 1,134 782 782	Total Cost  12,363,360  COST 0 0 2,944,800 2,454,000 0 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	No No 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 0 1,759,500 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	30 20 30 30	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 85.00 110.00 59.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 0.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 782 782	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 69.00 75.00 85.00 110.00	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	30 20 30 30	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 85.00 110.00 59.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 120.00 150.00 91.11.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	Developed m2 15,480  Total 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Units  170  Beds 3 3 4 4 4 5 4 5 4 5	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 64.00 72.00 87.00 61.00 76.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 787	Total Cost  12,363,360  COST  0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2 Flat 3	Units  170  Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 2 2 3 3 1	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 69.00 76.00 87.00 87.00 90.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,250.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00	Density m2/ha 2,815	BCIS 818 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Units  170  Beds 3 3 4 4 4 5 4 5 2 2 3 3 4 2 2 3 3 1	30 20 30 30 30	Density erage Unit Size Units/ha m2 30.91 91  83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 64.00 72.00 87.00 61.00 76.00	Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	Density m2/ha 2,815	BCIS 818 818 818 818 818 818 1,134 1,134 1,134 782 782 782 782 782 787 787 787 787 787	Total Cost  12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040 1,699,920 0 0	£/m2		

76.00 90.00

Flat 2 High

Flat 3 High

0.00



Number	11	Units	NET Area	•	erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	en/Brown rnative Use
Med Greenfield B		135	ha <b>3.85</b>	Units/ha <b>35.06</b>	m2 <b>92</b>	m2 <b>12,386</b>			9,951,692	£/m2 <b>803.46</b>	Zone 2	Green Agricultural
						,	-,					
		Beds	No		m2	Total		BCIS	COST			
	Det 1	3			83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4			100.00	0.00		818	0			
	Det 4	4	30		120.00	3,600.00		818	2,944,800			
	Det 5	5	10		150.00	1,500.00		818	1,227,000			
	Det 6 Small Sc	4			92.00	0.00		1,134	0			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	5			150.00	0.00		1,134	0			
	Semi 1	2			69.00	0.00		782	0			
	Semi 2	2	22		75.00	1,650.00		782	1,290,300			
	Semi 3	3			76.00	0.00		782	0			
	Semi 4	3	22		85.00	1,870.00		782	1,462,340			
	Semi 5	4			110.00	0.00		782	0			
	Ter 1	2			59.00	0.00		787	0			
	Ter 2	2	20		64.00	1,280.00		787	1,007,360			
	Ter 3	3			72.00	0.00		787	0			
	Ter 4	3	20		87.00	1,740.00		787	1,369,380			
	Flat 1	1	6		61.00	366.00		872	319,152			
	Flat 2	2	5		76.00	380.00		872	331,360			
	Flat 3	3			90.00	0.00		872	, 0			
	Flat 1 High	1			62.00	0.00		1,140	0			
	Flat 2 High	2			76.00	0.00		1,140	0			
	Flat 3 High	3			90.00	0.00		1,140	0			
Number	12	Units	NET Area	Densitys	erage Unit Size	Developed	Density		Total Cost	Rate	Locality	en/Brown rnative Use
Namber	12	Offics	ha	Units/ha	m2	m2	m2/ha		Total Cost	£/m2	Locality ee	in brown mative ose
Small Greenfield C		62	2.00	31.00	95	5,860	2,930		4,682,950	799.14	Zone 2	Green Agricultural
							·					· ·
		Beds	No		m2	Total		BCIS	COST			
	Det 1	3			83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4			100.00	0.00		818	0			
	Det 4	4	14		120.00	1,680.00		818	1,374,240			
	Det 5	5	6		150.00	900.00		818	736,200			
	Det 6 Small Sc	4			92.00	0.00		1,134	0			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	D + 0 C: 1	-1			450.00	0.00		4 4 2 4	آم			

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870.00

640.00

750.00

1,020.00

150.00

69.00

75.00

76.00

85.00

110.00

59.00

64.00

72.00

87.00

61.00

76.00

90.00

62.00

76.00

90.00

10

12

10

10

Det 8 Single

Semi 1 Semi 2 Semi 3

Semi 4

Semi 5

Ter 1

Ter 2

Ter 3

Ter 4

Flat 1

Flat 2 Flat 3 Flat 1 High

Flat 2 High

Flat 3 High

1,134

782

782

782 782

782

787

787

787

787

872

872

872

1,140

1,140

586,500

797,640

503,680



Number	13	Units	NET Area	Density e	rage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown ri	native Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Smaller Greenfield		30	1.00	30.00	86	2,592	2,592		2,059,544	794.58	Zone 2	Green	Paddock
		Beds	No		m2	Total	Ī	BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4	7		120.00	840.00		818	687,120				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5			150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	8		75.00	600.00		782	469,200				
	Semi 3	3			76.00	0.00		782	0				
	Semi 4	3	8		85.00	680.00		782	531,760				
	Semi 5	4			110.00	0.00		782	0				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2	4		64.00	256.00		787	201,472				
	Ter 3	3	3		72.00	216.00		787	169,992				
	Ter 4	3			87.00	0.00		787	0				
	Flat 1	1			61.00	0.00		872	0				
	Flat 2	2			76.00	0.00		872	0				
	Flat 3	3			90.00	0.00		872	0				
	Flat 1 High	1			62.00	0.00		1,140	0				
	Flat 2 High	2			76.00	0.00		1,140	0				
	Flat 3 High	3			90.00	0.00		1,140	0				

Developed

m2

944

Density

m2/ha

3,147

**Total Cost** 

741,228

Rate

£/m2

785.20

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	818	0
Det 2	3		90.50	0.00	818	0
Det 3	4		100.00	0.00	818	0
Det 4	4		120.00	0.00	818	0
Det 5	5		150.00	0.00	818	0
Det 6 Small Sc	4		92.00	0.00	1,134	0
Det 7 Small Sc	4		111.00	0.00	1,134	0
Det 8 Single	5		150.00	0.00	1,134	0
Semi 1	2		69.00	0.00	782	0
Semi 2	2		75.00	0.00	782	0
Semi 3	3		76.00	0.00	782	0
Semi 4	3	4	85.00	340.00	782	265,880
Semi 5	4		110.00	0.00	782	0
Ter 1	2		59.00	0.00	787	0
Ter 2	2	4	64.00	256.00	787	201,472
Ter 3	3		72.00	0.00	787	0
Ter 4	3	4	87.00	348.00	787	273,876
Flat 1	1		61.00	0.00	872	0
Flat 2	2		76.00	0.00	872	0
Flat 3	3		90.00	0.00	872	0
Flat 1 High	1		62.00	0.00	1,140	0
Flat 2 High	2		76.00	0.00	1,140	C
Flat 3 High	3		90.00	0.00	1,140	0

Density erage Unit Size

m2

79

Units/ha

40.00

14

Number

Small Site (BF)

Units

12

**NET Area** 

ha

0.30

Locality een/Brown rnative Use

Zone 2 Brown Industrial



Number	15	Units	NET Area	•	age Unit Size	Developed	Density		Total Cost	Rate	Locality een,	Brown rnative Use
Concil Infill (DE)		4	ha	Units/ha <b>30.77</b>	m2	m2 <b>320</b>	m2/ha		250 240	£/m2 <b>782.00</b>	7000 7	Duarra Industrial
Small Infill (BF)		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 2	Brown Industrial
		Beds	No		m2	Total		BCIS	COST			
	Det 1	3			83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4			100.00	0.00		818	0			
	Det 4	4			120.00	0.00		818	0			
	Det 5	5			150.00	0.00		818	0			
	Det 6 Small Sc	4			92.00	0.00		1,134	0			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	5			150.00	0.00		1,134	0			
	Semi 1	2			69.00	0.00		782	0			
	Semi 2	2	2		75.00	150.00		782	117,300			
	Semi 3	3			76.00	0.00		782	0			
	Semi 4	3	2		85.00	170.00		782	132,940			
	Semi 5	4			110.00	0.00		782	0			
	Ter 1	2			59.00	0.00		787	0			
	Ter 2	2			64.00	0.00		787	0			
	Ter 3	3			72.00	0.00		787	0			
	Ter 4	3			87.00	0.00		787	0			
	Flat 1	1			61.00	0.00		872	0			
	Flat 2	2			76.00	0.00		872	0			
	Flat 3	3			90.00	0.00		872	0			
	Flat 1 High	1			62.00	0.00		1,140	0			
	Flat 2 High	2			76.00	0.00		1,140	0			
	Flat 3 High	3			90.00	0.00		1,140	0			
Number	16	Units	NET Area		age Unit Size	Developed	Density		Total Cost	Rate	Locality een,	Brown rnative Use
		_	ha	Units/ha	m2	m2	m2/ha			£/m2		

320

2,462

250,240

782.00

Zone 2 Green Paddock

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	818	0
Det 2	3		90.50	0.00	818	0
Det 3	4		100.00	0.00	818	0
Det 4	4		120.00	0.00	818	0
Det 5	5		150.00	0.00	818	0
Det 6 Small Sc	4		92.00	0.00	1,134	. 0
Det 7 Small Sc	4		111.00	0.00	1,134	. 0
Det 8 Single	5		150.00	0.00	1,134	. 0
Semi 1	2		69.00	0.00	782	. 0
Semi 2	2	2	75.00	150.00	782	117,300
Semi 3	3		76.00	0.00	782	. 0
Semi 4	3	2	85.00	170.00	782	132,940
Semi 5	4		110.00	0.00	782	. 0
Ter 1	2		59.00	0.00	787	0
Ter 2	2		64.00	0.00	787	0
Ter 3	3		72.00	0.00	787	0
Ter 4	3		87.00	0.00	787	0
Flat 1	1		61.00	0.00	872	. 0
Flat 2	2		76.00	0.00	872	. 0
Flat 3	3		90.00	0.00	872	. 0
Flat 1 High	1		62.00	0.00	1,140	0
Flat 2 High	2		76.00	0.00	1,140	0
Flat 3 High	3		90.00	0.00	1,140	0

80

0.13

30.77

Small Infill



	Location Price Zon Green/bi Use		BL03 Land at Blackwell Blackwell 3 Green Paddock	BR13 Land between Brampton 4 Green Agricultural	BR14 Greenhill  Brampton 4 Green Agricultural	OC51 Land at Eller's Mill Buckabank rg 4 Green Paddock	Highfield	Carlisle 4 Brown	CA80 Land adj Lansdowne Carlisle 4 Green Agricultural	CA75 Newtown Industrial Carlisle 4 Brown Industrial	CA74 Land adjacent to Carlisle 4 Green Paddock	Carlisle C 4 Green	CUD04  Land west of The Oval, ummerdale C  3 Green Agricultural	<b>between</b> umwhinton ( 4 Green	CUW06 Land east of Holme Cumwhinton 4 Green Agricultural	Longtown 2 Mixed	MR03 Land at Moorhouse Moorhouse 2 Green Agricultural	MR02 Land North of Low Moorhouse 2 Green Paddock
Site Area		ha	24.70	0.50	5.43	0.52	0.59	10.22	7.20	4.82	0.40	0.53	1.20	0.43	4.90	0.51	1.02	0.87
Units	Net	ha	24.70 740	0.50	5.43 163	0.52 16	0.59	10.22 306	7.20 216	4.82 145	0.40	0.53 <b>20</b>	1.20	0.43	4.90 147	0.51	1.02	0.87 <b>2</b> 5
Omes			740	13	103	10	1-1	300	210	143	12	20	33	20	147	13	30	23
Average	Unit Size	m2	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00
Mix	Intermed Affordab Social Re		10.00% 20.00%	10.00% 20.00%	10.00% 20.00%	10.00% 20.00%	8.00% 17.00%	10.00% 20.00%	10.00% 20.00%	10.00% 20.00%	10.00% 20.00%	10.00% 20.00%	10.00% 20.00%	10.00% 20.00%	10.00% 20.00%	8.00% 17.00%	8.00% 17.00%	8.00% 17.00%
Price	Market	£/m2	2,250	2,400	2,400	2,400	2,100	2,400	2,400	2,400	2,400	2,400	2,250	2,400	2,400	2,100	2,100	2,100
	Intermed Affordab	-	1,575 880	1,680	1,680	1,680	1,470 880	1,680	1,680	1,680	1,680	1,680	1,575	1,680	1,680	1,470	1,470	1,470
	Social Re	-	1,013	1,000 1,080	1,000 1,080	1,000 1,080	945	1,000 1,080	1,000 1,080	1,000 1,080	1,000 1,080	1,000 1,080	880 1,013	10,000 1,080	10,000 1,080	880 945	880 945	945
	<b>d</b> Intermed Affordab Social Re	le £/unit																
Sales per Unit Build	-		3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
	ive Use Val	•	50,000	25,000	25,000	50,000	50,000	350,000	25,000	350,000	50,000	50,000	25,000	50,000	25,000	350,000	25,000	50,000
Up Lift % Additiona		% £/ha	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20%	20% 300,000	20%	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20%	20% 300,000	20% 300,000
riddicionic	ui opiiit	2,110	300,000	300,000	300,000	300,000	300,000		300,000		300,000	300,000	300,000	300,000	300,000		300,000	300,000
Easemen Legals Ac	its etc equisition	£ % land	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%	0 1.5%
Planning	<b>F</b> <50 >50	£/unit £/unit	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115	385 115
_	ts Consultant	% % ts %	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%	6.00% 0.50% 1.00% 2.50%
Build Cos	st - BCIS Bas	s€£/m2	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800
CfSH		%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
CfSH Lifetime		£/m2 £/m2	11	0 11	0 11	0 11	0 11	0 11	0 11	0 11	0 11	0 11	0 11	0 11	0 11	0 11	0 11	0 11
SUDS		£/m2		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SUDS Over-ext	ra 4	% £/m2		0	0	0	0	0	0	5% 0	0	0	0	0	0	5% 0	0	0
Infrastru	cture	%	20%	20%	20%	10%	10%	20%	20%	20%	10%	10%	15%	10%	15%	10%	10%	10%
Pre CIL s1 Post CIL s		£/Unit £/Unit	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000	2,000 1,000
i USL CIL S	3100	£/m2	1,000	1,000	1,000	1,000	1,000	1,000	0	1,000	1,000	1,000	1,000	0	1,000	1,000	1,000	0
Continge Abnorma	-	% % £/site	2.50%	2.50%	2.50%	2.50%	2.50%	5.00% 10.00%	2.50%	5.00% 10.00%	2.50%	2.50%	2.50%	2.50%	2.50%	5.00% 10.00%	2.50%	2.50%
FINANCE	Fees Interest Legal and		10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000	10,000 7.00% 10,000
SALES	Agents Legals Misc.	% % £	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000	3.00% 0.50% 10,000
Develope	er % Costs % GDV		20%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%	20% 0%

45%

70%

5.00%



SITE NAME and at Blackwo	ell							7																
INCOME Av Size		% Number	r	Price	GDV	GIA		DEVELOPMEN	T COSTS						1	Planning fee ca	lc				Build Cost	/m2		
m2	700/	740		£/m2		m2		LAND	Land		/unit or m2		40.405.550	ı		Planning app fee	740	)			BCIS CfSH	800 16	2.00	%
Market Housing 95.0 Shared Ownership 95.0				2,250 1,575					Land Stamp Duty Easements etc.		22,197	821,278	16,425,552			No dwgs under 8			79,350		CfSH Lifetime SUDS	11		
Affordable Rent 95.0				880					Legals Acquisition	on	1.50%	246,383	1,067,661					i Otal	343,000		SUDS Over-extra 4	0	0.00	%
Social Rent 95.0			0	1,013		0		PLANNING	Planning Fee			345,000				Stamp duty cal	c - Residual				Infrastructure	160 <b>987</b>	20	%
Grant and Subsidy Shared Owner	•			0	0				Architects QS / PM		6.00% 0.50%	363,004				Land payment 125,000	0%						_	
Affordable Re Social Rent	nt			0	0				Planning Consult Other Profession		1.00% 2.50%		7,605,075			250,000 500,000	1% 3%	4%						
SITE AREA - Net 24.70 SITE AREA - Gross 24.70		30 30			134,167,550	70,300		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	987	1,480,000				1,000,000 above	4% 5%	5% 5% <b>Tota</b> l						
Sales per Quarter 0 Unit Build Time 3	Quarters	]			RUN Residual M	/ACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	1,734,653 0	72,600,753			Stamp duty calc Land payment 125,000 250,000	c - Add Profit 0% 1%							
Residual Land Value	Whole Site 16,425,552	2 665,002		2		losing balance =	0		Fees Interest		7.00%					500,000 1,000,000	3% 4%	5%						
Alternative Use Value Uplift 20% Plus /ha 30000000%	1,235,000 247,000 7,410,000	)	50,000 10,000 300,000	)	RUN CIL MACR	O ctri+i losing balance =	0	SALES	Legal and Valuat	iion		10,000	20,000			above	5%	5% Total						
Viability Threshold			360,000	7	Check on phasing dw		]		Agents Legals		3.0% 0.5%	4,025,027 670,838				Pre CIL s106		£/ Unit (all) Total	1,480,000					
Additional Profit	11,825,119	£/m2	D				•		Misc.			10,000		102,424,905	5	Post CIL s106	1,000							
			_					Developers Pro	ofit % Costs % GDV		20.00% 0.00%			<b>20,484,981</b> (		CIL	0	£/m2 <b>Tota</b> l	740,000					
RESIDUAL CASH FLOW FOR INTE	EREST Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME UNITS Started Market Housing	15	30 2,244,375	60 4,488,750	60 8,977,500	35 8,977,500	5,236,875	0	0	0	0	0	0	0	0	0									
Shared Ownership Affordable Rent		2,244,375 224,438 250,800	4,488,750 448,875 501,600	8,977,500 897,750 1,003,200	5,236,875 523,688 585,200	0	0	0	0 0	0 0	0	0 0	0 0	0										
Social Rent Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0 0	0 0	0 0	0	0 0	0	0 0
INCOME	0	2,719,613	5,439,225	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	6,345,763	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty	821,278																							
Easements etc. Legals Acquisition	0 246,383																							
Planning Fee Architects	345,000 4,356,045		0																					
QS Planning Consultants	363,004 726,008		0																					
Other Professional	1,815,019		0																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		1,406,475 30,000 35,162 0	2,812,950 60,000 70,324 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	5,625,900 120,000 140,648 0	3,281,775 70,000 82,044 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000			·				•				·			•			·	•	•				·
Agents	0	81,588	163,177	326,354	326,354	326,354	326,354	326,354	326,354	326,354	326,354	326,354	326,354	326,354	190,373	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND I	0 <b>8,692,736</b>	13,598 <b>1,566,823</b>	27,196 10,000 <b>3,143,647</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	54,392 <b>6,267,293</b>	31,729 <b>3,655,921</b>	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	0,092,730	1,300,623	3,143,047	0,207,293	0,207,293	0,207,293	0,201,293	0,201,293	0,201,293	0,201,293	0,207,293	0,201,293	0,207,293	0,207,293	3,033,321				<u> </u>	<u> </u>		<u> </u>	<u> </u>	
Interest	16,425,552	1,758,280	1,800,665	1,766,021	1,566,861	1,353,760	1,125,743	881,764	620,706	341,375	42,490	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs Profit on GDV																								20,484,98
Cash Flow Opening Balar	-25,118,289 0	-605,491	494,914	2,845,136	3,044,296	3,257,396	3,485,414	3,729,393	3,990,451	4,269,782	4,568,667	4,611,157	4,611,157	4,611,157	2,689,841	0	0	0	0	0	0	0	0	-20,484,98
Closing Baland		-25,723,780	-25,228,866	-22,383,730	-19,339,434	-16,082,038	-12,596,623	-8,867,230	-4,876,780	-606,998	3,961,669	8,572,826	13,183,983	17,795,140	20,484,981	20,484,981	20,484,981	20,484,981	20,484,981	20,484,981	20,484,981	20,484,981	20,484,981	0
CASH FLOW FOR CIL ADDITIONA	AL PROFIT																							
INCOME As Above	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME EXPENDITURE	0	2,719,613	5,439,225	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	10,878,450	6,345,763	<u> </u>	0	0	0	0	0	0	U	0
Land	8,892,000																							
Stamp Duty Easements etc.	444,600 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Legals Acquisition	133,380	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	345,000 4,356,045	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional	363,004 726,008 1,815,019	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	1,406,475	2,812,950	5,625,900	5,625,900	5,625,900	5,625,900	5,625,900	5,625,900	5,625,900	5,625,900	5,625,900	5,625,900	5,625,900	3,281,775	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106	844,651	844,651 15,000	844,651 30,000	844,651 60,000	35,000	0	0	0	0	0	0	0	0	0										
Contingency Abnormals	0 0	35,162 0	70,324 0	140,648 0	82,044 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0										
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation  Agents	10,000 0	0 81,588	0 163,177	0 326,354	0 326,354	0 326,354	0 326,354	0 326,354	326,354	0 326,354	0 326,354	0 326,354	0 326,354	0 326,354	0 190,373	0	0	0	υ n	0	0	υ n	0	0
Agents Legals Misc.	0	13,598 0	27,196 10,000	54,392 0	31,729 0	0 0	0 0	0	0	0	0 0	0	0	0										
COSTS BEFORE LAND INT AND I	17,939,707	2,396,475	3,958,298	7,051,945	7,051,945	7,051,945	7,051,945	7,051,945	7,051,945	7,051,945	7,051,945	7,051,945	7,051,945	7,051,945	3,620,921	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest Profit on cost		1,255,779	1,321,064	1,309,874	1,133,710	945,214	743,524	527,715	296,800	49,720	0	0	0	0	0	0	0	0	0	0	0	0	0	21,097,35
Profit on GDV	-17 030 707	-033 643	150 962	2 516 624	2 602 706	2 881 204	3 U83 U63	3 202 700	3 520 700	2 776 70 <i>5</i>	3 836 E0E	3 836 E0E	3 828 EDE	3 826 E0E	2 721 011		0	<u> </u>	0	0	0	0	0	-21 007 25
Cash Flow Opening Balar Closing Balan		-932,642 -18.872.348	159,863	2,516,631 -16,195,854	2,692,796 -13,503,059	2,881,291	3,082,982	3,298,790	3,529,706	3,776,785 3,066,495	3,826,505 6.893.001	3,826,505 10,719,506	3,826,505 14.546.011	3,826,505 18,372,517	2,724,841	0 21,097,358	21 007 359	0 21 007 359	U 21 007 359	0 21.097.358	21 007 359	U 21 NQ7 259	U 21 007 250	-21,097,358 0
Longing Balan	1 1,303,101	10,012,040	10,112,400	10,130,004	10,000,008	10,041,101	1,000,100	<del>¬</del> ,∠∪⊅,∀∀Ö	1 10,230	J,UUU,430	U,UUU,UU I	10,113,300	₁¬,∪ <del>¬</del> ∪,∪ӀӀ	10,012,011	۵۵۶, ۱۳۵۱, ۱ کے	£1,UƏ1,336	∠ 1,∪∂1,JÖÖ	∠1,∪31,JÖÖ	∠ 1,∪∂ <i>1</i> ,∂∂0	<u>- 1,031,338</u>	ے 1,001,000	<u>~ 1,∪∂1,</u> 330	۵۱, <i>۱۳۵۱</i> ,۵۵۵	



SITE NAME Quarry Bank	k & A69, Brampton																							
INCOME Av Si	ize % m2	Number 15		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee calc Planning app fee	dwgs	rate			Build Cost BCIS	/m2 800		
Market Housing 95	5.0 70%	11		2,400	2,394,000	998		LAND	Land Stamp Duty		/unit or m2 34,193	<b>Total</b> 20,516	512,891			No dwgs No dwgs under 5 No dwgs over 5(	15 15 0	385 115	5,775 0		CfSH CfSH Lifetime	16 0 11	2.00%	
	5.0 10%			1,680					Easements etc. Legals Acquisition	า	1.50%	7,693	28,209			The dange over or		Total	5,775		SUDS SUDS	0	0.00%	
	5.0 20% 5.0 0%			1,000 1,080		285 0		PLANNING	Planning Fee			5,775				Stamp duty calc -	· Residual			1	Over-extra 4 Infrastructure	0 160 <b>987</b>	20%	
Grant and Subsidy Shared Owl Affordable Social Rent	<i>r</i> nership Rent	·		0 0	0 0	Ĭ			Architects QS / PM Planning Consulta Other Profession		6.00% 0.50% 1.00% 2.50%	88,298 7,358 14,716 36,791	152,939			Land payment 125,000 250,000 500,000	0% 1% 3%	1% 3% 4%	512,891					
	.50 ha .50 ha	30 30			2,918,400	1,425		CONSTRUCT	Build Cost - BCIS s106 / CIL	Based	987	1,406,475 30,000				1,000,000 above	5%	0% 4% <b>Total</b>	20,516					
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NFT	Per ha GROSS		RUN Residual N	MACRO ctrl+r Closing balance =	0	FINANCE	Contingency Abnormals Fees		2.50%	35,162 0 10,000	1,471,637			Stamp duty calc - Land payment 125,000 250,000 500,000	- Add Profit 0% 1% 3%	1% 3% 4%	165,000					
Residual Land Value Alternative Use Value	<b>512,891</b> 12,500	1,025,782	<b>1,025,782</b> 25,000		RUN CIL MACR	O ctrl+l			Interest Legal and Valuation	on	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 4%						
Uplift 20% Plus /ha 300,000 Viability Thresho	old 165,000		5,000 300,000 <b>330,000</b>	•	Check on phasing dw	Closing balance =	0	SALES	Agents Legals		3.0% 0.5%	87,552 14,592				Pre CIL s106		Total  / Unit (all)	6,600 <b>30,000</b>	]				
Additional Profit	392,786	£/m2 <b>394</b>	I					Developers Pr	% Costs		20.00%	10,000	112,144	2,297,820 459,564		Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2 <b>Total</b>	15,000					
RESIDUAL CASH FLOW FOR IN	NTEREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	% GDV	Year 3	0.00% <b>Q3</b>	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing		-	5	5	5	0	798,000	798,000	798,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent				0	0 0	0	79,800 79,800 95,000	79,800 95,000	79,800 79,800 95,000	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0
Social Rent Grant and Subsidy INCOME	0	0	0	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>972,800</b>	0 0 <b>972,800</b>	0 0 <b>972,800</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	20,516 0 7,693																							
Planning Fee Architects	5,775 44,149		44,149																					
QS Planning Consultants Other Professional	3,679 7,358 18,395		3,679 7,358 18,395																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	156,275 3,333 3,907 0	312,550 6,667 7,814 0	468,825 10,000 11,721 0	312,550 6,667 7,814 0	156,275 3,333 3,907 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0 0	0 0	0 0	0 0	0 0	29,184 4,864	29,184 4,864	29,184 4,864	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AN	ID   127,566	0	10,000 <b>247,097</b>	327,030	490,546	327,030	197,563	34,048	34,048	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuati La Intere Profit on Cos Profit on GE	est sts	11,208	11,404	15,928	21,930	30,898	37,162	24,245	8,242	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 459,564 0
Cash Flow Opening Ba	-640,457	-11,208	-258,501	-342,958	-512,475	-357,928	738,075	914,507	930,510	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-459,564
Closing Bal		-651,665	-910,166	-1,253,124	-1,765,600	-2,123,528	-1,385,453	-470,947	459,564	459,564	459,564	459,564	459,564	459,564	459,564	459,564	459,564	459,564	459,564	459,564	459,564	459,564	459,564	0
CASH FLOW FOR CIL ADDITIO	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME  EXPENDITURE  Land	<b>0</b> 165,000	0	0	0	0	0	972,800	972,800	972,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition	6,600 0 2,475	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	5,775 44,149	0 0	0 44,149	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
QS Planning Consultants Other Professional	3,679 7,358 18,395	0 0 0	3,679 7,358 18,395	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base	0	0	156,275	312,550	468,825	312,550	156,275	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency Abnormals	0 0	0 0	<b>392,786</b> 3,907 0	7,814 0	5,000 11,721 0	5,000 7,814 0	5,000 3,907 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals	0	0 0	0 0	0 0	0	0 0	29,184 4,864	29,184 4,864	29,184 4,864	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AN	0 ID 273,432	0 <b>0</b>	10,000 <b>636,550</b>	0 <b>320,364</b>	0 <b>485,546</b>	0 <b>325,364</b>	0 <b>199,230</b>	0 <b>34,048</b>	0 34,048	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
For CIL calculation Interes Profit on CC	ost	4,785	4,869	16,094	21,982	30,863	37,097	24,209	8,205	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 461,716
Profit on GE	ן∨ט																							0
Cash Flow Opening Ba		-4,785	-641,418	-336,457	-507,527	-356,227	736,473	914,543	930,547	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-461,716



SITE NAME Greenhill								]																
INCOME Av Size m2		Number		Price £/m2		/ GIA E m2		DEVELOPMEN	IT COSTS						]	Planning fee ca Planning app fee		s rate	)		Build Cost BCIS	/m2 800		
Market Housing 95.0	70%	. 114	ı	2,400	26,014,800	0 10,840		LAND	Land		/unit or m2 36,279	Total	5,913,444			No dwgs No dwgs under		3 385			CfSH CfSH	16 0	2.00	0%
Shared Ownership 95.0	10%	. 16	5	1,680	2,601,480	1,549			Stamp Duty Easements etc. Legals Acquisition		1.50%	295,672 0 88,702	384,374			No dwgs over 5	( 113	3 115 <b>Total</b>			Lifetime SUDS SUDS	11 0 0	0.0	0%
Affordable Rent 95.0			3	1,000		3,097		PLANNING												_	Over-extra 4 Infrastructure	0 160		0%
Social Rent 95.0  Grant and Subsidy Shared Owner		0		1,080	) (	0			Planning Fee Architects QS / PM		6.00%	56,500 959,507 79,959				Stamp duty call Land payment 125,000		/ 10/	5,913,444	4		987		
rant and Subsidy Shared Owner Affordable Re Social Rent	•			(	) (	) )			Planning Consult Other Professio		0.50% 1.00% 2.50%	79,959 159,918 399,795	1,655,679			250,000 500,000	0% 1% 3%	3%	)					
SITE AREA - Net 5.43		30		ı	31,713,280	0 15,485		CONSTRUCTI	ON							1,000,000 above	4% 5%	5% 5%						
SITE AREA - Gross 5.43	ha	30	) /ha	<u> </u>					Build Cost - BCI s106 / CIL Contingency	S Based	987 2.50%	15,283,695 326,000 382,092				Stamp duty cal	c - Add Profit	Total	l 295,672	<u>2</u> ] ¬				
Sales per Quarter 0 Unit Build Time 3	Quarters								Abnormals		2.3070	0	15,991,787			Land payment 125,000	0%	6 1%	1,791,900	<mark>)</mark>				
New York I and Walter	Whole Site		Per ha GROSS		RUN Residual	<b>MACRO ctrl+r</b> Closing balance =		FINANCE	Fees		7.000/	10,000				250,000 500,000	1% 3%	4%	)					
Residual Land Value  Alternative Use Value  Uplift 20%	<b>5,913,444</b> 135,750 27,150	)	2 1,089,032 25,000 5,000		RUN CIL MACE	RO ctrl+I Closing balance =	0		Interest Legal and Valua	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%		)	5				
Plus /ha 300,000  Viability Threshold	1,629,000	)	300,000 <b>330,000</b>	) <b>-</b>	Check on phasing d			SALES	Agents		3.0%	951,398				Pre CIL s106	2,000	0 £/ Unit (all)		- ]				
		£/m2		_	со	rrect			Legals Misc.		0.5%	158,566 10,000	1,119,965	25,085,249	9			Total	326,000	<u>o</u>				
Additional Profit	5,168,496	5 477	1					Developers Pr	ofit % Costs		20.00%			5,017,050		Post CIL s106 CIL	1,000	0 £/ Unit (all) 0 £/m2 <b>Total</b>		0				
	FREAT								% GDV		0.00%			0	D				,					
RESIDUAL CASH FLOW FOR INT	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
UNITS Started Market Housing	15	30 2,394,000	30 4,788,000	30 4,788,000	30 4,788,000	28 4,788,000	4,468,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent		239,400 285,000 0	478,800 570,000 0	478,800 570,000 0	478,800 570,000 0	478,800 570,000 0	446,880 532,000 0	0 0 0	0 0	0	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0	0	0
Grant and Subsidy INCOME	0	0 2,918,400	0 5,836,800	0 5,836,800	0 5,836,800	0 5,836,800	0 5,447,680	0	0	0 0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 0	0	0	0	0 0	0	0 <b>0</b>	0 <b>0</b>	0	0 0
EXPENDITURE Stamp Duty	295,672																							
Stamp Duty Easements etc. Legals Acquisition	0 88,702																							
Planning Fee	56,500																							
Architects QS Planning Consultants	959,507 79,959 159,918		0 0																					
Other Professional	399,795		0																					
Build Cost - BCIS Base 106/CIL		1,406,475 30,000 35,162	2,812,950 60,000 70,324	2,812,950 60,000 70,324	2,812,950 60,000 70,324	2,812,950 60,000 70,324	2,625,420 56,000 65,636	0	0 0	0	0	0 0	0	0	0	0	0 0	0	0	0	0 0	0	0	0
Contingency Abnormals		35,162	0	0	0	0	05,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	87,552 14,592	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	163,430 27,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc. Costs before Land int and I	2,060,053	1,573,781	10,000 <b>3,157,562</b>	3,147,562	3,147,562	3,147,562	2,937,724	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuati Land	5,913,444	1																						
Interest Profit on Costs	3,313,444	558,145	503,092	350,761	187,068	11,916	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 5,017,050
Profit on GDV	7.070.407		2.470.447	2 2 2 2 4 7 7	0.500.450	2.27.222	0.500.050																	0
Cash Flow Opening Balar Closing Balan		786,474 -7,187,022	2,176,147 -5,010,876	2,338,477 -2,672,399	2,502,170 -170,228	2,677,322 2,507,094	2,509,956 5,017,050	0 5,017,050	5,017,050	0 5,017,050	0 5,017,050	0 5,017,050	0 5,017,050	0 5,017,050	0 5,017,050	5,017,050	5,017,050	0 5,017,050	0 5,017,050	0 5,017,050	5,017,050	0 5,017,050	0 5,017,050	-5,017,050 0
		, ,	, ,	, ,	,		, ,	, ,	, ,	, ,	, ,	, ,	, ,		, ,	, ,		, ,	, ,	, ,	, ,	, ,	, ,	
CASH FLOW FOR CIL ADDITIONA  INCOME  As Above	L PROFIT  Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	0	2,918,400	5,836,800	5,836,800	5,836,800	5,836,800	5,447,680	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land	1,791,900																							
Stamp Duty Easements etc.	89,595 0	0 0	0 0	0 0	0	0 0	0	0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Legals Acquisition	26,879	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	56,500 959,507 79,959	0	0	0	0 0	0	0	0	0 0	0	0 0	0	0 0	0	0 0	0 0	0 0	0 0	0	0	0 0	0	0 0	0
Planning Consultants Other Professional	159,918 399,795	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	1,406,475	2,812,950	2,812,950	2,812,950	2,812,950	2,625,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency	861,416	861,416 15,000 35,162	861,416 30,000 70,324	861,416 30,000 70,324	861,416 30,000 70,324	861,416 30,000 70,324	28,000 65,636	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0
bnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0
Agents Legals	0 0	87,552 14,592	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	163,430 27,238	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Misc. COSTS BEFORE LAND INT AND I	0 <b>4,445,468</b>	0 <b>2,420,197</b>	10,000 <b>3,988,978</b>	0 3,978,978	0 3,978,978	0 3,978,978	0 2,909,724	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 0	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
or CII. polovisticii																								
For CIL calculation Interest Profit on cost		311,183	298,091	189,610	72,835	0	0	0	0 	0	0	0	0	0	0	0	I 0 	0	0	0	I 0 	0	0	0 5,140,260
Profit on GDV																								0
Cash Flow Opening Balan		187,020	1,549,731	1,668,212	1,784,987	1,857,822	2,537,956	0 5 140 260	0	0 5 140 260	0	0 5 140 260	5 140 200	5 140 202	0	0	5 140 260	0	0 5 140 260	0	0	0 F 140 000	0	-5,140,260
Closing Balan	-4,445,468	-4,258,448	-2,708,717	-1,040,505	744,482	2,602,304	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	5,140,260	0



SITE NAME and at Elle	er's Mill																							
INCOME Av	Size % m2	Number 16		Price £/m2		GIA m2		DEVELOPME	NT COSTS							Planning fee cal Planning app fee	dwgs	rate			Build Cost BCIS	/m2 800		
Market Housing	95.0 70%	11	ı	2,400	2,553,600	1,064		LAND	Land Stamp Duty		/unit or m2 41,804	<b>Total</b> 26,754	668,860			No dwgs No dwgs under 5 No dwgs over 50		385 115	6,160		CfSH CfSH Lifetime	16 0	2.00%	
Shared Ownership	95.0 10%	2	2	1,680	255,360	152			Easements etc. Legals Acquisiti		1.50%	0 10,033	36,787			ino dwgs over 50		Total	6,160		SUDS SUDS	0	0.00%	
	95.0 20%		3	1,000				PLANNING													Over-extra 4 Infrastructure	0 80	10%	
Social Rent  Grant and Subsidy Shared O	95.0 0%	C	)	1,080	0	0			Planning Fee Architects QS / PM		6.00% 0.50%	6,160 86,706 7,226				Stamp duty calc Land payment 125,000	e - Residual	<mark> </mark> 1%	668,860			907		
Affordable Social Re	le Rent			0	0				Planning Consu		1.00% 2.50%	14,451 36,128	150,671			250,000 500,000	1% 3%	3% 4%						
SITE AREA - Net	0.52 ha	31		·	3,112,960	1,520		CONSTRUCT	ION				.55,5.			1,000,000 above	4% 5%	0% 4%						
SITE AREA - Gross	0.52 ha	31	l /ha				J		Build Cost - BC s106 / CIL	IS Based	907	1,378,640 32,000					Add Des 64	Total	26,754					
Sales per Quarter 0 Unit Build Time 3	Quarters								Contingency Abnormals		2.50%	34,466 0	1,445,106			Stamp duty calc Land payment 125,000	: - Add Profit	1%	187,200					
	Whole Site		Per ha GROSS		RUN Residual N	MACRO ctrl+r closing balance =	0	FINANCE	Fees			10,000				250,000 500,000	1% 3%	3% 4%						
Residual Land Value Alternative Use Value	<b>668,860</b> 26,000		50,000		RUN CIL MACR		0		Interest Legal and Valua	ation	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 4%	7 400					
Uplift 20% Plus /ha 300,00  Viability Thresl	00 156,000		10,000 300,000 <b>360,000</b>		Check on phasing dw	Closing balance =	° 1	SALES	Agents		3.0%	93,389				Pre CIL s106	2,000 £/	Total  ' Unit (all)	7,488					
		£/m2				rect			Legals Misc.		0.5%	15,565 10,000	118,954	2,440,377				otal	32,000					
Additional Profit	539,044	507	7					Developers Pi					_			Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2						
									% Costs % GDV		20.00% 0.00%			488,075 0				Total	16,000					
RESIDUAL CASH FLOW FOR	INTEREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			4	4	4	4	620 400	620.400	600 400	620 400	0		0	0	^	^	0	0	^	0		0	0	^
Market Housing Shared Ownership Affordable Rent				0 0 0	0 0	0 0 0	638,400 63,840 76,000	638,400 63,840 76,000	638,400 63,840 76,000	638,400 63,840 76,000	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	υ 0 0
Social Rent Grant and Subsidy				0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0	0	0 0	0	0 0	0	0 0	0	0 0	0	0	0 0
INCOME	0	0	0	0	0	0	778,240	778,240	778,240	778,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty	26,754 0																							
Easements etc. Legals Acquisition	10,033																							
Planning Fee Architects	6,160 43,353		43,353																					
QS Planning Consultants	3,613 7,226		3,613 7,226																					
Other Professional  Build Cost - BCIS Base	18,064	0	18,064 114,887	229,773	344,660	344,660	229,773	114,887	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	2,667 2,872	5,333 5,744	8,000 8,617	8,000 8,617	5,333 5,744	2,667 2,872	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	40.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0 0	0 0	0 0	0 0	0 0	23,347 3,891	23,347 3,891	23,347 3,891	23,347 3,891	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Misc. COSTS BEFORE LAND INT A	AND   135,203	0	10,000 <b>202,681</b>	240,851	361,277	361,277	268,089	147,664	27,238	27,238	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio	Land 668,860																							
Inte Profit on C	Costs	14,071	14,317	18,115	22,647	29,365	36,202	27,907	17,361	4,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0 488,075
Profit on (		-14,071	216 009	259.066	202 022	200 642	472.040	602 660	722 644	746 490	0	0	0	0	0	0	0	0	0	0	0	0	0	199.075
Cash Flov Opening E Closing B	Balar 0	-818,133	-216,998 -1,035,132	-258,966 -1,294,097	-383,923 -1,678,021	-390,642 -2,068,663	473,949 -1,594,713	602,669 -992,045	733,641	746,480 488,075	488,075	Ü	488,075	488,075	488,075	488,075	488,075	488,075	488,075	488,075	488,075	488,075	488,075	-488,075 0
,	•							•					•		·	·			•				·	
INCOME As Above	Q1	Year 1 Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	<b>Year 5</b> Q2	Q3	Q4	Q1	<b>Year 6</b> Q2	Q3	Q4
INCOME AS Above	e 0	0	0	0	0	0	778,240	778,240	778,240	778,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land	187,200																							
Stamp Duty	7,488	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	2,808	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	6,160 43,353	0 0	0 43,353	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
QS Planning Consultants Other Professional	3,613 7,226	0	3,613 7,226	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0 0	0	0	0
Other Professional  Build Cost - BCIS Base	18,064	0	18,064 114,887	0 229,773	0 344,660	0 344,660	0 229,773	0 114,887	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL		Š	539,044		4,000	4,000	4,000	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	0	0 0	2,872 0	5,744 0	8,617 0	8,617 0	5,744 0	2,872 0	0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Contingency	0	0	0	0	0	0 0	0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0	0	0 0	0	0 0	0	0
Contingency Abnormals Finance Fees	10,000	0	1,7	J	I	J	U	23,347	23,347	23,347	0	0	0	0	0	0	0	0	0	0		J	0	0
Contingency Abnormals		0	0	0	0	0	23,347	- / -				1								O		0	U	•
Contingency Abnormals  Finance Fees Legal and Valuation  Agents Legals Misc.	10,000 10,000 0 0	0 0 0 0	0 0 10,000	0 0 0	0 0 0	0 0 0	3,891 0	3,891 0	3,891	3,891 0	0	0 0	0 0	0	0	0 0	0 0	0	0 0	0	0	0 0 0	0 0 0	0
Contingency Abnormals Finance Fees Legal and Valuation Agents Legals Misc.	10,000 10,000 0 0	0 0 0 0 0	0 0 10,000 <b>739,059</b>	0 0 0 <b>235,518</b>	0 0 0 357,277	0 0 0 <b>357,277</b>			3,891 0 <b>27,238</b>	3,891 0 <b>27,238</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 0	0 0 0 <b>0</b>	0 0 0	0 0 <b>0</b>
Contingency Abnormals  Finance Fees Legal and Valuation  Agents Legals Misc.  COSTS BEFORE LAND INT A	10,000 10,000 0 0 0 295,911	0 0 0 0 <b>0</b>	739,059				3,891 0 <b>266,756</b>	3,891 0 <b>148,997</b>	0 27,238	0 <b>27,238</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 0	0 0 0 <b>0</b>	0 0 0 <b>0</b>	0 0 <b>0</b>
Contingency Abnormals Finance Fees Legal and Valuation	10,000 10,000 0 0 0 295,911	0 0 0 0 <b>0</b> <b>0</b> 5,178		0 0 0 <b>235,518</b> 18,295	0 0 0 <b>357,277</b> 22,737	0 0 0 <b>357,277</b> 29,387	3,891 0	3,891 0	0	0	0 0 <b>0</b>		0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>		0 0 <b>0</b>	0 0 0	0 0 0 <b>0</b>	0 0 0 <b>0</b>	0 0 <b>0</b> <b>0</b> 0 491,054
Contingency Abnormals  Finance Fees Legal and Valuation  Agents Legals Misc.  COSTS BEFORE LAND INT A  For CIL calculation  Interpretation	10,000 10,000 0 0 0 <b>AND   295,911</b> erest cost GDV	0 0 0 0 <b>0</b> <b>0</b> 5,178	739,059				3,891 0 <b>266,756</b>	3,891 0 <b>148,997</b>	0 27,238	0 <b>27,238</b>	0 0 0		0 0 0	0 0 <b>0</b>	0 0 <b>0</b>	0 0 0	0 0 0	0 0 <b>0</b>		0 0 <b>0</b>	0 0 0 0	0 0 0 <b>0</b>	0 0 0 <b>0</b>	0 491,054



SITE NAME and at Hi	ighfield																							
INCOME Av	Size m2	% Numb	<b>oer</b> 14	Pric £/m		GIA m2		DEVELOPMEN	NT COSTS							Planning fee calc		rate			Build Cost BCIS	/m2 800		
Market Housing	95.0 75	<b>5</b> %	11	2,10	2,094,750	998		LAND	Land		/unit or m2 28,475	Total	398,653			No dwgs No dwgs under 5	14 14	385	5,390		CfSH CfSH	16 0	2.00%	
Shared Ownership	95.0	9%	1	1,47	70 156,408	3 106			Stamp Duty Easements etc. Legals Acquisition	on	1.50%	11,960 0 5,980	17,939			No dwgs over 50	0	115 <b>Total</b>	5,390		Lifetime SUDS SUDS	11 0 0	0.00%	
Affordable Rent	95.0 17	<b>7</b> %	2	88	198,968	3 226		PLANNING	Logalo / toquiota	O.1.	1.0070	0,000	11,000								Over-extra 4 Infrastructure	0 80	10%	
		9%	0	94	5 0	0			Planning Fee Architects		6.00%	5,390 75,868				Stamp duty calc Land payment			398,653			907		
Grant and Subsidy Shared C Affordab Social Re					0 0	)			QS / PM Planning Consul Other Professio		0.50% 1.00% 2.50%	6,322 12,645 31,612				125,000 250,000 500,000	0% 1% 3%	1% 3% 0%						
SITE AREA - Net	0.59 ha		24 /ha	l	2,450,126	5 1,330		CONSTRUCTI		Tidi	2.0070					1,000,000 above	4% 5%	0% 3%						
SITE AREA - Gross	0.59 ha		24 /ha	1					Build Cost - BC	IS Based	907	1,206,310 28,000						Total	11,960					
Sales per Quarter 0 Unit Build Time 3	Quarters	7							Contingency Abnormals		2.50%	30,158 0				Stamp duty calc Land payment 125,000	- Add Profit	<mark> </mark> 1%	212,400					
	Whole Site		Per ha GROSS	_	RUN Residual I	MACRO ctrl+r Closing balance = 0	0	FINANCE	Fees			10,000				250,000 500,000	1% 3%	3% 0%						
Residual Land Value Alternative Use Value	<b>398,6</b> 29,5	00	50,000		RUN CIL MACR				Interest Legal and Valua	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 3%	0.070					
Uplift 20% Plus /ha 300,00  Viability Thres	000 177,0	00	10,000 300,000 <b>360,000</b>	<u>.</u>	Check on phasing dv	Closing balance = (	0	SALES	Agents		3.0%	73,504				Pre CIL s106	2.000 £	Total  'Unit (all)	6,372					
		£/m2		J		rrect			Legals Misc.		0.5%	12,251 10,000	95,754	1,928,651				Total	28,000					
Additional Profit	214,0	97 2	15					Developers Pr	ofit % Costs		20.00%			385,730		Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2 <b>Total</b>	14,000					
									% GDV		0.00%			0		L			14,000					
RESIDUAL CASH FLOW FOR	R INTEREST Q1	Yea Q2	r 1 Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			3	3	3 0	3	2 448,875	448,875	448,875	448,875	299,250	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent				0	0	0	33,516 42,636	33,516 42,636	33,516 42,636	33,516 42,636	22,344 28,424	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy		0	0	0 0	0 0	0	0	0	0 0	0	0 0	0	0	0	0	0	0	0	0	0	0 0	0	0	0 0
INCOME EXPENDITURE	0	U	<u> </u>	0	0	0	525,027	525,027	525,027	525,027	350,018	U	0	U	U	0	0	0	U	U	0	0	0	0
Stamp Duty Easements etc.	11,960 0																							
Legals Acquisition	5,980																							
Planning Fee Architects QS	5,390 37,934 3,161		37,934 3,161																					
Planning Consultants Other Professional	6,322 15,806		6,322 15,806																					
Build Cost - BCIS Base		0	86,165	172,330	258,495	258,495	229,773	143,608	57,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	2,000 2,154	4,000 4,308	6,000 6,462	6,000 6,462	5,333 5,744	3,333 3,590	1,333 1,436	0 0	0 0	0	0	0	0	0	0	0 0	0	0 0	0	0 0	0	0
Abnormals Finance Fees	10,000	U	U	U	U	U	U	U	U	U	U	U	U	U	U	U	U	U	U	U		U	U	U
Legal and Valuation	10,000										40.504													
Agents Legals Misc.	0	0	0 0 10,000	0	0	0	15,751 2,625	15,751 2,625	15,751 2,625	15,751 2,625	10,501 1,750	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT A	AND 1 106,553	0	163,543	180,638	270,957	270,957	259,227	168,908	78,589	18,376	12,251	0	0	0	0	0	0	0	0	0	0	0	0	0
	Land 398,653	8,841	8,996	12,015	15,387	20,398	25,496	21,291	15,432	7,889	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on C		0,041	6,996	12,015	15,367	20,396	25,496	21,291	15,432	7,009	Ü	U	O	U	U	0	O	Ü	U	U	0	U	0	385,730 0
Cash Flo	ow -505,206	-8,841	-172,538	-192,653	-286,344	-291,355	240,304	334,828	431,007	498,762	337,767	0	0	0	0	0	0	0	0	0	0	0	0	-385,730
Opening Closing E		-514,047	-686,585	-879,239	-1,165,583	-1,456,938	-1,216,634	-881,806	-450,799	47,963	385,730	385,730	385,730	385,730	385,730	385,730	385,730	385,730	385,730	385,730	385,730	385,730	385,730	0
CASH FLOW FOR CIL ADDIT	IONAL PROFIT	Yea	r 1			Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1 /e	Q2	Q3	Q4	Q1	Q2	Q3	Q4 525,027	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 0	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
EXPENDITURE	J J		<u> </u>	V		U	525,027	J2J,U21	525,027	525,027	350,018	J	v	•	U	v	<u> </u>	v	<u> </u>	U		<b>V</b>	•	
Land	212,400		2	2		2	•	2		2	0	•	0	0	•		0	^	^	2		0	0	2
Stamp Duty Easements etc. Legals Acquisition	6,372 0 3,186	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0
Planning Fee	5,390	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	37,934 3,161 6,322	0	37,934 3,161 6,322	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0
Planning Consultants Other Professional	6,322 15,806	0	6,322 15,806	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	86,165 <b>214,097</b>	172,330	258,495	258,495	229,773	143,608	57,443	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency	0	0	2,154	4,308	3,000 6,462	3,000 6,462	3,000 5,744	3,000 3,590	2,000 1,436	0	0	0	0	0	0	0	0 0	0 0	0	0	0 0	0 0	0 0	0
Abnormals Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.	0	0	0 0 10,000	0 0 0	0 0	0 0 0	15,751 2,625 0	15,751 2,625 0	15,751 2,625 0	15,751 2,625 0	10,501 1,750 0	0	0 0 0	0 0 0	0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
COSTS BEFORE LAND INT A	AND I 310,571	0	375,639	176,638	<b>267,957</b>	267,957	256,894	168,574	7 <b>9,255</b>	1 <b>8,376</b>	1 <b>2,251</b>	<b>0</b>	0	0	0	0	0	0	0	0	0	0	<b>0</b>	0
For CIL calculation				·		<b>25</b> 15	<b>4-</b>			<b>-</b>	_		_	-	_	_	_	-	_	-	_	•	2	-
Int Profit on Profit on		5,435	5,530	12,201	15,505	20,466	25,513	21,267	15,402	7,870	0	0	0	0	0	0	0	0	0	0	0	0	U	0 386,823 0
Cash Flo	ow -310,571	-5,435	-381,170	-188,839	-283,463	-288,423	242,620	335,185	430,370	498,781	337,767	0	0	0	0	0	0	0	0	0	0	0	0	-386,823
Opening Closing E	Balar 0	-316,006			-1,169,477	-1,457,901	-1,215,281	-880,095	-449,725	49,055	386,823	386,823	386,823	386,823	386,823	386,823	386,823	386,823	386,823	386,823	386,823	386,823	386,823	0



SITE NAME inds Industr	rial Estate																							
NCOME Av Siz n	ze % n2	Number 306		Price £/m2		GIA E m2	_	DEVELOPMEN	T COSTS							Planning fee calc Planning app fee	dwgs	rate			Build Cost BCIS	/m2 800		
arket Housing 95	5.0 70%	214	1	2,400	48,837,600	20,349	9	LAND	Land		/unit or m2 30,516		9,337,985			No dwgs No dwgs under 5	306 256	385	98,560		CfSH CfSH	16	2.00%	
Shared Ownership 95	5.0 10%	31	1	1,680	4,883,760	2,907	7		Stamp Duty Easements etc. Legals Acquisition		1.50%	466,899 0 140,070				No dwgs over 50	256	115 <b>Total</b>	29,440 128,000		Lifetime SUDS SUDS	0	0.00%	
Affordable Rent 95	5.0 20%	61	1	1,000	5,814,000	5,814	4	PLANNING	Logais Acquisiti	OII	1.5070	140,070	000,000								Over-extra 4 Infrastructure	0	20%	
Social Rent 95	5.0 0%	C	)	1,080	) (	) (	0		Planning Fee Architects		6.00%	128,000 1,844,322				Stamp duty calc Land payment	- Residual		9,337,985			987		
Grant and Subsidy Shared Owr Affordable F Social Rent	Rent			( (	) (C	) ) )			QS / PM Planning Consul Other Professio		0.50% 1.00% 2.50%	153,693 307,387 768,467				125,000 250,000 500,000 1,000,000	0% 1% 3% 4%	1% 3% 4% 5%						
	22 ha 22 ha	30			59,535,360	29,070	0	CONSTRUCTI	ON  Build Cost - BCI s106 / CIL  Contingency	IS Based	987 5.00%	612,000				above  Stamp duty calc	- Add Profit	5% <b>Total</b>	466,899	]				
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	<b>MACRO ctrl+r</b> Closing balance =	- 0	FINANCE	Abnormals			10,000	30,738,695			Land payment 125,000 250,000 500,000	0% 1% 3%	1% 3% 4%	4,292,400					
Residual Land Value Alternative Use Value Uplift 20%	9,337,985 3,577,000 715,400	913,697			RUN CIL MACE	_			Interest Legal and Valua	ition	7.00%					1,000,000 above	4% 5%	5% 5% <b>Total</b>	214,620					
Plus /ha 0 <b>Viability Thresho</b>		£/m2	420,000		Check on phasing do	wgs nos rrect		SALES	Agents Legals Misc.		3.0% 0.5%			45,999,256		Pre CIL s106	_	Z/ Unit (all) Total	612,000					
Additional Profit	7,218,275		5					Developers Pro			20.00% 0.00%		2,000,700	9,199,851		Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2 <b>Total</b>	306,000					
RESIDUAL CASH FLOW FOR IN	ITEREST Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME UNITS Started Market Housing	15	30 2,394,000	30 4,788,000	30 4,788,000	30 4,788,000	30 4,788,000	30 4,788,000	30 4,788,000	30 4,788,000	30 4,788,000	21 4,788,000	3,351,600	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent Grant and Subsidy		239,400 285,000 0 0	478,800 570,000 0 0	478,800 570,000 0 0	478,800 570,000 0 0	478,800 570,000 0 0	478,800 570,000 0 0	478,800 570,000 0 0	478,800 570,000 0 0	478,800 570,000 0 0	478,800 570,000 0 0	335,160 399,000 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
INCOME  EXPENDITURE  Stamp Duty	<b>0</b> 466,899	2,918,400	5,836,800	5,836,800	5,836,800	5,836,800	5,836,800	5,836,800	5,836,800	5,836,800	5,836,800	4,085,760	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition Planning Fee	0 140,070 128,000																							
Architects QS Planning Consultants Other Professional	1,844,322 153,693 307,387 768,467		0 0 0 0																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		1,406,475 30,000 70,324 0	2,812,950 60,000 140,648 0	2,812,950 60,000 140,648 0	2,812,950 60,000 140,648 0	2,812,950 60,000 140,648 0	2,812,950 60,000 140,648 0	2,812,950 60,000 140,648 0	2,812,950 60,000 140,648 0	2,812,950 60,000 140,648 0	2,812,950 60,000 140,648 0	1,969,065 42,000 98,453 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals Misc.	0	87,552 14,592	175,104 29,184 10,000	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	122,573 20,429	0	0	0	0 0	0	0 0	0	0	0	0	0	0
COSTS BEFORE LAND INT ANI	D   3,828,838	1,608,943	3,227,886	3,217,886	3,217,886	3,217,886	3,217,886	3,217,886	3,217,886	3,217,886	3,217,886	2,252,520	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuati Lar Intere Profit on Cos Profit on GD	est ests	921,678	894,533	774,526	645,419	507,275	359,460	201,298	32,065	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 9,199,851 0
Cash Flow	-13,166,824	387,780	1,714,381	1,844,388	1,973,495	2,111,640	2,259,455	2,417,617	2,586,850	2,618,915	2,618,915	1,833,240	0	0	0	0	0	0	0	0	0	0	0	-9,199,851
Opening Ba Closing Bak	an -13,166,824	-12,779,044	-11,064,663	-9,220,274	-7,246,779	-5,135,139	-2,875,684	-458,068	2,128,782	4,747,696	7,366,611	9,199,851	9,199,851	9,199,851	9,199,851	9,199,851	9,199,851	9,199,851	9,199,851	9,199,851	9,199,851	9,199,851	9,199,851	0
INCOME As Above INCOME	NAL PROFIT Year 1 0	Year 2 2,918,400	Year 3 5,836,800	Year 4 5,836,800	Year 5 5,836,800	Year 6 5,836,800	Year 7 5,836,800	Year 8 5,836,800	Year 9 5,836,800	Year 10 5,836,800	Year 11 5,836,800	Year 12 4,085,760	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
EXPENDITURE Land	4,292,400	l																						
Stamp Duty Easements etc. Legals Acquisition	214,620 0 64,386	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	128,000 1,844,322	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional	153,693 307,387 768,467	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL	0 656,207	1,406,475 656,207	2,812,950 656,207	2,812,950 656,207	2,812,950 656,207	2,812,950 656,207	2,812,950 656,207	2,812,950 656,207	2,812,950 656,207	2,812,950 656,207	2,812,950 656,207	1,969,065	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0	15,000 70,324	30,000 140,648 0	30,000 140,648	30,000 140,648 0	30,000 140,648	30,000 140,648	30,000 140,648	30,000 140,648	30,000 140,648 0	30,000 140,648	21,000 98,453	0 0	0 0	0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Finance Fees Legal and Valuation	10,000 10,000	0	0	0	0 0	0	0	0	0 0	0	0	0	0 0	0 0	0	0	0	0	0	0	0 0	0	0	0
Agents Legals	0 0	87,552 14,592	175,104 29,184 10,000	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	122,573 20,429	0 0	0	0	0	0	0 0	0	0	0	0 0	0 0	0
COSTS BEFORE LAND INT ANI	D 8,449,482	2,2 <b>50</b> ,1 <b>50</b>	3,854,092	3,844,092	3,844,092	3,844, <b>092</b>	3,844,092	3,844, <b>092</b>	3,844,092	3,844,092	3,844,092	2,231,520	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation Intere	ost	591,464	586,089	488,325	383,019	270,340	149,775	20,769	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 9,507,597
Profit on GD Cash Flow		76,787	1,396,619	1,504,382	1,609,689	1,722,367	1,842,933	1,971,938	1,992,708	1,992,708	1,992,708	1,854,240	0	0	n	0	n	0	0	0	0	0		-9,507,597
Opening Ba Closing Bak	ılar 0	-8,372,696	-6,976,077	-5,471,694	-3,862,005	-2,139,638	-296,705	1,675,233	3,667,941	5,660,649	7,653,356	9,507,597	9,507,597	9,507,597	9,507,597	9,507,597	9,507,597	9,507,597	9,507,597	9,507,597	9,507,597	9,507,597	9,507,597	0
	· ·	· ·		·				<u> </u>		·					· · · · · · · · · · · · · · · · · · ·					•	•			



SITE NAME j Lai	ansdowne Cre	escent																							
INCOME	Av Size m2	%	Number 216		Price £/m2		/ GIA E m2		DEVELOPMEN	NT COSTS						]	Planning fee ca		s rate	)		Build Cost BCIS	/m2 800		
Market Housing	95.0	70%	151		2,400		) 14,364		LAND	Land		/unit or m2 34,751		7,506,205			No dwgs No dwgs under	216 5 166	385	63,910		CfSH CfSH	16 0		0%
Shared Ownership	95.0	10%	22		1,680	3,447,360	2,052			Stamp Duty Easements etc.		4.500/	375,310 0				No dwgs over 5	166	5 115 <b>Total</b>			Lifetime SUDS	11	0.00	2007
Affordable Rent	95.0	20%	43	<b>;</b>	1,000	4,104,000	4,104		PLANNING	Legals Acquisition	on	1.50%	112,593	487,903	1							SUDS Over-extra 4 Infrastructure	0 160	0.00	)%
Social Rent	95.0	0%	0	)	1,080	) (	0			Planning Fee Architects		6.00%	83,000 1,271,494				Stamp duty cal Land payment	c - Residual		7,506,205	<u> </u>	Immaditation	987		.,,
Affo	nared Ownersh fordable Rent	iip			0	) (	) )			QS / PM Planning Consult		0.50% 1.00%	105,958 211,916				125,000 250,000	0% 1%	3%						
	ocial Rent		20	/lo a	0	12.024.000	20.520		CONSTRUCT	Other Profession	nal	2.50%	529,789	2,202,157	•		500,000 1,000,000	3% 4%	5%	)					
SITE AREA - Net SITE AREA - Gross	7.20 ha 7.20 ha		30 30			42,024,960	20,520		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	987	20,253,240 432,000				above	5%	5% <b>Total</b>						
Sales per Quarter	0									Contingency Abnormals		2.50%	•				Stamp duty cal Land payment	c - Add Profit		2,376,000	) 				
Unit Build Time		uarters				RUN Residual			FINANCE	_							125,000 250,000	0% 1%	3%	) )					
Residual Land Value		7,506,205	Per ha NET 1,042,529				Closing balance =	0		Fees Interest		7.00%					500,000 1,000,000	3% 4%	5%	)					
Alternative Use Value Uplift Plus /ha 3	20% 300,000	180,000 36,000 2,160,000		25,000 5,000 300,000		RUN CIL MACE	Closing balance =	0	SALES	Legal and Valuat	lion		10,000	20,000			above	5%	5% Total		)				
	Threshold	2,376,000		330,000		Check on phasing do	wgs nos rrect	]		Agents Legals		3.0% 0.5%					Pre CIL s106	2,000	£/ Unit (all) Total	432,000					
Additional Profit		6,753,332	£/m2 <b>470</b>	I				•		Misc.			10,000	1,480,874	32,888,710	<u>o</u>	Post CIL s106	1,000	£/ Unit (all)	)	- ]				
									Developers Pr	ofit % Costs % GDV		20.00% 0.00%			6,577,742 (	2 0	CIL	C	£/m2 <b>Total</b>	l 216,000					
RESIDUAL CASH FLOW	W FOR INTER	REST Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME UNITS Started		15	30	30 30	30	30	30	30	21	i Gai 3	real IU	roar 11	roai 12	i cai 13	1 Gal 14	Fal 13	I Gai 10	r Gal 17	TGal 10	real 13	Teal 20	i Gai Z I	i Gai ZZ	i cai 23	i Gai Z4
Market Housing Shared Ownership	Г		2,394,000 239,400	4,788,000 478,800	4,788,000 478,800	4,788,000 478,800	4,788,000 478,800	4,788,000 478,800	4,788,000 478,800	3,351,600 335,160	0	0 0	0 0	0	0	0	0 0	0	0	0	0 0	0	0 0	0	0
Affordable Rent Social Rent			285,000	570,000 0	570,000 0	570,000	570,000 0	570,000 0	570,000 0	399,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy  INCOME		0	2,918,400	5,836,800	5,836,8 <b>00</b>	5,836,800	5,836,800	5,836,8 <b>00</b>	5,836,800	4,085,760	0	0	0	0	0	0	0 <b>0</b>	0	0	0	0 <b>0</b>	0	0	<b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty		375,310																							
Easements etc. Legals Acquisition		0 112,593																							
Planning Fee Architects		83,000 1,271,494		0																					
QS Planning Consultants		1,271,494 105,958 211,916		0																					
Other Professional		529,789		0																					
Build Cost - BCIS Base s106/CIL			1,406,475 30,000	2,812,950 60,000	2,812,950 60,000	2,812,950 60,000	2,812,950 60,000	2,812,950 60,000	2,812,950 60,000	1,969,065 42,000	0	0	0	0 0	0	0	0	0 0	0	0	0	0 0	0	0	0
Contingency Abnormals			35,162 0	70,324 0	70,324 0	70,324 0	70,324 0	70,324 0	70,324 0	49,227 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000																							
Agents		0	87,552 14,592	175,104 29 184	175,104 29,184	175,104 29 184	175,104 29,184	175,104 29 184	175,104 29,184	122,573 20,429	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.  COSTS BEFORE LAND	O INT AND	2,710,060	14,592 1, <b>573,781</b>	29,184 10,000 <b>3,157,562</b>	29,184 3,147,562	29,184 <b>3,147,562</b>	3,147,562	29,184 <b>3,147,562</b>	3,147,562	20,429 <b>2,203,293</b>	0	0	0	0	0	<b>n</b>	<b>0</b>	0	0	0	<b>0</b>	0	0	<b>0</b>	<b>0</b>
			, ,,,	,,	, .,	,,	, -,	,,	,,342	, 22,200	<del>-</del>	<del>-</del>	<del>-</del>		<del>-</del>	<u> </u>	<u> </u>	-	<del>-</del>	<del>-</del>	-		<del>-</del>		
For Residual Valuation	Interest	7,506,205	715,139	671,075	530,504	379,392	217,703	44,695	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	fit on Costs ofit on GDV																								6,577,742
	ash Flow pening Balar	-10,216,266 0	629,481	2,008,163	2,158,735	2,309,846	2,471,535	2,644,543	2,689,238	1,882,467	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-6,577,742
		-10,216,266	-9,586,785	-7,578,622	-5,419,887	-3,110,041	-638,506	2,006,037	4,695,275	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	6,577,742	0
CASH FLOW FOR CIL A	ADDITIONAL	PROFIT Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME As INCOME	s Above	0	2,918,400	5,836,800	5,836,800	5,836,800	5,836,800	5,836,800	5,836,800	4,085,760	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land		2,376,000																							
Stamp Duty		118,800	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 35,640	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Planning Fee		83,000 1 271 494	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants		1,271,494 105,958 211,916	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0	0 0 0	0 0	0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0	0 0	0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Other Professional		529,789	0	0	0	0	0	0	0	0	0	Ö	0	Ö	0	0	0	0	0	0	0	ő	0	0	0
Build Cost - BCIS Base POTENTIAL CIL		0 844,166	1,406,475 844,166	2,812,950 844,166	2,812,950 844,166	2,812,950 844,166	2,812,950 844,166	2,812,950 844,166	2,812,950 844,166	1,969,065	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	15,000 35,162	30,000 70,324	30,000 70,324	30,000 70,324	30,000 70,324	30,000 70,324	30,000 70,324	21,000 49,227	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
Abnormals Finance Fees		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 n
Legal and Valuation		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	o o	0	0	0
Agents Legals		0 0	87,552 14,592	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	175,104 29,184	122,573 20,429	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc. COSTS BEFORE LAND	O INT AND I	0 <b>5,596,764</b>	0 <b>2,402,947</b>	10,000 <b>3,971,728</b>	0 <b>3,961,728</b>	0 <b>3,961,728</b>	0 <b>3,961,728</b>	0 <b>3,961,728</b>	0 <b>3,961,728</b>	0 <b>2,182,293</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
For Cli colouistics																									
For CIL calculation Pro	Interest rofit on cost		391,773	383,116	279,379	167,680	48,163	0	0	0	0	0	0	I 0 	0	0	0	0	0	0	0	0 	0	0	0 6,792,475
Prof	ofit on GDV																								0
Оре	pening Balar	-5,596,764 0	123,679	1,481,956	1,595,693	1,707,391	1,826,909	1,875,072	1,875,072	1,903,467	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-6,792,475
Clo	osing Balan	-5,596,764	-5,473,084	-3,991,128	-2,395,436	-688,044	1,138,864	3,013,936	4,889,008	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	6,792,475	0



The content will be content	SITE NAME wn Industrial		/ Number		Duios	CDV	C14	 1	DEVEL ORME	NT COSTS						1	Diamaina for call				٦	Duild Coot	/200	I	
Column   C	INCOME Av Size m2						_			NI COSIS		/unit or m2	Total					dwgs	rate	•			/m2 800		,0 <u>/</u>
Martine   Mart	Market Housing 95.0	70%	5 102	2	2,400	23,142,000	9,643		LAND					4,517,149			No dwgs under 5	95				CfSH	0	2.00	70
March   Marc	hared Ownership 95.0	10%	5 15	5	1,680	2,314,200	1,378			Easements etc.	n	1.50%	0	293.615			Ivo dwgs over st					SUDS	0	5.00	%
Column	Affordable Rent 95.0	20%	5 29	Ð	1,000	2,755,000	2,755		PLANNING	9			2.,									Over-extra 4	0 160		
Column   C				)	1,080	0	0			Architects			908,656				Land payment	- Residual		4,517,149	<del>)</del>		1,027		
Martin   M	Affordable Re	•			0	0 0				Planning Consult		1.00%	151,443	1,561,927			250,000 500,000	1% 3%	3% 4%	,					
Second Second						28,211,200	13,775		CONSTRUCT	Build Cost - BCli s106 / CIL	S Based		290,000				above		5%	)	<u> </u> 7] 				
The column   Part			Per ha NET	Par ha GPOSS				0	FINANCE	Abnormals		3.0076	0	15,144,271			Land payment 125,000 250,000	0% 1%	3%		<mark>)</mark>				
Continue	•	<b>4,517,149</b> 1,687,000	937,168	<b>937,168</b> 350,000	<b>B</b>	RUN CIL MACR	O ctrl+l			Interest	ion	7.00%		20,000			1,000,000	4%	5% 5%		D				
Part				42 <b>0,000</b>	) 			]	SALES	Legals			141,056		22,534,354		Pre CIL s106			290,000					
Tell part of the p	Additional Profit	3,165,479	328	3					Developers P	% Costs					4,506,871 0		Post CIL s106 CIL	1,000 0	£/m2		)				
THE PROPERTY OF THE PROPERTY O			Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
Tree Property Propert	UNITS Started Market Housing	15	2,394,000	4,788,000	4,788,000	4,788,000	4,788,000		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TRAIN CONTROL STATE OF THE PROPERTY OF THE PRO	Shared Ownership Affordable Rent		239,400	478,800	478,800	478,800	478,800	159,600	0 0	0	0 0	0 0	0	0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0	0 0	0
STORING STORIN	Social Rent Grant and Subsidy		0 0	0 0	0 0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Service 1			2,918,400	5,836,800	5,836,800	5,836,800	5,836,800	1,945,600	U	0	<u> </u>	U	U	U	<u> </u>	U	0	0	U	0	U	0			
See 19 1	Stamp Duty Easements etc. Legals Acquisition	0																							
Control   Cont	Planning Fee Architects			0																					
TABLE 1	QS Planning Consultants Other Professional	75,721 151,443		0 0 0																					
The control of the co	s106/CIL Contingency		30,000 73,174	60,000	60,000	60,000 146,348	60,000	20,000 48,783	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0
THE METER 1 NAME AND ASSAM SAME AND	Abnormals  Finance Fees  Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Section   Sect	Agents	0							0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Part	Misc.	1 875 542		10,000					0	0	0	0	0	0	0	0	0	0	0	0	0	0			
The column   The		1,070,042	1,000,700	0,047,000	0,001,000	0,007,000	0,001,000	1,112,020	<u> </u>				J		<u> </u>		J	<u> </u>	<u> </u>	<u> </u>	<u> </u>				
Property   Property		<b>4,517,149</b>	447,488	391,340	244,489	86,658	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Capara   C																									
Control   Cont			802,119	2,097,874	2,254,726	2,412,556	2,499,215	833,072	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,506,87
Marcian   Marc			-5,590,572	-3,492,697	-1,237,972	1,174,585	3,673,799	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	4,506,871	0
No. Medical Research Color	CASH FLOW FOR CIL ADDITIONA	AL PROFIT																							
EXPENDITURIE  (a)  20X400  20X		Year 1	•	•	•		1	•	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
Description of the control of the	INCOME  EXPENDITURE  Land	2,024,400	2,918,400	5,836,800	5,836,800	5,836,800	5,836,800	1,945,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Peters   Peace   47,500	Stamp Duty	101,220	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architeches 988,858 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Legals Acquisition	30,366	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OS	Planning Fee Architects		0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Buris Cost - BCIS Base	QS Planning Consultants	151,443	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
POTENTIAL CLE  527/589  527/58	Other Professional	378,607	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Confingency 0 73,174 146,348 146,348 146,348 146,348 4783 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	POTENTIAL CIL	0 527,580	527,580	527,580	527,580	527,580	527,580		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Contingency	0							0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals 0 14,592 29,184 29,184 29,184 29,184 9,728 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation Interest Profit on COSTY Profit on GDV    Cash Flow Opening Balar 0   Cash Flow Opening Balar	Agents Legals	0 0		29,184					0	0 0	0	0	0 0	0 0	0	0 0	0	0	0	0	0	0 0	0	0	0
Interest 298,585 267,894 147,232 17,423 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		4,265,493	2,1 <b>81,373</b>		0 <b>3,835,165</b>	3,835,165	0 <b>3,835,165</b>	1,1 <b>02,529</b>	0 <b>0</b>	0	0	<b>0</b>	0	<b>0</b>	0 <b>0</b>	<b>0</b>	0 <b>0</b>	0 <b>0</b>	0	<b>0</b>	<b>0</b>	0	0	0	<b>0</b>
Profit on cost Profit on GDV  Cash Flow	For CIL calculation	t	298 585	267 894	147 232	17.423	O	n	O	0	0	0	0	0	0	0	0	0	0	0	Ω	0	0	n	0
Opening Balar 0	Profit on cost Profit on GDV	,					<u> </u>								Ť			,		<u> </u>					0
Closing Balan -4,265,493 -3,827,050 -2,103,309 -248,906 1,735,305 3,736,940 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011 4,580,011	Opening Balar	r 0							0	0	0	0		0	0	0	O	0	0	O	O	0	0	0	



SITE NAME ent to the Bo	order Terrier																							
NCOME Av Size		Number 12		Price £/m2		GIA m2		DEVELOPME	NT COSTS							Planning fee calc	dwgs	rate			Build Cost BCIS	/m2 800		
rket Housing 95.0				2,400		798	3	LAND	Land		/unit or m2 41,611	Total	499,338			No dwgs No dwgs under 5	12 12	385	4,620		CfSH CfSH	16 0	2.009	9%
ared Ownership 95.0	) 10%	1		1,680	) 191,520	114	ļ.		Stamp Duty Easements etc.			14,980 0				No dwgs over 50	0	115 <b>Total</b>	0 4,620		Lifetime SUDS	11 0		
ordable Rent 95.0	20%	2		1,000	228,000	228	3		Legals Acquisition	on	1.50%	7,490	22,470								SUDS Over-extra 4	0	0.009	
ocial Rent 95.0	0%	0		1,080	0	0	)	PLANNING	Planning Fee		0.000/	4,620				Stamp duty calc	- Residual		400,000		Infrastructure	80 <b>907</b>	109	)%
rant and Subsidy Shared Owne Affordable Re	•			0	0 0				Architects QS / PM Planning Consult	tante	6.00% 0.50% 1.00%	65,030 5,419 10,838				Land payment 125,000 250,000	0% 1%	1% 3%	499,338					
Social Rent	erit			0	0				Other Profession		2.50%	27,096	113,003			500,000 1,000,000	3% 4%	0% 0%						
SITE AREA - Net 0.40 SITE AREA - Gross 0.40		30 30			2,334,720	1,140		CONSTRUCT	ION Build Cost - BCI	S Based	907	1,033,980				above	5%	3% Total	14,980					
							•		s106 / CIL Contingency		2.50%	24,000 25,850				Stamp duty calc	- Add Profit							
Sales per Quarter 0 Unit Build Time 3	Quarters								Abnormals			0	1,083,830			Land payment 125,000	0%	1%	144,000					
	Whole Site		Per ha GROSS	•	RUN Residual N	MACRO ctrl+r Closing balance =	0	FINANCE	Fees		7 000/	10,000				250,000 500,000	1% 3%	3% 0%						
Residual Land Value Alternative Use Value Uplift 20%	<b>499,338</b> 20,000 4,000		<b>1,248,345</b> 50,000 10,000		RUN CIL MACR	O ctrl+l Closing balance =	. 0		Interest Legal and Valuat	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 3% <b>Total</b>	4,320					
Plus /ha 300,000  Viability Threshold	120,000		300,000 <b>360,000</b>	-	Check on phasing dw		1	SALES	Agents		3.0%	70,042				Pre CIL s106	2.000 £	/ Unit (all)	4,320					
That is, and the second		£/m2	333,333	l		rect	J		Legals Misc.		0.5%	11,674 10,000	91,715	1,830,356		. 10 0.2 0.00		otal	24,000					
Additional Profit	394,205		I					Developers P				·	· · · · · · · · · · · · · · · · · · ·			Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2						
									% Costs % GDV		20.00% 0.00%			366,071 0				Total	12,000					
RESIDUAL CASH FLOW FOR INT	-	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
NCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
JNITS Started Market Housing Shared Ownership			3	0 0	0	0	478,800 47,880	478,800 47,880	478,800 47,880	478,800 47,880	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent				0	0	0	57,000 0	57,000 0	57,000	57,000 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy INCOME	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>583,680</b>	0 <b>583,680</b>	0 <b>583,680</b>	0 <b>583,680</b>	0 <b>0</b>	0	0 <b>0</b>	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0
XPENDITURE																								
Stamp Duty Easements etc.	14,980																							
Legals Acquisition Planning Fee	7,490 4,620																							
Architects QS	32,515 2,710		32,515 2,710																					
Planning Consultants Other Professional	5,419 13,548		5,419 13,548																					
Build Cost - BCIS Base		0	86,165	172,330	258,495	258,495	172,330	86,165	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	2,000 2,154	4,000 4,308	6,000 6,462	6,000 6,462	4,000 4,308	2,000 2,154	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	40.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0 0	0 0	0 0	0	0 0	17,510 2,918	17,510 2,918	17,510 2,918	17,510 2,918	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc. COSTS BEFORE LAND INT AND	101,282	0	10,000 <b>154,511</b>	180,638	270,957	270,957	201,067	110,748	20,429	20,429	0	0	0	0	0	0	0	0	0	0	0	0	0	0
		•																						
For Residual Valuatio Land Interest	t	10,511	10,695	13,586	16,985	22,024	27,151	20,930	13,020	3,391	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs Profit on GDV																								366,071 0
Cash Flow Opening Bala	-600,620	-10,511	-165,205	-194,224	-287,942	-292,981	355,462	452,002	550,231	559,860	0	0	0	0	0	0	0	0	0	0	0	0	0	-366,071
Closing Balan		-611,130	-776,336	-970,560	-1,258,502	-1,551,483	-1,196,021	-744,020	-193,789	366,071	366,071	366,071	366,071	366,071	366,071	366,071	366,071	366,071	366,071	366,071	366,071	366,071	366,071	0
CASH FLOW FOR CIL ADDITIONA		Year 1				Year 2				Year 3				Year 4		<u> </u>		Year 5				Year 6		
NCOME As Above	Q1 0	Q2	Q3	Q4	Q1	Q2	Q3 <b>583,680</b>	Q4 583,680	Q1 583,680	Q2 583,680	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
EXPENDITURE		<u> </u>	<u> </u>	<b>U</b>		<b>U</b>	303,000	303,000	303,000	303,000	<u> </u>		<u> </u>	<u> </u>			<u> </u>	<u> </u>				<u> </u>		
Land	144,000																							
Stamp Duty Easements etc.	4,320 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
_egals Acquisition	2,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS	4,620 32,515 2,710	0	0 32,515 2,710	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	5,419 13,548	0	5,419 13,548	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	86,165	172,330	258,495	258,495	172,330	86,165	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106			394,205		3,000	3,000	3,000	3,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0	0 0	2,154 0	4,308 0	6,462 0	6,462 0	4,308 0	2,154 0	0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation	10,000	0	0	0	0	0	0 17,510	0 17,510	0 17,510	0 17,510	U N	0	U N	U N	0	0	U n	U N	O O	0	0	0	U O	0
∖gents .egals ∕lisc.	0 0	0	0 0 10,000	0 0	0 0	0	2,918 0	2,918 0	2,918 0	2,918 0	0 0	0 0	0	0	0	0	0	0	0	0	0 0	0	0	0 0
OSTS BEFORE LAND INT AND	229,291	0	546,715	176,638	267,957	267,957	200,067	111,748	20,429	20,429	0	0	0	0	0	0	0	0	0	0	0	0	0	0
or CIL calculation																								
Interest Profit on cost	t	4,013	4,083	13,722	17,053	22,041	27,116	20,877	12,984	3,354	0	0	0	0	0	0	0	0	0	0	0	0	0	0 368,246
Profit on GDV	/		22-																			_		0
Cash Flow	-229,291 or 0	-4,013	-550,798	-190,360	-285,010	-289,998	356,497	451,055	550,268	559,897	0	0	0	0	0	0	0	0	0	0	0	0	0	-368,246
Opening Balar Closing Balan		-233,304	-784,102	-974,462	-1,259,473	-1,549,471	-1,192,974	-741,918	-191,651	368,246	368,246	368,246	368,246	368,246	368,246	368,246	368,246	368,246	368,246	368,246	368,246	368,246	368,246	-



SITE NAME south of Che	ertsey Mount							]																
INCOME Av Size		Number 20		Price £/m2		GIA m2		DEVELOPMEN	т соѕтѕ							Planning fee cal		rate			Build Cost BCIS	/m2 800		
Market Housing 95.0		14		2,400		1,330		LAND	Land		/unit or m2 41,957	Total	839,148			No dwgs under 5	20	385	7,700		CfSH CfSH	16 0	2.00%	
Shared Ownership 95.0	0 10%	2		1,680	319,200	190			Stamp Duty Easements etc.			33,566 0				No dwgs over 50	0	115 <b>Total</b>	0 7,700		Lifetime SUDS	11 0		
Affordable Rent 95.0	0 20%	4		1,000	380,000	380		PLANNING	Legals Acquisition	n	1.50%	12,587	46,153								SUDS Over-extra 4 Infrastructure	0 0 80	0.00%	
Social Rent 95.0	0 0%	0		1,080	0	0		FLANNING	Planning Fee Architects		6.00%	7,700 108,383				Stamp duty calc	: - Residual		839,148		mirastructure	907	1076	
Grant and Subsidy Shared Owner Affordable Roscial Rent	•			0 0 0	0 0 0	)			QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	9,032 18,064 45,160				125,000 250,000 500,000	0% 1% 3%	1% 3% 4%	·					
SITE AREA - Net 0.53 SITE AREA - Gross 0.53		38 38	/ha /ha		3,891,200	1,900		CONSTRUCT	Build Cost - BCIS s106 / CIL	S Based	907	1,723,300 40,000				1,000,000 above	4% 5%	0% 4% <b>Total</b>	33,566					
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual M			FINANCE	Contingency Abnormals		2.50%	C	1,806,383			Stamp duty cald Land payment 125,000 250,000	0% 1%	1% 3%	190,800					
Residual Land Value Alternative Use Value Uplift 20%	Whole Site 839,148 26,500 5,300	1,583,299	50,000 10,000		RUN CIL MACR	Closing balance = 0 RO ctrl+I Closing balance = 0			Fees Interest Legal and Valuat	on	7.00%	10,000				500,000 1,000,000 above	3% 4% 5%	4% 0% 4% <b>Total</b>	7,632					
Plus /ha 300,000  Viability Threshold		£/m2	300,000 <b>360,000</b>		Check on phasing dw	wgs nos rrect		SALES	Agents Legals Misc.		3.0% 0.5%	116,736 19,456 10,000		3,046,214		Pre CIL s106		£/ Unit (all) Total	40,000					
Additional Profit	723,999							Developers Pro	ofit % Costs		20.00%		140,192	609,243		Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2 <b>Total</b>	20,000					
RESIDUAL CASH FLOW FOR INT	TEREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	% GDV	Year 3	0.00% Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started	Q1	Q2	4	4	4	4	4					2	Q1	WZ	<b>Q</b> 3		Q1	Q2	<b>Q</b> 3	Q4		QZ	<b>Q</b> 3	04
Market Housing Shared Ownership Affordable Rent				0 0	0 0	0 0	638,400 63,840 76,000	638,400 63,840 76,000	638,400 63,840 76,000	638,400 63,840 76,000	638,400 63,840 76,000	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0	0 0	0 0	0 0	0 0 0	υ 0 0
Social Rent Grant and Subsidy				0	0 0	0	0 0	0 0	0	0 0	0 0	0	0 0	0	0	0	0	0	0	0	0 0	0	0	0 0
INCOME EXPENDITURE	0	0	0	U	0	0	778,240	778,240	778,240	778,240	778,240	0	0	U	0	0	U	U	U	0	0	U	U	0
Stamp Duty Easements etc.	33,566 0																							
Legals Acquisition  Planning Fee	12,587 7,700																							
Architects QS	54,191 4,516		54,191 4,516																					
Planning Consultants Other Professional	9,032 22,580		9,032 22,580																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	114,887 2,667 2,872 0	229,773 5,333 5,744 0	344,660 8,000 8,617 0	344,660 8,000 8,617 0	344,660 8,000 8,617 0	229,773 5,333 5,744 0	114,887 2,667 2,872 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0 0	0 0	0	0	0 0	23,347 3,891	23,347 3,891	23,347 3,891	23,347 3,891	23,347 3,891	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc. COSTS BEFORE LAND INT AND	164,172	0	10,000 <b>220,745</b>	240,851	361,277	361,277	388,515	268,089	147,664	27,238	27,238	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio Land Interes Profit on Costs	st	17,558	17,865	22,041	26,642	33,430	40,338	34,223	25,895	15,313	2,438	0	0	0	0	0	0	0	0	0	0	0	0	0 609,243
Profit on GD\		47.550	000.040	202 202	207.040	204.707	240 207	475 007	004 000	705.000	740.500		0	0	0		0	0	0					0
Cash Flow Opening Bala Closing Balar		-17,558 -1,020,879	-238,610 -1,259,489	-262,892 -1,522,381	-387,918 -1,910,299	-394,707 -2,305,006	349,387	475,927 -1,479,691	604,682 -875,010	735,689	748,563 609,243	609,243	0 609,243	609,243	609,243	0 609,243	609,243	609,243	609,243	0 609,243	609,243	609,243	609,243	-609,243 0
CASH FLOW FOR CIL ADDITION	AL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME EXPENDITURE	0	0	0	0	0	0	778,240	778,240	778,240	778,240	778,240	0	0	0	0	0	0	0	0	0	0	0	0	0
Land	190,800																							
Stamp Duty Easements etc.	7,632 0 2,862	0	0	0	0 0	0 0	0	0	0 0	0	0 0	0 0	0 0	0	0	0 0 0	0	0 0	0	0 0 0	0 0	0	0 0 0	0
Legals Acquisition  Planning Fee	7,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	54,191 4,516	0	54,191 4,516	0	0 0	0	0	0	0 0	0	0	0 0	0 0	0 0	0	0	0	0 0	0	0	0 0	0 0	0	0
Planning Consultants Other Professional	9,032 22,580	0	9,032 22,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	114,887 <b>723,999</b>	229,773	344,660	344,660	344,660	229,773	114,887	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0	0 0	2,872 0	5,744 0	4,000 8,617 0	4,000 8,617 0	4,000 8,617 0	4,000 5,744 0	4,000 2,872 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0
Agents	0	0	0	0	0	0	23,347 3,891	23,347 3,891	23,347 3,891	23,347 3,891	23,347 3,891	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.  COSTS BEFORE LAND INT AND	0 0 319,313	0 0	10,000 <b>942,077</b>	0 0 <b>235,518</b>	0 0 <b>357,277</b>	0 0 <b>357,277</b>	3,891 0 <b>384,515</b>	3,891 0 <b>266,756</b>	3,891 0 <b>148,997</b>	3,891 0 <b>27,238</b>	3,891 0 <b>27,238</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0	0 0	0 0 <b>0</b>	0 0	0	0 0	0 0	0	0 0	0 0	0 0
			·	, -		·		, - <del>-</del>		· · ·	<u> </u>													
For CIL calculation  Interes  Profit on cos  Profit on GDV	st	5,588	5,686	22,272	26,783	33,504	40,343	34,158	25,805	15,245	2,369	0	0	0	0	0	0	0	0	0	0	0	0	0 613,241 0
Cash Flow Opening Bala		-5,588	-947,763	-257,789	-384,059	-390,780	353,382	477,325	603,438	735,757	748,632	0	0	0	0	0	0	0	0	0	0	0	0	-613,241
Closing Balar	n -319,313	-324,901	-1,272,664	-1,530,453	-1,914,513	-2,305,293	-1,951,911	-1,474,585	-871,148	-135,391	613,241	613,241	613,241	613,241	613,241	613,241	613,241	613,241	613,241	613,241	613,241	613,241	613,241	0



r of The Oval, C	ummersdale																							
INCOME Av Size m2		Number 35		Price £/m2		/ GIA	<u> </u>	DEVELOPME	NT COSTS							Planning fee ca Planning app fe		rate			Build Cost BCIS	/m2 800		
Market Housing 95.0	70%	25	;	2,250	5,236,875	5 2,328	3	LAND	Land		/unit or m2 28,834		1,009,191			No dwgs No dwgs under		385	13,47	75	CfSH CfSH	16	2.00%	%
Shared Ownership 95.0	10%	4	ļ.	1,575	5 523,688	3 333	3		Stamp Duty Easements etc. Legals Acquisiti		1.50%	50,460 0 15,138	)			No dwgs over 5	5C 0	115 <b>Total</b>	13,47	0 75	Lifetime SUDS SUDS	11 0	0.00%	0/,
Affordable Rent 95.0	20%	7	,	880	585,200	) 665	5	PLANNING	Legais Acquisiti	OII	1.30 /6	13,130	00,091								Over-extra 4 Infrastructure	0 120	15%	
Social Rent 95.0	0%	0	)	1,013	3 0	) (	0		Planning Fee Architects		6.00%		)			Stamp duty cal Land payment			1,009,19	<del>)</del> 1		947		
Grant and Subsidy Shared Owner Affordable Re Social Rent	•			C C	0 0 0 0	) ) )			QS / PM Planning Consu Other Profession		0.50% 1.00% 2.50%	32,975	5			125,000 250,000 500,000	0% 1% 3%	1% 3% 4%						
SITE AREA - Net 1.20 SITE AREA - Gross 1.20		29 29			6,345,763	3,325	5	CONSTRUCT			947		5			1,000,000 above	4% 5%	5% 5% Total	50,46	60				
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual I	MACRO ctrl±r		FINANCE	Contingency Abnormals		2.50%					Stamp duty call Land payment 125,000 250,000	lc - Add Profit  0% 1%	1% 3%	396,00	<mark>00</mark>				
esidual Land Value	Whole Site 1,009,191	Per ha NET <b>840,993</b>	·		C	Closing balance =	= 0		Fees Interest		7.00%					500,000 1,000,000	3% 4%	4% 5%						
Uternative Use Value Uplift 20% Plus /ha 300,000	30,000 6,000 360,000		25,000 5,000 300,000	_	RUN CIL MACR	R <b>O ctrl+I</b> Closing balance =	= 0	SALES	Legal and Valua	ation		10,000				above	5%	5% <b>Total</b>	19,80	00				
Viability Threshold		£/m2	330,000		Check on phasing dv	wgs nos rrect	]		Agents Legals Misc.		3.0% 0.5%		)	4,967,609		Pre CIL s106		£/ Unit (all) Total	70,00	00				
Additional Profit	705,790	303						Developers P	r <b>ofit</b> % Costs % GDV		20.00% 0.00%			993,522 0		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 Total	35,00	00				
RESIDUAL CASH FLOW FOR INTI	EREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			3	4 0	4	4 0	4 448,875	4 598,500	4 598,500	4 598,500	4 598,500	598,500	598,500	598,500	598,500	Λ	0	0	٥	0	0	0	0	0
Shared Ownership  Affordable Rent				0	0 0	0	44,888 50,160	59,850 66,880	59,850 59,850 66,880	59,850 66,880	59,850 66,880	59,850 66,880	59,850 66,880	59,850 59,850 66,880	59,850 66,880	0	0 0	0	0	0	0 0	0	0	0
Social Rent Grant and Subsidy INCOME	0	0	0	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>543,923</b>	0 0 <b>725,230</b>	0 0 <b>725,230</b>	0 0 <b>725,230</b>	0 0 <b>725,230</b>	0 0 <b>725,230</b>	0 0 <b>725,230</b>	0 0 <b>725,230</b>	0 0 <b>725,230</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>
EXPENDITURE Stamp Duty	50,460	•					,			7, 33	.,	.,		7, 53	,				· ·	-				
Easements etc. Legals Acquisition	0 15,138																							
Planning Fee	13,475		22.225																					
Architects QS Planning Consultants	98,925 8,244 16,487		98,925 8,244 16,487																					
Planning Consultants Other Professional	16,487 41,219		16,487 41,219																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	89,965 2,000 2,249 0	209,918 4,667 5,248 0	329,872 7,333 8,247 0	359,860 8,000 8,997 0	359,860 8,000 8,997 0	359,860 8,000 8,997 0	359,860 8,000 8,997 0	359,860 8,000 8,997 0	359,860 8,000 8,997 0	239,907 5,333 5,998 0	119,953 2,667 2,999 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents	0	0	0	0	0	0	16,318	21,757	21,757	21,757	21,757	21,757	21,757	21,757	21,757	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND I	0 <b>263,947</b>	0	0 10,000 <b>269,089</b>	219,833	345,452	376,857	2,720 <b>395,894</b>	3,626 <b>402,240</b>	3,626 <b>402,240</b>	3,626 <b>402,240</b>	3,626 <b>402,240</b>	3,626 <b>276,621</b>	3,626 <b>151,002</b>	3,626 <b>25,383</b>	3,626 <b>25,383</b>	0	0	0	0	0	0			0
			,	,,				,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,	,	,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			*			· · · · · ·	<u> </u>				
For Residual Valuatio Land Interest Profit on Costs Profit on GDV		22,280	22,670	27,776	32,109	38,716	45,989	44,203	39,324	34,360	29,309	24,169	16,742	6,986	0	0	0	0	0	0	0	0	0	0 993,522 0
Cash Flow Opening Balar	-1,273,138 0	-22,280	-291,759	-247,609	-377,561	-415,573	102,040	278,788	283,666	288,631	293,682	424,440	557,486	692,861	699,847	0	0	0	0	0	0	0	0	-993,522
Closing Baland		-1,295,418	-1,587,177	-1,834,786	-2,212,346	-2,627,919	-2,525,878	-2,247,091	-1,963,425	-1,674,794	-1,381,112	-956,673	-399,186	293,675	993,522	993,522	993,522	993,522	993,522	993,522	993,522	993,522	993,522	0
CASH FLOW FOR CIL ADDITIONA	AL PROFIT Q1	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	543,923	725,230	725,230	725,230	725,230	725,230	725,230	725,230	725,230	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land	396,000																							
Stamp Duty Easements etc.	19,800 0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0
Legals Acquisition  Planning Fee	5,940 13,475	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS	98,925 8,244	0	98,925 8,244	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0
Planning Consultants Other Professional	16,487 41,219	0 0	16,487 41,219	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Build Cost - BCIS Base	0	0	89,965 <b>705 790</b>	209,918	329,872	359,860	359,860	359,860	359,860	359,860	359,860	239,907	119,953	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency Abnormals	0 0	0 0	<b>705,790</b> 2,249 0	5,248 0	3,000 8,247 0	4,000 8,997 0	4,000 8,997 0	4,000 8,997 0	4,000 8,997 0	4,000 8,997 0	4,000 8,997 0	4,000 5,998 0	4,000 2,999 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
agents	0	0	0	0	0	0	16,318	21,757	21,757	21,757	21,757	21,757	21,757	21,757	21,757	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND I	0 0 <b>620,090</b>	0 0 <b>0</b>	0 10,000 <b>972,879</b>	0 0 <b>215,166</b>	0 0 <b>341,118</b>	0 0 <b>372,857</b>	2,720 0 <b>391,894</b>	3,626 0 <b>398,240</b>	3,626 0 <b>398,240</b>	3,626 0 <b>398,240</b>	3,626 0 <b>398,240</b>	3,626 0 <b>275,287</b>	3,626 0 <b>152,335</b>	3,626 0 <b>25,383</b>	3,626 0 <b>25,383</b>	0 0 <b>0</b>	0 0	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0	0 0	0 0 <b>0</b>	0 0 <b>0</b>
	-,	<del>-</del>	<del></del>	-,	,,	-,		<del>, - • •</del>	,		,— • •	- ,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	-,	-,5	<u> </u>		<u> </u>	<del>-</del>	<u> </u>		-		
For CIL calculation Interest Profit on cost Profit on GDV		10,852	11,041	28,260	32,520	39,059	46,267	44,416	39,471	34,440	29,320	24,111	16,659	6,925	0	0	0	0	0	0	0	0	0	997,070 0
Cash Flow Opening Balar	-620,090 0	-10,852	-983,921	-243,426	-373,639	-411,915	105,761	282,574	287,519	292,551	297,670	425,832	556,236	692,922	699,847	0	0	0	0	0	0	0	0	-997,070
Closing Balan		-630,941	-1,614,862	-1,858,288	-2,231,927	-2,643,842	-2,538,081	-2,255,507	-1,967,988	-1,675,437	-1,377,767	-951,935	-395,699	297,223	997,070	997,070	997,070	997,070	997,070	997,070	997,070	997,070	997,070	0

The content of the	INCOME Av Size	Swallow Barn, Cu %	Number	r	Price	GDV	GIA		_ DEVELOPMEN	T COSTS							Planning fee calc				I	Build Cost	/m2		
The content of the co		70								1 00010		/unit or m2	Total				Planning app fee	dwgs				BCIS	800	2.00%	%
March   Marc	Vlarket Housing 95.0	70%	14	ı	2,400	3,192,000	1,330	)									No dwgs under 5		385			CfSH	0		
The content of the	·			2							on	1.50%	46,872	2 203,114					Total	7,700		SUDS	0	0.00%	%
Column   C				<del>)</del>			) 380			Planning Fee			7.700	)			Stamp duty calc	Residual					80 <b>907</b>	10%	%
The column   The			·	•	0	0	)			Architects			108,383	3			Land payment		<mark>1</mark> %	3,124,826			<u> </u>		
Control   Cont		nt			0	0 0	)										500,000	1% 3%	4%						
Compose   Comp						7,311,200	1,900			Build Cost - BCI s106 / CIL	S Based		40,000	)			above		5%	156,241					
The content of the			Per ha NET	Per ha CPOSS				. 0		Abnormals		2.50%	(	1,806,383			Land payment 125,000 250,000	0% 1%	3%	154,800					
Part   Part	Alternative Use Value Uplift 20%	<b>3,124,826</b> 21,500 4,300	7,267,037	<b>7,267,037</b> 50,000 10,000	•	RUN CIL MACR	O ctrl+l			Interest	tion	7.00%					1,000,000	4%	5% 5%						
Column	Viability Threshold	154,800	£/m2	360,000	1			]		Legals			36,556	5	5,608,552				Total	40,000					
Column	Additional Profit	3,277,618	2,464	1						% Costs					1,121,710 0			1,000	£/m2	20,000					
Section of the control of the contro	INCOME			Q3	Q4				Q4	Q1			Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4
Transfer 1	Market Housing			4	0 0	_	0						· ·	0	0	0	0	0	0	0	0	0	0	0	0
Mary No. 19	Affordable Rent Social Rent				0	0 0	0						0	0 0	0	0	0	0	0	0	0	0	0	0	0
Section 1. Section 1.		0	0	0	<b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>1,462,240</b>	0 <b>1,462,240</b>	0 <b>1,462,240</b>	0 <b>1,462,240</b>	0 <b>1,462,240</b>	<b>0</b>	0 <b>0</b>	0 <b>0</b>	<b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	<b>0</b>
Part	Stamp Duty Easements etc.	0																							
Control   Cont	Planning Fee	7,700																							
MALL MALL MALL MALL MALL MALL MALL MALL	QS Planning Consultants	4,516 9,032		4,516 9,032																					
Marches			0	2,667							0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Part	Contingency Abnormals	10,000	0		5,744 0		8,617 0	8,617 0		2,872 0	0	0	0 0	0	0	0 0	0	0	0	0	0	0	0	0	0
		10,000	0	0	0	0	0	42.967	42 067	42.967	42.967	42.967	0		0	0	0	0	0	0	0	0	0	0	0
Control   Cont	Legals	0	0	0 10,000	0		0						· ·	0	0	0	0	0	0	0	0	0	0	0	0
The content of the	COSTS BEFORE LAND INT AND I	321,133	0		240,851	361,277	361,277	412,455	292,029	171,604	51,178	51,178	0	0	0	0	0	0	0	0	0	0	0	0	0
Supplied   Supplied	Interest Profit on Costs	3,124,826	60,304	61,360	66,296	71,672	79,248	86,957	70,108	50,856	29,160	4,977	0	0	0	0	0	0	0	0	0	0	0	0	0 1,121,710 0
Contribute   Con		-3,445,959	-60,304	-282,104	-307,147	-432,948	-440,525	962,828	1,100,103	1,239,780	1,381,902	1,406,085	0	0	0	0	0	0	0	0	0	0	0	0	-1,121,710
Color   Colo		0 -3,445,959	-3,506,263	-3,788,367	-4,095,515	-4,528,463	-4,968,987	-4,006,159	-2,906,056	-1,666,276	-284,375	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	1,121,710	0
Notice   100	CASH FLOW FOR CIL ADDITIONAL	L PROFIT	Year 1	I			Year 2	!			Year 3				Year 4				Year 5				Year 6		
EXCREDITURE Land  1510000  151000  151000  151000  151000  151000  151000  151000  1510000  151000  151000000  15100000  15100000  15100000  15100000000			Q2		Q4		Q2					·		Q1					Q2		Q4			Q3	Q4
Exponentiance   C	EXPENDITURE	<u> </u>	0	U	U .	0	<u> </u>	1,402,240	1,402,240	1,402,240	1,402,240	1,402,240		0	<u> </u>	0	U	<u> </u>			0		0		
Achteics	Easements etc.	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Consulants  9,052 0 9,033 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Architects	54,191	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base 0 0 0 114,887 229,773 344,680 344,660 229,773 114,887 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Planning Consultants	9,032	0 0 0	9,032	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Post Clic at 1918 Confrigency		0	0		229,773	344,660	344,660	344,660	229,773	114,887	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Post CIL s106 Contingency	0 0	0 0		5,744 0	8,617				_	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Agents 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Agents	0	0	0	0	0	0						0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation Interest Profit on cost Profit on GDV  Cash Flow Opening Balar 0	Legals Misc.	0	0		0 0	0 0	0 0	0	7,311 0	0	7,311 0	0	0	0 0	0	0	0	0	0 0	0 0	0	0 0	0 0	0 0	0 0
Profit on cost Profit on GDV  Cash Flow	For CIL calculation	∠ʊ∠,ၓၓ1	U					·					Û	U O	U .	Û	U	U	Û	Û	U .	Û	U ^	Û	0
Opening Balar 0	Profit on cost Profit on GDV	<u>-</u> 282 821											0	0	0	0	0	0	0	0	υ 	0	0	<u> </u>	0 1,140,619 0 -1,140,619
	Opening Balar	0	-4,950	-3,788,564				-3,988,541	-2,886,797		-265,792	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	1,140,619	.,170,019



INCOME Av Size	ow, Cunwhinton	Number		Price	GDV	GIA	7	DEVELOPME	NT COSTS						7	Planning fee ca	le .			1	Build Cost	/m2	]	
m		147		£/m2		m2	2	LAND			/unit or m2	Total				Planning app fee					BCIS CfSH	800 16		0%
Market Housing 95.0	0 70%	103	3	2,400	23,461,200	9,776	6		Land Stamp Duty		148,016		<b>21,758,310</b>			No dwgs under 5	97	385 115			CfSH Lifetime	0		
Shared Ownership 95.0				1,680					Easements etc. Legals Acquisition	on	1.50%	326,375	) 5 1,414,290					Total	48,500	<u>D</u>	SUDS SUDS	0	0.00	ე%
Affordable Rent 95.				10,000		2,793	3	PLANNING	Diamina For			40.500				Ctamp duty cal	- Daridual			٦	Over-extra 4 Infrastructure	0 120	15	5%
Social Rent 95.0  Grant and Subsidy Shared Owner		0	1	1,080		(			Planning Fee Architects QS / PM		6.00% 0.50%		9			Stamp duty calc Land payment 125,000	c - Residual	1%	21,758,310	<mark>)</mark>		947		
Affordable R Social Rent	•			0	0				Planning Consult Other Profession		1.00% 2.50%	138,495	5			250,000 500,000	1% 3%	3% 4%						
	0 ha 0 ha	30 30			53,737,320	13,965	5	CONSTRUCT	FION Build Cost - BCI s106 / CIL	S Based	947	13,224,855 294,000				1,000,000 above	4% 5%	5% 5% <b>Total</b>	1	6				
Sales per Quarter 0 Unit Build Time 3	Quarters	]			RUN Residual M	IACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%		1			Stamp duty calc Land payment 125,000 250,000	<b>c - Add Profit</b> 0% 1%			<mark>)</mark>				
Residual Land Value Alternative Use Value	Whole Site 21,758,310 122,500	4,440,471	Per ha GROSS 4,440,471 25,000	]	RUN CIL MACRO	losing balance = O ctrl+l	= 0		Fees Interest Legal and Valuat	ion	7.00%	10,000				500,000 1,000,000 above	3% 4% 5%	5%						
Uplift 20% Plus /ha 300,000  Viability Threshole	24,500 1,470,000		5,000 300,000 <b>330,000</b>		Check on phasing dwg	losing balance =	· 0	SALES	Agents			1,612,120	)			Pre CIL s106		£/ Unit (all)	I 80,850	<u>-</u> ]				
Additional Profit	24,734,153	£/m2 <b>2,530</b>	1		corr	rect	_	Developers P	Legals Misc.		0.5%	268,687 10,000		40,366,331	<u> </u> 	Post CIL s106 CIL	1,000	£/ Unit (all) £/m2	294,000					
RESIDUAL CASH FLOW FOR INT	rencet							Developers 1	% Costs % GDV		20.00% 0.00%			8,073,266 0	6 0	OIL		Total	147,000					
INCOME	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
UNITS Started Market Housing Shared Ownership	15	30 2,394,000 239,400	30 4,788,000 478,800	30 4,788,000 478,800	30 4,788,000 478,800	12 4,788,000 478,800	1,915,200 191,520	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent		2,850,000 0	5,700,000 0	5,700,000 0	5,700,000 0	5,700,000 0	2,280,000 0	0 0	0	0 0	0	0	0	0 0	0	0	0	0 0	0	0 0	0 0	0	0	0
Grant and Subsidy INCOME	0	5,483,400	10,966,800	10,966,800	0 10,966,800	10,966,800	0 4,386,720	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE	1 097 046																							
Stamp Duty Easements etc. Legals Acquisition	1,087,916 0 326,375																							
Planning Fee Architects	48,500 830,969		0																					
QS Planning Consultants Other Professional	69,247 138,495 346,237		0 0 0																					
Build Cost - BCIS Base s106/CIL		1,349,475 30,000	2,698,950 60,000	2,698,950 60,000	2,698,950 60,000	2,698,950 60,000	1,079,580 24,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		33,737 0	67,474 0	67,474 0	67,474	67,474 0	24,000 26,990 0	0 0	0 0	0 0 0	0 0	0	0 0	0 0 0	0	0 0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0 0	164,502 27,417	329,004 54,834	329,004 54,834	329,004 54,834	329,004 54,834	131,602 21,934	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND	2,867,738	1,605,131	10,000 <b>3,220,262</b>	3,210,262	3,210,262	3,210,262	1,284,105	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio Land	d 21,758,310	1																						
Interes Profit on Cost		1,723,823	1,573,012	1,140,865	677,768	182,254	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 8,073,266
Profit on GD\		2 154 446	6 172 526	6 615 673	7.079.770	7,574,284	2 102 615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	9 073 266
Cash Flow Opening Bala Closing Bala		2,154,446	6,173,526	6,615,673 -9,682,403	7,078,770 -2,603,633	4,970,651	3,102,615 8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	8,073,266	-8,073,266 0
INCOME As Above	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	0	5,483,400	10,966,800	10,966,800	10,966,800	10,966,800	4,386,720	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land	1,617,000	ı																						
Stamp Duty Easements etc.	80,850	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	24,255	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	48,500 830,969	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
QS Planning Consultants	69,247 138,495	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional  Build Cost - BCIS Base	346,237	0 1,349,475	0 2,698,950	0 2,698,950	0 2,698,950	0 2,698,950	0 1,079,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106	4,122,359	4,122,359 15,000	4,122,359	4,122,359 30,000	4,122,359 30,000	4,122,359	12,000	0	0	0	0	0	I 0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0 0	33,737 0	67,474 0	67,474 0	67,474 0	67,474 0	26,990 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation  Agents	10,000	0 164,502	0 329,004	0 329,004	0 329,004	0 329,004	0 131,602	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0 0	27,417 0	54,834 10,000	54,834 0	54,834 0	54,834 0	21,934 0	0	0 0	0	0	0	0 0	0	0	0	0 0	0	0	0	0 0	0	0	0
COSTS BEFORE LAND INT AND	7,297,912	5,712,490	7,312,621	7,302,621	7,302,621	7,302,621	1,272,105	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation		#16.5= 1	<b>500</b> 5=	0.40.5.**	440.55=	_	_	_		_	_	-		_	-	-		-	-	-		-	_	
		510,854	562,650	346,243	113,987	Ω	0	0	0	0	0	0	0	0	0	0	0	0	Λ	Λ	0	Ο	0	0
Interes Profit on cos		010,004	302,030	040,240	110,007	O .	Ç	Ü			U	Ü			ŭ	· ·		Ŭ	O	Ü		O		
		-739,944	3,091,529	3,317,937	3,550,192	3,664,179	3,114,615	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	8,700,598 0 -8,700,598



SITE NAME off Lochinva	r Close							]																
INCOME Av Siz		Number 15		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS						]	Planning fee calc	; dwgs	rate			Build Cost BCIS	/m2 800		
Market Housing 95.		11		2,100		5 1,069		LAND	Land		/unit or m2 22,480	Total	337,202	]		No dwgs No dwgs under 5	15 15	385	5,775		CfSH CfSH	16 0	2.00%	
Shared Ownership 95.	0 8%	1		1,470	) 167,580	) 114			Stamp Duty Easements etc.			10,116 0				No dwgs over 50	0	115 <b>Total</b>	0 5,775		Lifetime SUDS	11 0		
Affordable Rent 95.	0 17%	3		880	213,180	) 242		PLANNING	Legals Acquisition	'n	1.50%	5,058	15,174								SUDS Over-extra 4 Infrastructure	40 0 80	5.00% 10%	
Social Rent 95.	0 0%	0		945	5 0	0		PEANNING	Planning Fee Architects		6.00%	5,775 86,817				Stamp duty calc	- Residual		337,202		mirastructure	947	1076	
Grant and Subsidy Shared Own Affordable R Social Rent	•			0 0 0	0 0 0	) )			QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	7,235 14,469 36,174				125,000 250,000 500,000	0% 1% 3%	1% 3% 0%	·					
	1 ha 1 ha	29 29			2,625,135	5 1,425		CONSTRUCTI	ON Build Cost - BCIS s106 / CIL	S Based	947	30,000				1,000,000 above	4% 5%	0% 3% <b>Total</b>	10,116					
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual M			FINANCE	Contingency Abnormals		5.00%	0	1,446,949			Stamp duty calce Land payment 125,000 250,000	0% 1%	1% 3%	214,200					
Residual Land Value Alternative Use Value Uplift 20%	Whole Site 337,202 178,500 35,700	661,180	Per ha GROSS 661,180 350,000 70,000		RUN CIL MACR	Closing balance = 0 RO ctrl+l Closing balance = 0			Fees Interest Legal and Valuat	ion	7.00%	10,000				500,000 1,000,000 above	3% 4% 5%	0% 0% 3% <b>Total</b>	6,426					
Plus /ha 0 Viability Threshol			4 <b>20,000</b>		Check on phasing dw	wgs nos rrect		SALES	Agents Legals		3.0% 0.5%	78,754 13,126				Pre CIL s106		£/ Unit (all) Total	30,000					
Additional Profit	146,969	£/m2 138	I					Developers Pr	Misc.  ofit  % Costs  % GDV		20.00% 0.00%	10,000	101,880	2,071,674	! 	Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	15,000					
RESIDUAL CASH FLOW FOR INT		Year 1			04	Year 2				Year 3	1	04	04	Year 4		04		Year 5	02		04	Year 6		
INCOME UNITS Started	Q1	Q2	Q3 3	<b>Q4</b>	Q1 3	Q2 3	<b>Q3</b>	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership				0	0	0	448,875 33,516	448,875 33,516	448,875 33,516	448,875 33,516	448,875 33,516	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy				0 0 0	0 0	0 0	42,636 0 0	42,636 0 0	42,636 0	42,636 0 0	42,636 0 0	0 0 0	0 0	0	0	0	0 0 0	0 0	0 0	0	0	0	0 0 0	0
INCOME	0	0	0	0	0	0	525,027	525,027	525,027	525,027	525,027	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty	10,116																							
Easements etc. Legals Acquisition	0 5,058																							
Planning Fee Architects	5,775 43,408		43,408																					
QS Planning Consultants	3,617 7,235		3,617 7,235																					
Other Professional  Build Cost - BCIS Base	18,087	0	18,087 89,965	179,930	269,895	269,895	269,895	179,930	89,965	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	2,000 4,498	4,000 8,997	6,000 13,495	6,000 13,495	6,000 13,495	4,000 8,997	2,000 4,498	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0
Abnormals	40.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0 0	0 0	0	0 0	0	0 0	15,751 2,625	15,751 2,625	15,751 2,625	15,751 2,625	15,751 2,625	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND	113,297	0	10,000 <b>178,811</b>	192,927	289,390	289,390	307,766	211,302	114,839	18,376	18,376	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio Lan	<u> </u>																							
Interes Profit on Cost Profit on GD	s	7,884	8,022	11,291	14,865	20,190	25,607	22,253	17,152	10,274	1,588	0	0	0	0	0	0	0	0	0	0	0	0	0 414,335 0
Cash Flow	-450,498	-7,884	-186,832	-204,218	-304,255	-309,579	191,654	291,471	393,035	496,377	505,063	0	0	0	0	0	0	0	0	0	0	0	0	-414,335
Opening Bala Closing Bala	ar 0	-458,382	-645,214	-849,432	-1,153,687	-1,463,266	-1,271,612	-980,141	-587,105	-90,728	414,335	414,335	414,335	414,335	414,335	414,335	414,335	414,335	414,335	414,335	414,335	414,335	414,335	0
CASH FLOW FOR CIL ADDITION	AL PROFIT	Year 1	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Above INCOME	0	0	0	0	0	0	525,027	525,027	525,027	525,027	525,027	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	214,200																							
Stamp Duty	6,426	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 3,213	0 0	0	0 0	0	0	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0	0	0	0 0	0	0 0	0 0	0 0	0 0
Planning Fee Architects	5,775 43,408	0 0	0 43,408	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
QS Planning Consultants	3,617 7,235	0 0	3,617 7,235	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0	0 0	0 0	0	0	0	0 0
Other Professional  Build Cost - BCIS Base	18,087	0	18,087 89 965	170.020	260.905	0	0	170.020	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL Post CIL s106	U	U	89,965 <b>146,969</b>	179,930	269,895	269,895 3,000	269,895 3,000	179,930 3,000	3,000	0	0	0	Ι <sup>0</sup> 0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0 0	0 0	4,498 0	8,997 0	13,495 0	13,495 0	13,495 0	8,997 0	4,498 0	0	0	0	0 0	0	0	0 0	0	0	0	0	0 0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 n	0 n	0	0	0 n	0	0	0	0	0 0	0	0	0	0	0	0 0	0 0	0	0	0	0 n	0 0	0
Legal and Valuation Agents	0	0	0	0	0	0	15,751	15,751	15,751	15,751	15,751	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0 0	0 10,000	0	0	0 0	2,625 0	2,625 0	2,625 0	2,625 0	2,625 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0
COSTS BEFORE LAND INT AND	321,961	0	323,779	188,927	286,390	286,390	304,766	210,302	115,839	18,376	18,376	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation  Interes  Profit on cos	st	5,634	5,733	11,499	15,007	20,281	25,648	22,242	17,124	10,263	1,576	0	0	0	0	0	0	0	0	0	0	0	0	0 415,021
Profit on GD\ Cash Flow	-321,961	-5,634	-329,512	-200,426	-301,397	-306,671	194,613	292,482	392,064	496,388	505,075	0	0	0	n	0	n	n	0	0	0	n	0	-415,021
Opening Bala	ar 0											415,021		415,021	415,021	415,021	415,021	415,021	415,021	Ü	415,021	415,021	415,021	
· ·																								



SITE NAME Voorhouse C	Courtyards																						
INCOME Av Size		Number 30		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee calc Planning app fee	dwgs	rate			Build Cost BCIS	/m2 800	0.000/
Market Housing 95.0	.0 75%	23	3	2,100	4,488,750	2,138		LAND	Land Stamp Duty		/unit or m2 29,071	<b>Total</b> 34,885	872,128			No dwgs No dwgs under 5 No dwgs over 50	30 30	385 115	11,550		CfSH CfSH Lifetime	16 0 11	2.00%
Shared Ownership 95.0		2	2	1,470					Easements etc. Legals Acquisition		1.50%	0 13,082	47,967			ito ango ovo. ot		Total	11,550		SUDS SUDS	0	0.00%
Affordable Rent 95.0 Social Rent 95.0			5	880 945		485		PLANNING	Planning Fee			11,550				Stamp duty calc	Pocidual				Over-extra 4 Infrastructure	0 80 <b>907</b>	10%
Grant and Subsidy Shared Owner Affordable Resources	ership Rent	O	)	945	0 0 0	U			Architects QS / PM Planning Consul Other Professio		6.00% 0.50% 1.00% 2.50%	162,574 13,548 27,096 67,739	282,507			Land payment 125,000 250,000 500,000	0% 1% 3%	1% 3% 4%	872,128			907	
	02 ha 02 ha	29 29			5,250,270	2,850		CONSTRUCT	Build Cost - BCl s106 / CIL	IS Based	907	2,584,950 60,000				1,000,000 above	4% 5%	0% 4% <b>Total</b>	34,885				
Sales per Quarter 0 Unit Build Time 3	Quarters  Whole Site	Dor ha NET	Per ha GROSS		RUN Residual M		0	FINANCE	Contingency Abnormals		2.50%	64,624 0 10,000	2,709,574			Stamp duty calc - Land payment 125,000 250,000 500,000	- Add Profit 0% 1% 3%	1% 3% 4%	336,600				
Residual Land Value  Alternative Use Value  Uplift 20%  Plus /ha 300,000	<b>872,128</b> 25,500 5,100	855,028	<b>8 855,028</b> 25,000 5,000		RUN CIL MACR	O ctrl+I losing balance =		CALEG	Fees Interest Legal and Valua	ition	7.00%	10,000	20,000			1,000,000 above	5% 4% 5%	4% 0% 4% <b>Total</b>	13,464				
Plus /ha 300,000 Viability Threshold			300,000 <b>330,000</b>	i de la companya de la companya de la companya de la companya de la companya de la companya de la companya de	Check on phasing dw	rgs nos		SALES	Agents Legals		3.0% 0.5%	157,508 26,251				Pre CIL s106		Unit (all) otal	60,000				
Additional Profit	610,936	£/m2 286						Developers Pr	Misc.  ofit  % Costs  % GDV		20.00% 0.00%	10,000	193,759	4,125,936 825,187		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	30,000				
RESIDUAL CASH FLOW FOR INT	TEREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3 Q4
INCOME UNITS Started		·	5	5	5	5	5	5							0				0				
Market Housing Shared Ownership Affordable Rent				0 0 0	0 0	0 0 0	748,125 55,860 71,060	748,125 55,860 71,060	748,125 55,860 71,060	748,125 55,860 71,060	748,125 55,860 71,060	748,125 55,860 71,060	0 0 0	υ 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0
Social Rent Grant and Subsidy				0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0	0	0	0	0	0	0 0	0	0 0 0
INCOME EXPENDITURE	0	U	0	0	0	U	875,045	875,045	875,045	875,045	875,045	875,045	U	U	0	U	U	U	0	0	U	U	0 0
Stamp Duty Easements etc. Legals Acquisition	34,885 0 13,082																						
Planning Fee Architects	11,550 81,287 6,774		81,287																				
Planning Consultants Other Professional	13,548 33,870		6,774 13,548 33,870																				
Build Cost - BCIS Base s106/CIL Contingency		0	143,608 3,333 3,590	287,217 6,667 7,180	430,825 10,000 10,771	430,825 10,000 10,771	430,825 10,000 10,771	430,825 10,000 10,771	287,217 6,667 7,180	143,608 3,333 3,590	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0 0 0 0
Abnormals Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
Legal and Valuation	10,000	0	0	0		0	26.254	26.254	26.254	26.254	26.254	26.254	0	0	0	0	0	0	0	0		0	0 0
Agents Legals Misc.	0	0	0 10,000	0	0	0	26,251 4,375	26,251 4,375	26,251 4,375	26,251 4,375	26,251 4,375	26,251 4,375	0	0	0	0	0	0	0	0	0	0	0 0
COSTS BEFORE LAND INT AND	214,996	0	296,011	301,064	451,596	451,596	482,222	482,222	331,690	181,158	30,627	30,627	0	0	0	0	0	0	0	0	0	0	0 0
For Residual Valuatio Land Interes Profit on Costs Profit on GD\	st ts	19,025	19,358	24,877	30,580	39,019	47,604	41,563	35,416	26,527	14,848	331	0	0	0	0	0	0	0	0	0	0	0 0 825,187 0
Cash Flow	-1,087,124	-19,025	-315,368	-325,940	-482,176	-490,614	345,218	351,260	507,939	667,360	829,570	844,088	0	0	0	0	0	0	0	0	0	0	0 -825,187
Opening Bala Closing Balar		-1,106,148	-1,421,517	-1,747,457	-2,229,633	-2,720,247	-2,375,029	-2,023,769	-1,515,830	-848,471	-18,901	825,187	825,187	825,187	825,187	825,187	825,187	825,187	825,187	825,187	825,187	825,187 8	25,187 0
CASH FLOW FOR CIL ADDITION.	ī	Year 1		<u>^</u>	1 04	Year 2		0.1	1 04	Year 3	00		04	Year 4	000		<u>^</u>	Year 5	00	0.1		Year 6	02
INCOME As Above INCOME	Q1 0	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>875,045</b>	Q4 <b>875,045</b>	Q1 <b>875,045</b>	Q2 <b>875,045</b>	Q3 <b>875,045</b>	Q4 <b>875,045</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 0	Q2 <b>0</b>	Q3 Q4 0 0
EXPENDITURE Land	336,600						• -	• -		·													·
Stamp Duty	13,464	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
Easements etc. Legals Acquisition	0 5,049	0 0	0 0	0 0	0 0	0	0	0	0	0 0	0 0	0	0	0	0	0	0	0	0 0	0 0	0	0 0	0 0
Planning Fee Architects	11,550 81,287	0 0	0 81,287	0	0 0	0	0	0	0 0	0	0 0	0 0	0	0	0	0	0 0	0	0	0	0 0	0	0 0 0
QS Planning Consultants Other Professional	6,774 13,548 33,870	0 0 0	6,774 13,548 33,870	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0	0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0 0	0 0 0 0
Build Cost - BCIS Base	0	0	143,608	287,217	430,825	430,825	430,825	430,825	287,217	143,608	0	0	0	0	0	0	0	0	0	0	0	0	0 0
POTENTIAL CIL Post CIL s106 Contingency	0	0	<b>610,936</b> 3,590	7,180	5,000 10,771	5,000 10,771	5,000 10,771	5,000 10,771	5,000 7,180	5,000 3,590	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0   0	0 0	0 0 0 0
Abnormals	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
Finance Fees Legal and Valuation	10,000 10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0
Agents Legals Misc.	0 0	0 0 0	0 0 10,000	0 0 0	0 0	0 0 0	26,251 4,375 0	26,251 4,375 0	26,251 4,375 0	26,251 4,375 0	26,251 4,375 0	26,251 4,375 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0 0
COSTS BEFORE LAND INT AND	522,142	0	903,614	294,397	446,596	446,596	477,222	477,222	330,024	182,825	30,627	30,627	0	0	0	0	0	0	<b>0</b>	<b>0</b>	0	0	0 0 0 0
For CIL calculation Interes	st	9,137	9,297	25,273	30,868	39,223	47,725	41,598	35,364	26,445	14,794	276	0	0	0	0	0	0	0	0	0	0	0 0
Profit on cos Profit on GD\	st V														J		Ŭ			J			828,378 0
Cash Flow Opening Bala Closing Balar		-9,137 -531,279	-912,911 -1,444,190	-319,670 -1,763,861	-477,463 -2,241,324	-485,819 -2,727,143	350,098	356,225	509,657	665,775 -845,389	829,624 -15,765	844,143 828,378	0 828,378	0 828,378	0 828,378	0 828,378	0 828,378	0 828,378	0 828,378	0 828,378	0 828,378	0 828,378 8	0 -828,378 28,378 0
Closing Balar	un -022,142	-931,279	- 1,444,190	-1,103,867	-2,241,324	-4,121,143	-2,311,045	-2,020,820	1 -1,311,763	<del>-040,3</del> 89	-10,700	UZO,318	υ <u>∠</u> υ,31δ	UZU,J1 Ö	∪∠0, <b>3/</b> 8	020,318	UZO,31 Ö	UZU,J1 0	UZU,318	υ∠0,3/8	020,318	<u>020,010</u> 8	20,010 U



SITE NAME of Low	w Moorhouse	e Fauld																							
INCOME A	Av Size m2	%	Number 25		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee cal Planning app fee	dwgs	rate			Build Cost BCIS	/m2 800		
Market Housing	95.0	75%	19		2,100	3,740,625	1,781		LAND	Land Stamp Duty		/unit or m2 29,003	<b>Total</b> 29,003	725,081			No dwgs No dwgs under 5 No dwgs over 50		385 115	9,625		CfSH CfSH Lifetime	16 0	2.00%	
Shared Ownership	95.0	8%	2		1,470	279,300	190			Easements etc. Legals Acquisition	on	1.50%	0 10,876				Two dwgs over 50	. 0	Total	9,625		SUDS SUDS	0	0.00%	
Affordable Rent	95.0	17%	4		880				PLANNING	Diagram Fra			0.005				Otania da tara da	- Paridual				Over-extra 4 Infrastructure	0 80	10%	
Social Rent  Grant and Subsidy Shared	95.0 ed Ownership	0%	0		945	5 0				Planning Fee Architects QS / PM		6.00% 0.50%	9,625 135,479 11,290				Stamp duty calc Land payment 125,000	c - Residual	1%	725,081			907		
•	dable Rent				(	0 0	)			Planning Consult Other Professio		1.00% 2.50%	22,580 56,449				250,000 500,000	1% 3%	3% 4%						
SITE AREA - Net SITE AREA - Gross	0.87 ha 0.87 ha		29 29			4,375,225	2,375		CONSTRUCT	<b>ON</b> Build Cost - BCI	S Basad	907	2,154,125				1,000,000 above	4% 5%	0% 4% <b>Total</b>	29,003					
SITE AREA - GIUSS	0.07 Ha		29	/Па						s106 / CIL Contingency	o baseu	2.50%	50,000 53,853				Stamp duty calo	- Add Profit	lotai	29,003					
Sales per Quarter Unit Build Time	0 3 Quar	rters								Abnormals			0				Land payment 125,000	0%	1%	313,200					
Residual Land Value	W	/hole Site <b>725,081</b>	Per ha NET 833,426	Per ha GROSS 833,426		RUN Residual N	<b>MACRO ctrl+r</b> Closing balance = (	0	FINANCE	Fees Interest		7.00%	10,000				250,000 500,000 1,000,000	1% 3% 4%	3% 4% 0%						
Alternative Use Value	20%	43,500 8,700	000,420	50,000 10,000		RUN CIL MACR	O ctrl+l Closing balance = (	0		Legal and Valua	ion	7.0070	10,000	20,000			above	5%	4% Total	12,528					
Plus /ha 300 Viability Thr		261,000 <b>313,200</b>		300,000 <b>360,000</b>		Check on phasing dw	-		SALES	Agents		3.0%	131,257				Pre CIL s106		E/ Unit (all)	50.000					
Additional Profit		£/r <b>471,879</b>	m2 <b>265</b>	Ī		cor	rrect			Legals Misc.		0.5%	21,876 10,000		3,441,494		Post CIL s106	1,000	Γotal £/ Unit (all)	50,000					
radiional Fone		111,010	200							% Costs		20.00%			688,299		CIL	0	£/m2 Total	25,000					
RESIDUAL CASH FLOW FO	OR INTERES	ST	Year 1				Year 2			% GDV	Year 3	0.00%			Vear 4				Year 5				Year 6		
INCOME		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership				5	5 0	5	5	5 748,125 55,860	748,125 55,860	748,125 55,860	748,125 55,860	748,125 55,860	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent					0 0	0 0	0 0	55,860 71,060 0	55,860 71,060 0	55,860 71,060 0	55,860 71,060 0	55,860 71,060 0	0 0	0 0	0 0	0 0	0 0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Grant and Subsidy INCOME		0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>875,045</b>	0 <b>875,045</b>	0 <b>875,045</b>	0 <b>875,045</b>	0 <b>875,045</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE		29,003																							
Stamp Duty Easements etc. Legals Acquisition		0 10,876																							
Planning Fee		9,625		07 700																					
Architects QS Planning Consultants		67,739 5,645 11,290		67,739 5,645 11,290																					
Other Professional		28,225		28,225																					
Build Cost - BCIS Base s106/CIL			0	143,608 3,333 3,590	287,217 6,667 7,180	430,825 10,000 10,771	430,825 10,000 10,771	430,825 10,000 10,771	287,217 6,667 7,180	143,608 3,333 3,590	0	0	0	0 0	0	0	0 0	0	0	0	0	0	0 0	0 0	0
Contingency Abnormals			0	3,590 0	7,180 0	10,771 0	10,771 0	10,771 0	7,180 0	3,590 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000																							
Agents Legals		0	0	0	0	0	0	26,251 4,375	26,251 4,375	26,251 4,375	26,251 4,375	26,251 4,375	0	0 0	0	0	0	0 n	0	0	0	0	0 n	0	0
Legals Misc. COSTS BEFORE LAND INT	IT AND I 1	1 <b>82,403</b>	<b>0</b>	10,000 <b>273,431</b>	301,064	451,596	451,596	4,375	331,690	4,375 181,158	30,627	30,627	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	0	<b>0</b>	<b>0</b>	<b>0</b>	0	0	<b>0</b>	0
For Posidual Values	Lond	725 004																							
For Residual Valuation	Interest	725,081	15,881	16,159	21,227	26,867	35,240	43,760	37,651	28,801	17,162	2,685	0	0	0	0	0	0	0	0	0	0	0	0	0 688,299
Profit o	on GDV																								0
	ing Balar	907,484 0 907,484	-15,881 -923,365	-289,590 -1,212,955	-322,290 -1,535,245	-478,462 -2,013,708	-486,836 -2,500,543	349,063 -2,151,480	505,704	665,085 -980,691	827,256 -153,434	841,733 688,299	0 688,299	0 688,299	0 688,299	0 688,299	0 688,299	0 688,299	0 688,299	0 688,299	0 688,299	0 688,299	0 688,299	0 688,299	-688,299 0
			·		.,550,270	_, _, , , , , , , , , , , , , , , , , ,		_, , 0 1, 700	.,070,110	1 330,001			550,200	550,200		550,200	555,255	1 555,255		555,255	550,200	555,255			<u> </u>
CASH FLOW FOR CIL ADD		Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME As Abo	oove	0	0	0	0	0	0	875,045	875,045	875,045	875,045	875,045	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Land	3	313,200																							
Stamp Duty  Fasements etc		12,528	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		4,698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	Ö	ő	0	0	0	ő	0	0	0
Planning Fee Architects	(	9,625 67,739	0	0 67,739	0	0 0	0	0	0 0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS Planning Consultants Other Professional		5,645 11,290 28,225	0 0	5,645 11,290 28,225	0 0	0 0	0 0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0 0	0 0	0 0	0 0 0	0 0	0 0 0	0 0	0 0	0 0	0 0	0 0	0 0
Build Cost - BCIS Base		0	0	143,608	287,217	430,825	430,825	430,825	287,217	143,608	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency		n	<u>[</u>	<b>471,879</b> 3,590	7 100	5,000 10,771	5,000 10,771	5,000 10,771	5,000 7,180	5,000 3,590	0	0	0	0	0	0	0	0   0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	ა,აჟი 0	7,180 0	0	0	0	0	ა,აუს	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents Legals		0 0	0 0	0 0	0 0	0 0	0 0	26,251 4,375	26,251 4,375	26,251 4,375	26,251 4,375	26,251 4,375	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT	IT AND I 4	0 <b>472,950</b>	0 <b>0</b>	10,000 <b>741,977</b>	0 <b>294,397</b>	0 446,596	0 <b>446,596</b>	0 477,222	0 330,024	0 182,825	0 <b>30,627</b>	0 <b>30,627</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>
For Clines leviers																									
	Interest t on cost		8,277	8,421	21,553	27,083	35,372	43,806	37,611	28,731	17,120	2,643	0	0	0	0	0	0	0	0	0	0	0	0	0 690,768
Profit o	on GDV	470																							0
	ing Balar	472,950 0 472,950	-8,277 -481,227	-750,398 -1,231,625	-315,951 -1,547,575	-473,678 -2,021,254	-481,968 -2,503,221	354,016 -2,149,205	507,410	663,488 -978,306	827,298 -151,008	841,776 690,768	0 690,768	0 690,768	0 690,768	0 690,768	0 690,768	0 690,768	0 690,768	0 690,768	0 690,768	0 690,768	0 690,768	0 690,768	-690,768 0
Cioairi		=,000	,	· ,=O I ,UEU	.,071,010	_,021,204	_,UUU,ZZ I	_, , ¬∪,∠∪∪	1,071,134	370,000	101,000	555,700	550,700	555,750	555,700	550,700	550,700	1 300,700	555,750	555,700	550,700	1 550,700	555,750	220,100	J

	Land at Blackwell A69, Brampton		Greenhill 1d	at Eller's Mill and	d at Highfield no	dustrial Estate do	owne Crescent no	lustrial Estate e E	order Terrier Che	ertsey Mount I,	, Cummersdale w	, Barn, Cumwh x	w, Cunwhinton Lo	chinvar Close วน	ıse Courtyards o	orhouse Fauld	
	Location	Blackwell	Brampton	Brampton	Buckabank Bu	rgh by Sands	Carlisle	Carlisle	Carlisle	Carlisle	Carlisle	Cummerdale	Cumwhinton	Cumwhinton	Longtown	Moorhouse	Moorhouse
	Green/brown field	Green	Green	Green	Green	Green	Brown	Green	Brown	Green	Green	Green	Green	Green	Mixed	Green	Green
	Use	Paddock	Agricultural	Agricultural	Paddock	Paddock	Industrial	Agricultural	Industrial	Paddock	Paddock	Agricultural	Paddock	Agricultural	Industrial	Agricultural	Paddock
Site Area	Gross ha	24.70	0.50	5.43	0.52	0.59	10.22	7.20	4.82	0.40	0.53	1.20	0.43	4.90	0.51	1.02	0.87
	Net ha	24.70	0.50	5.43	0.52	0.59	10.22	7.20	4.82	0.40	0.53	1.20	0.43	4.90	0.51	1.02	0.87
Units		740	15	163	16	14	306	216	145	12	20	35	20	147	15	30	25
Mix	Market	70.00%	70.00%	70.00%	70.00%	75.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	75.00%	75.00%	75.00%
	Intermediate to Buy	10.00%	10.00%	10.00%	10.00%	8.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	8.00%	8.00%	8.00%
	Affordable Rent	20.00%	20.00%	20.00%	20.00%	17.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	17.00%	17.00%	17.00%
	Social Rent	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternativ	e Land Valuc£/ha	50,000	25,000	25,000	50,000	50,000	350,000	25,000	350,000	50,000	50,000	25,000	50,000	25,000	350,000	25,000	50,000
	£ site	1,235,000	12,500	135,750	26,000	29,500	3,577,000	180,000	1,687,000	20,000	26,500	30,000	21,500	122,500	178,500	25,500	43,500
Uplift	£/ha	310,000	305,000	305,000	310,000	310,000	70,000	305,000	70,000	310,000	310,000	305,000	310,000	305,000	70,000	305,000	310,000
	£ site	7,657,000	152,500	1,656,150	161,200	182,900	715,400	2,196,000	337,400	124,000	164,300	366,000	133,300	1,494,500	35,700	311,100	269,700
Viability T	hreshold £/ha	360,000	330,000	330,000	360,000	360,000	420,000	330,000	420,000	360,000	360,000	330,000	360,000	330,000	420,000	330,000	360,000
	£ site	8,892,000	165,000	1,791,900	187,200	212,400	4,292,400	2,376,000	2,024,400	144,000	190,800	396,000	154,800	1,617,000	214,200	336,600	313,200
Residual \	/:Net Ha £/ha	665,002	1,025,782	1,089,032	1,286,269	675,683	913,697	1,042,529	937,168	1,248,345	1,583,299	840,993	7,267,037	4,440,471	661,180	855,028	833,426
	Gross £/ha	665,002	1,025,782	1,089,032	1,286,269	675,683	913,697	1,042,529	937,168	1,248,345	1,583,299	840,993	7,267,037	4,440,471	661,180	855,028	833,426
	£ site	16,425,552	512,891	5,913,444	668,860	398,653	9,337,985	7,506,205	4,517,149	499,338	839,148	1,009,191	3,124,826	21,758,310	337,202	872,128	725,081
Additiona	l Profit £ site	11,825,119	392,786	5,168,496	539,044	214,097	7,218,275	6,753,332	3,165,479	394,205	723,999	705,790	3,277,618	24,734,153	146,969	610,936	471,879
	£/m2	240	394	477	507	215	355	470	328	494	544	303	2,464	2,530	138	286	265



Number	1	Units	NET Area	Density erag	ge Unit Size	Developed	Density		Total Cost	Rate	Locality eer	n/ Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2	·	
Large Greenfield		300	10.00	30.00	91	27,350	2,735		21,842,900	798.64	Zone 1	Green Agricultural
				1	-1		Т					
	D.1.4	Beds	No		m2	Total		BCIS	COST			
	Det 1	3			83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3 Det 4	4	60		100.00 120.00	7,200.00		818 818	5,889,600			
	Det 4 Det 5	4	30		150.00	4,500.00		818	3,681,000			
	Det 6 Small Sc	3	30		92.00	0.00		1,134	3,081,000			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	5			150.00	0.00		1,134	0			
	Semi 1	2			69.00	0.00		782	0			
	Semi 2	2	50		75.00	3,750.00		782	2,932,500			
	Semi 3	3	30		76.00	0.00		782	0			
	Semi 4	3	60		85.00	5,100.00		782	3,988,200			
	Semi 5	4			110.00	0.00		782	0			
	Ter 1	2			59.00	0.00		787	0			
	Ter 2	2	50		64.00	3,200.00		787	2,518,400			
	Ter 3	3	50		72.00	3,600.00		787	2,833,200			
	Ter 4	3			87.00	0.00		787	0			
	Flat 1	1			61.00	0.00		872	0			
	Flat 2	2			76.00	0.00		872	0			
	Flat 3	3			90.00	0.00		872	0			
	Flat 1 High	1			62.00	0.00		1,140	0			
	Flat 2 High	2			76.00	0.00		1,140	0			
					70.00	0.00		1,170	٧I			
	Flat 3 High	3			90.00	0.00		1,140	0			
		L			90.00	0.00			0			
Number	Flat 3 High	L	NET Area		90.00 ge Unit Size	0.00 Developed			0 Total Cost	Rate	Locality ee	n/Brown rnative Use
		Units	ha	Units/ha	90.00 ge Unit Size m2	0.00 Developed m2	m2/ha			£/m2		
Number  Med Greenfield A		L			90.00 ge Unit Size	0.00 Developed			Total Cost 12,363,360		Locality ee Zone 1	n/Brown rnative Use Green Agricultural
		Units <b>170</b>	ha <b>5.50</b>	Units/ha	90.00 ge Unit Size m2 <b>91</b>	0.00 Developed m2 <b>15,480</b>	m2/ha	1,140	12,363,360	£/m2		
	2	Units	ha	Units/ha	90.00 ge Unit Size m2 <b>91</b>	0.00 Developed m2 15,480 Total	m2/ha	1,140 BCIS		£/m2		
	Det 1	Units <b>170</b>	ha <b>5.50</b>	Units/ha	90.00 ge Unit Size m2 91 m2 83.50	0.00  Developed m2  15,480  Total 0.00	m2/ha	1,140 BCIS 818	12,363,360	£/m2		
	Det 1 Det 2	Units <b>170</b>	ha <b>5.50</b>	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50	0.00  Developed m2  15,480  Total 0.00  0.00	m2/ha	1,140 BCIS 818 818	12,363,360	£/m2		
	Det 1	Units <b>170</b>	ha <b>5.50</b> <b>No</b>	Units/ha	90.00 ge Unit Size m2 91 m2 83.50	0.00  Developed m2 15,480  Total 0.00 0.00 0.00	m2/ha	1,140 BCIS 818	12,363,360 COST 0 0 0	£/m2		
	Det 1 Det 2 Det 3	Units <b>170</b>	ha <b>5.50</b>	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00	0.00  Developed m2  15,480  Total 0.00  0.00	m2/ha	1,140  BCIS  818  818  818	12,363,360	£/m2		
	Det 1 Det 2 Det 3 Det 4	Units <b>170</b>	ha 5.50  No  30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00	m2/ha	1,140 BCIS 818 818 818 818	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5	Units <b>170</b>	ha 5.50  No  30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00	0.00  Developed m2  15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00	m2/ha	BCIS 818 818 818 818 818	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc	Units <b>170</b>	ha 5.50  No  30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc	Units <b>170</b>	ha 5.50  No  30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single	Units <b>170</b>	ha 5.50  No  30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00	0.00  Developed m2  15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134	12,363,360 COST 0 0 0 2,944,800	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1	Units <b>170</b>	ha 5.50  No  20	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782	12,363,360  COST  0 0 2,944,800 2,454,000 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4	Units  170  Beds  3  4  4  5  4  5  2 2	ha 5.50  No  20	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782	12,363,360  COST  0 0 2,944,800 2,454,000 0 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5	Units  170  Beds  3  4  4  5  4  5  2 2	No No 30 30 30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00	0.00  Developed m2  15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  2,550.00  0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  782	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1	Units  170  Beds  3  4  4  5  4  5  2 2	30 20 30 30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  782  787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2	Units  170  Beds  3  4  4  5  4  5  2 2	30 20 30 30 30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 0.00 1,920.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3	Units  170  Beds  3  4  4  5  4  5  2 2	30 20 30 30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00	0.00  Developed m2  15,480  Total  0.00  0.00  3,600.00  3,000.00  0.00  0.00  0.00  2,250.00  0.00  2,550.00  0.00  1,920.00  2,160.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 0	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4	Units  170  Beds  3  4  4  5  4  5  2 2	30 20 30 30 30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Units  170  Beds  3  4  4  5  4  5  2 2	30 20 30 30 30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1 Flat 2	Units  170  Beds  3  4  4  5  4  5  2 2	30 20 30 30 30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00 76.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00 0.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		
	Det 1 Det 2 Det 3 Det 4 Det 5 Det 6 Small Sc Det 7 Small Sc Det 8 Single Semi 1 Semi 2 Semi 3 Semi 4 Semi 5 Ter 1 Ter 2 Ter 3 Ter 4 Flat 1	Units  170  Beds  3  4  4  5  4  5  2 2	30 20 30 30 30	Units/ha	90.00 ge Unit Size m2 91  m2 83.50 90.50 100.00 120.00 150.00 92.00 111.00 150.00 69.00 75.00 76.00 85.00 110.00 59.00 64.00 72.00 87.00 61.00	0.00  Developed m2 15,480  Total 0.00 0.00 0.00 3,600.00 3,000.00 0.00 0.00 0.00 2,250.00 0.00 2,550.00 0.00 1,920.00 2,160.00 0.00	m2/ha	1,140  BCIS  818  818  818  818  1,134  1,134  1,134  782  782  782  782  787  787  787  78	12,363,360  COST  0 0 0 2,944,800 2,454,000 0 0 1,759,500 0 1,994,100 0 1,511,040	£/m2		

76.00 90.00 0.00

1,140

Flat 2 High

Flat 3 High



Number 3		Units	NET Area	Density erag	ze I Init Size	Developed	Density		Total Cost	Rate	Localityree	n/Brown rnative Use
Number	3	Offics	ha	Units/ha	m2	m2	m2/ha		rotal cost	£/m2	Locality CC	ny brown mative osc
Med Greenfield B		135	3.85	35.06	92	12,386	3,217		9,951,692	803.46	Zone 1	Green Agricultural
		Beds	No		m2	Total		BCIS	COST			
	Det 1	3			83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4			100.00	0.00		818	0			
	Det 4	4	30		120.00	3,600.00		818	2,944,800			
	Det 5	5	10		150.00	1,500.00		818	1,227,000			
	Det 6 Small Sc	4			92.00	0.00		1,134	0			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	5			150.00	0.00		1,134	0			
	Semi 1	2			69.00	0.00		782	0			
	Semi 2	2	22		75.00	1,650.00		782	1,290,300			
	Semi 3	3			76.00	0.00		782	0			
	Semi 4	3	22		85.00	1,870.00		782	1,462,340			
	Semi 5	4			110.00	0.00		782	0			
	Ter 1	2			59.00	0.00		787	0			
	Ter 2	2	20		64.00	1,280.00		787	1,007,360			
	Ter 3	3			72.00	0.00		787	0			
	Ter 4	3	20		87.00	1,740.00		787	1,369,380			
	Flat 1	1	6		61.00	366.00		872	319,152			
	Flat 2	2	5		76.00	380.00		872	331,360			
	Flat 3	3			90.00	0.00		872	0			
	Flat 1 High	1			62.00	0.00		1,140	0			
	Flat 2 High	2			76.00	0.00		1,140	0			
	Flat 3 High	3			90.00	0.00		1,140	0			
Number	4	Units	NET Area	Density erag		Developed	Density		Total Cost	Rate	Locality ee	n/Brown rnative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2		
Small Greenfield C		62	2.00	31.00	95	5,860	2,930		4,682,950	799.14	Zone 1	Green Agricultural
		Beds	No		m2	Total		BCIS	COST			
	Det 1	3			83.50	0.00		818	0			
	Det 2	3			90.50	0.00		818	0			
	Det 3	4			100.00	0.00		818	0			
	Det 4	4	14		120.00	1,680.00		818	1,374,240			
	Det 5	5	6		150.00	900.00		818	736,200			
	Det 6 Small Sc	4			92.00	0.00		1,134	0			
	Det 7 Small Sc	4			111.00	0.00		1,134	0			
	Det 8 Single	5	+		150.00	0.00		1,134	0			
	Semi 1	2	+	<del></del>	69.00	0.00		782	0			
	Semi 2	2	10	<del></del>	75.00	750.00		782	586,500			
	Semi 3	3	10	<del></del>	76.00	0.00		782	0			
	Semi 4	3	12	<del> </del>	85.00	1,020.00	+	782	797,640			
	Semi 5	<u> </u>	12	<del> </del>	110.00	0.00	+	782	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
	Ter 1	2	+	<del></del>	59.00	0.00	+	787	0			
	Ter 2	2	10		64.00	640.00		787	503,680			
	Ter 3	3	10		72.00	0.00		787	JUJ,080			
	Ter 4	3	10		87.00	870.00		787	684 690			

87.00

61.00

76.00

90.00

62.00

76.00 90.00

10

Ter 4

Flat 1

Flat 2 Flat 3 Flat 1 High

Flat 2 High

Flat 3 High

870.00

0.00

0.00

0.00 0.00

0.00

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787

872

872

872

1,140

1,140



Number	5	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rn	ative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2		, =	
Smaller Greenfield		30	1.00	30.00	86	2,592	2,592		2,059,544	794.58	Zone 1	Green	Paddock
	Г												
	D.1.4	Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4	7		120.00	840.00		818	687,120				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5			150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	8		75.00	600.00		782	469,200				
	Semi 3	3			76.00	0.00		782	0				
	Semi 4	3	8		85.00	680.00		782	531,760				
	Semi 5	4			110.00	0.00		782	0				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2	4		64.00	256.00		787	201,472				
	Ter 3	3	3		72.00	216.00		787	169,992				
	Ter 4	3			87.00	0.00		787	0				
	Flat 1	1			61.00	0.00		872	0				
	Flat 2	2			76.00	0.00		872	0				
	Flat 3	3			90.00	0.00		872	0				
	Flat 1 High	1			62.00	0.00		1,140	0				
	Flat 2 High	2			76.00	0.00		1,140	0				
	Flat 3 High	3			90.00	0.00		1,140	0				
									_				
Number	6	Units	NET Area	Density 8	erage Unit Size	Developed	Density		<b>Total Cost</b>	Rate	Locality ee	n/Brown rn	ative Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Site (BF)		12	0.30	40.00	79	944	3,147		741,228	785.20	Zone 1	Brown	Industrial
				Г	اءِ	1	Т	I	200-				
	2	Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5			150.00	0.00		1,134	0				
	Comi 1	- l			60.00	0.00		702	ام				

0.00

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340.00

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0.00

348.00

256.00

69.00 75.00

76.00

85.00

110.00

59.00

64.00

72.00

87.00

61.00

76.00

90.00

62.00

76.00

90.00

Semi 1 Semi 2 Semi 3

Semi 4

Semi 5

Ter 1

Ter 2

Ter 3

Ter 4

Flat 1

Flat 2 Flat 3 Flat 1 High

Flat 2 High

Flat 3 High

782

782

782 782

782

787

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872

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872

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265,880

201,472

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1,140

1,140



Number	7	Units	NET Area	Density e	rage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown rnative U	se
			ha	Units/ha	m2	m2	m2/ha			£/m2		,	
Small Infill (BF)		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 1	Brown Industri	al
		Beds	No		m2	Total		BCIS	COST				
	Det 1	3	140		83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5			150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	2		75.00	150.00		782	117,300				
	Semi 3	3			76.00	0.00		782	117,300				
	Semi 4	3	2		85.00	170.00		782	132,940				
	Semi 5	4			110.00	0.00		782	132,540				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2			64.00	0.00		787	0				
	Ter 3	2			72.00	0.00		787	0				
	Ter 4	3			87.00	0.00		787	0				
	Flat 1	1		+	61.00	0.00		872	0				
	Flat 2	2			76.00	0.00		872	0				
	Flat 3	2		+	90.00	0.00		872	0				
	Flat 1 High	1		+	62.00	0.00		1,140	0				
	Flat 2 High	2		+	76.00	0.00		1,140	0				
	Flat 3 High	3			90.00	0.00		1,140	0				
			I			L		, [					
Number	8	Units	NET Area	Density e	rage Unit Size	Developed	Density		<b>Total Cost</b>	Rate	Locality ee	n/Brown rnative U	se
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Small Infill		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 1	Green Paddo	ck
		Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	<u> </u>	+		92.00	0.00		1,134	0				
	Det 7 Small Sc	4	+		111.00	0.00		1,134	0				
	Det 8 Single	<u>- 7</u>			150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	2		75.00	150.00		782	117,300				
	Semi 3	3		+	76.00	0.00		782	117,300				
	Semi 4	3	2	+	85.00	170.00		782	132,940				
	Semi 5	<u> </u>		+	110.00	0.00		782	132,340				
	Ter 1	2	+	+	59.00	0.00		787	0				

59.00

64.00

72.00

87.00

61.00

76.00

90.00

62.00

76.00

90.00

Ter 1

Ter 2 Ter 3

Ter 4

Flat 1

Flat 2 Flat 3 Flat 1 High

Flat 2 High

Flat 3 High

0.00

0.00

0.00

0.00

0.00

0.00

0.00 0.00

0.00

0.00



Number	9	Units	NET Area ha	Density erage Unit S Units/ha	iize Develope m2 m			Total Cost	Rate £/m2	Locality ee	n/ Brown rnative Use
Large Greenfield		300	10.00	30.00	91 27,35	0 2,735		21,842,900	798.64	Zone 2	Green Agricultural
		D. d.	a	1		ul I	D.C.I.C.	T202			
	Det 1	Beds 3	No		<b>m2 Tot</b> 2		818	COST			
	Det 2	3			.50 0.0		818	0			
	Det 3	4		100			818	0			
	Det 4	4	60	120			818	5,889,600			
	Det 5	5	30	150			818	3,681,000			
	Det 6 Small Sc	4			.00 0.0		1,134	0			
	Det 7 Small Sc	4		111			1,134	0			
	Det 8 Single	5		150	.00 0.0	0	1,134	0			
	Semi 1	2		69	.00 0.0	0	782	0			
	Semi 2	2	50	75	.00 3,750.0	0	782	2,932,500			
	Semi 3	3			.00 0.0		782	0			
	Semi 4	3	60		.00 5,100.0		782	3,988,200			
	Semi 5	4		110			782	0			
	Ter 1	2			.00 0.0		787	0			
	Ter 2	2	50		.00 3,200.0		787	2,518,400			
	Ter 3	3	50		.00 3,600.0		787	2,833,200			
	Ter 4	3			.00 0.0		787	0			
	Flat 1	1			0.0		872	0			
	Flat 2	2			0.0		872	0			
	Flat 3	3			.00 0.0 .00 0.0		872	0			
	Flat 1 High Flat 2 High	2			.00 0.0		1,140 1,140	0			
	Flat 3 High	3			.00 0.0		1,140	0			
	riat 3 riigii	<u> </u>	l		.00  0.0	<u>~1</u>	1,140	<u> </u>			
Number	10	Units	NET Area ha	Density erage Unit S Units/ha	ize Develope m2 m	-		Total Cost	Rate £/m2	Locality ee	en/Brown rnative Use
Med Greenfield A		170	5.50	30.91	91 15,48			12,363,360	798.67	Zone 2	Green Agricultural
					·	,		, ,			· ·
		Beds	No		m2 Tota	al	BCIS	COST			
	Det 1	3		83	.50 0.0	0	818	0			
	Det 2	3		90	.50 0.0	0	818	0			
	Det 3	4		100			818	0			
	Det 4	4	30	120			818	2,944,800			
	Det 5	5	20	150			818	2,454,000			
	Det 6 Small Sc	4			.00 0.0		1,134	0			
	Det 7 Small Sc	4		111			1,134	0			
	Det 8 Single	5		150			1,134	0			
	Semi 1	2	20		.00 0.0		782	1.750.500			
	Semi 2	2	30		.00 2,250.0		782	1,759,500			
	Semi 3 Semi 4	3	30		.00 0.0 .00 2,550.0		782 782	1,994,100			
	Semi 5	3	30	110			782	1,994,100			
	Ter 1	2			.00 0.0		787	0			
	Ter 2	2	30		.00 1,920.0		787	1,511,040			
	Ter 3	3	30		.00 2,160.0		787	1,699,920			
	Ter 4	3			.00 0.0		787	0			
	Flat 1	1	+		.00 0.0		872	0			
	Flat 2	2			.00 0.0		872	0			
	Flat 3	3			.00 0.0		872	0			
	Flat 1 High		- t								
	Liar i Ligii I	1		62	.00 0.0	0 <b> </b>	1,140	0]			
	Flat 2 High	1 2			.00 0.0 .00 0.0		1,140 1,140	0			



Number	11	Unite	NET Aroa	Dansity arago Unit	Sizo Dovolo	nad Dansi	h.	Total Cost	Pata	Locality son /Drown motive	o Lleo
Number	11	Units	NET Area ha	Density erage Unit Units/ha	Size Develo m2	ped Densi m2 m2/h	•	Total Cost	Rate £/m2	Locality een/Brown rnativ	e use
Med Greenfield B		135	3.85	35.06		386 3,21		9,951,692		Zone 2 Green Agricu	ltural
		Beds	No		m2 T	otal	BCIS	COST			
	Det 1	3		8	3.50	0.00	818	0			
	Det 2	3		9	0.50	0.00	818	0			
	Det 3	4		10	0.00	0.00	818	0			
	Det 4	4	30	12	0.00 3,60	0.00	818	2,944,800			
	Det 5	5	10	15	0.00 1,50	0.00	818	1,227,000			
	Det 6 Small Sc	4		9		0.00	1,134	0			
	Det 7 Small Sc	4		11	1.00	0.00	1,134	0			
	Det 8 Single	5		15	0.00	0.00	1,134	0			
	Semi 1	2		6	9.00	0.00	782	0			
	Semi 2	2	22		5.00 1,65		782	1,290,300			
	Semi 3	3		7	6.00	0.00	782	0			
	Semi 4	3	22	8	5.00 1,87	0.00	782	1,462,340			
	Semi 5	4		11	0.00	0.00	782	0			
	Ter 1	2		5	9.00	0.00	787	0			
	Ter 2	2	20	6	4.00 1,28	0.00	787	1,007,360			
	Ter 3	3		7	2.00	0.00	787	0			
	Ter 4	3	20	8	7.00 1,74	0.00	787	1,369,380			
	Flat 1	1	6	6	1.00 36	5.00	872	319,152			
	Flat 2	2	5	7	6.00 38	0.00	872	331,360			
	Flat 3	3		9	0.00	0.00	872	0			
	Flat 1 High	1		6	2.00	0.00	1,140	0			
	Flat 2 High	2		7	6.00	0.00	1,140	0			
	Flat 3 High	3		9	0.00	0.00	1,140	0			
Number	12	Units	NET Area	Density erage Unit		-	-	Total Cost		Locality een/Brown rnativ	e Use
			ha	Units/ha	m2	m2 m2/h			£/m2		
Small Greenfield C		62	2.00	31.00	95 5	860 2,93	30	4,682,950	799.14	Zone 2 Green Agricu	Itural
		Beds	No			otal	BCIS	COST			
	Det 1	3				0.00	818	0			
	Det 2	3				0.00	818	0			
	Det 3	4				0.00	818	0			
	Det 4	4	14		0.00 1,68		818	1,374,240	1		
	Det 5	5	6			0.00	818	736,200			
	Det 6 Small Sc	4				0.00	1,134	0			
	Det 7 Small Sc	4				0.00	1,134	0			
	Det 8 Single	5				0.00	1,134	0			
	Semi 1	2				0.00	782	0			
	Semi 2	2	10			0.00	782	586,500			
	Semi 3	3				0.00	782	0			
	Semi 4	3	12		5.00 1,02		782	797,640			
	Semi 5	4				0.00	782	0			
	Ter 1	2				0.00	787	0			
	Ter 2	2	10			0.00	787	503,680			
	Ter 3	3				0.00	787	0			
	Ter 4	3	10			0.00	787	684,690	1		
	Flat 1	11		I 6	1.00	0.00	872	0	I		

61.00

76.00 90.00

62.00

76.00

90.00

Flat 1 Flat 2 Flat 3 Flat 1 High

Flat 2 High

Flat 3 High

0.00

0.00

0.00

0.00

0.00

0.00

872

872

872

1,140

1,140



Number	13	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	n/Brown r	native Use
			ha	Units/ha	m2	m2	m2/ha			£/m2			
Smaller Greenfield		30	1.00	30.00	86	2,592	2,592		2,059,544	794.58	Zone 2	Green	Paddock
		Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4	7		120.00	840.00		818	687,120				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5			150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	8		75.00	600.00		782	469,200				
	Semi 3	3			76.00	0.00		782	0				
	Semi 4	3	8		85.00	680.00		782	531,760				
	Semi 5	4			110.00	0.00		782	0				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2	4		64.00	256.00		787	201,472				
	Ter 3	3	3		72.00	216.00		787	169,992				
	Ter 4	3			87.00	0.00		787	0				
	Flat 1	1			61.00	0.00		872	0				
	Flat 2	2			76.00	0.00		872	0				
	Flat 3	3			90.00	0.00		872	0				
	Flat 1 High	1			62.00	0.00		1,140	0				
	Flat 2 High	2			76.00	0.00		1,140	0				
	Flat 3 High	3			90.00	0.00		1,140	0				
Number	14	Units	NET Area	Density	erage Unit Size	Developed	Density		Total Cost	Rate	Locality ee	ın/Brown r	native Hse
Number	1-7	Offics	ha				m2/ha		Total Cost	£/m2	Locality CC	ii, bi owii i	native Osc
Small Site (BF)		12				944	3,147		741,228	785.20	Zone 2	Brown	Industrial
		Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				
	Det 5	5			150.00	0.00		818	0				

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	818	0
Det 2	3		90.50	0.00	818	0
Det 3	4		100.00	0.00	818	0
Det 4	4		120.00	0.00	818	0
Det 5	5		150.00	0.00	818	0
Det 6 Small Sc	4		92.00	0.00	1,134	0
Det 7 Small Sc	4		111.00	0.00	1,134	0
Det 8 Single	5		150.00	0.00	1,134	0
Semi 1	2		69.00	0.00	782	. 0
Semi 2	2		75.00	0.00	782	. 0
Semi 3	3		76.00	0.00	782	. 0
Semi 4	3	4	85.00	340.00	782	265,880
Semi 5	4		110.00	0.00	782	. 0
Ter 1	2		59.00	0.00	787	0
Ter 2	2	4	64.00	256.00	787	201,472
Ter 3	3		72.00	0.00	787	0
Ter 4	3	4	87.00	348.00	787	273,876
Flat 1	1		61.00	0.00	872	. 0
Flat 2	2		76.00	0.00	872	. 0
Flat 3	3		90.00	0.00	872	. 0
Flat 1 High	1		62.00	0.00	1,140	0
Flat 2 High	2		76.00	0.00	1,140	0
Flat 3 High	3		90.00	0.00	1,140	0



Number	15	Units	NET Area		erage Unit Size	Developed	Density		<b>Total Cost</b>	Rate	Locality ee	n/Brown rn	ative Use
			ha	Units/ha		m2	m2/ha			£/m2			
Small Infill (BF)		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 2	Brown	Industrial
		Beds	No		m2	Total	1	BCIS	COST				
	Det 1	3	140		83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				
	Det 5	5			150.00	0.00		818	0				
	Det 6 Small Sc	4			92.00	0.00		1,134	0				
	Det 7 Small Sc	4			111.00	0.00		1,134	0				
	Det 8 Single	5			150.00	0.00		1,134	0				
	Semi 1	2			69.00	0.00		782	0				
	Semi 2	2	2		75.00	150.00		782	117,300				
	Semi 3	3			76.00	0.00		782	0				
	Semi 4	3	2		85.00	170.00		782	132,940				
	Semi 5	4			110.00	0.00		782	0				
	Ter 1	2			59.00	0.00		787	0				
	Ter 2	2			64.00	0.00		787	0				
	Ter 3	3			72.00	0.00		787	0				
	Ter 4	3			87.00	0.00		787	0				
	Flat 1	1			61.00	0.00		872	0				
	Flat 2	2			76.00	0.00		872	0				
	Flat 3	3			90.00	0.00		872	0				
	Flat 1 High	1			62.00	0.00		1,140	0				
	Flat 2 High	2			76.00	0.00		1,140	0				
	Flat 3 High	3			90.00	0.00		1,140	0				
Number	16	Units			erage Unit Size				Total Cost	Rate	Locality ee	n/Brown rn	ative Use
			ha	Units/ha		m2	m2/ha			£/m2			
Small Infill		4	0.13	30.77	80	320	2,462		250,240	782.00	Zone 2	Green	Paddock
	Т	Beds	No		m2	Total		BCIS	COST				
	Det 1	3			83.50	0.00		818	0				
	Det 2	3			90.50	0.00		818	0				
	Det 3	4			100.00	0.00		818	0				
	Det 4	4			120.00	0.00		818	0				

	Beds	No	m2	Total	BCIS	COST
Det 1	3		83.50	0.00	818	0
Det 2	3		90.50	0.00	818	0
Det 3	4		100.00	0.00	818	0
Det 4	4		120.00	0.00	818	0
Det 5	5		150.00	0.00	818	0
Det 6 Small Sc	4		92.00	0.00	1,134	0
Det 7 Small Sc	4		111.00	0.00	1,134	0
Det 8 Single	5		150.00	0.00	1,134	0
Semi 1	2		69.00	0.00	782	0
Semi 2	2	2	75.00	150.00	782	117,300
Semi 3	3		76.00	0.00	782	0
Semi 4	3	2	85.00	170.00	782	132,940
Semi 5	4		110.00	0.00	782	0
Ter 1	2		59.00	0.00	787	0
Ter 2	2		64.00	0.00	787	0
Ter 3	3		72.00	0.00	787	0
Ter 4	3		87.00	0.00	787	0
Flat 1	1		61.00	0.00	872	0
Flat 2	2		76.00	0.00	872	0
Flat 3	3		90.00	0.00	872	0
Flat 1 High	1		62.00	0.00	1,140	0
Flat 2 High	2		76.00	0.00	1,140	0
Flat 3 High	3		90.00	0.00	1.140	0



		MR01 Land at Monkhill Rd	Land at	RO05 Land to the north of Rockcliffe	Rockcliffe,	SC11 Land off Hill Head	SC10 Land off Scotby Road	Hill Farm	TH05 Land at Brookside House	Land at Troutbeck	Land to the	WE07 Land west of Steele's Bank	WE08 Land off Plains Road	Land north	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	
	ocation Price Zone	Moorhouse 2	Rickerby 2			Scotby 4		hurstonfield 1				Wetheral 4	Wetheral 4		0 0	0 0	0	
	Green/brown field Use	Green Paddock	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Mixed Industrial		Green Agricultural	Green Agricultural	Green Agricultural		0	0	0	
Site Area G	Gross ha Net ha	<b>0.80</b>		<b>3.20</b> 3.20		<b>1.33</b> 1.33	<b>1.34</b> 1.34		<b>0.68</b> 0.68			<b>1.66</b> 1.66	<b>1.33</b> 1.33		<b>0.00</b> 0.00	<b>0.00</b> 0.00	<b>0.00</b> 0.00	
Units	ila	24					40		20			50			0	0	0	
Average Unit	it Size m2	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	95.00	
Af	ntermediate to Buy Affordable Rent Social Rent	12.50% 12.50%	12.50% 12.50%	12.50% 12.50%	12.50% 12.50%	15.00% 15.00%	15.00% 15.00%		12.50% 12.50%			15.00% 15.00%	15.00% 15.00%					
<b>Price</b> M	Market £/m2	1,950	1,950	1,950	1,950	2,300	2,300	1,950	1,950	2,300	2,300	2,300	2,300	2,300				
	ntermedia £/m2	1,365	1,365	1,365	1,365	1,610	1,610		1,365			1,610	1,610	•	0	0	0	
	Affordable £/m2 Social Ren: £/m2	880 878		880 878		1,000 1,035	1,000 1,035		880 878			1,000 1,035	1,000 1,035		0	0	0	
Af Sc	ntermedia £/unit Affordable £/unit Social Ren <sup>.</sup> £/unit																	
Sales per Qu Unit Build Ti		3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	
	Use Value£/ha	50,000	25,000	25,000	25,000	25,000	25,000	The second secon	350,000			25,000	25,000	•	200/	200/	200/	
Up Lift % Additional U	% <b>Jplift</b> £/ha	300,000	20% 300,000	20% 300,000	20% 300,000	20% 300,000	20% 300,000		20%	20% 300,000		20% 300,000	20% 300,000		20%	20% 300,000	20% 300,000	
Easements e Legals Acquis		0 1.5%	0 1.5%	0 1.5%		0 1.5%	0 1.5%		0 1.5%			0 1.5%	0 1.5%		0 1.5%	0 1.5%	0 1.5%	
Planning F <5	£50 £/unit £50 £/unit	385 115		385 115		385 115	385 115		385 115			385 115	385 115		385 115	385 115	385 115	
Architects	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	
QS / PM	%	0.50%	0.50%	0.50%		0.50%	0.50%		0.50%			0.50%	0.50%		0.50%	0.50%	0.50%	
Planning Con Other Profes		1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	1.00% 2.50%		1.00% 2.50%			1.00% 2.50%	1.00% 2.50%		1.00% 2.50%	1.00% 2.50%	1.00% 2.50%	
Other Profes	.331011a1 /0	2.5070	2.50%	2.50%	2.3070	2.50%	2.50%	2.50%	2.50%	2.50%	2.30%	2.30%	2.3070	2.50/0	2.30%	2.50%	2.3070	
	BCIS Base £/m2	800	800			800	800		800			800			800	800	800	
CfSH CfSH	% £/m2	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%		2.00%			2.00%	2.00%		2.00% 0	2.00% 0	2.00% 0	
Lifetime	£/m2	11	11	11	11	11	11	11	11			11	11		11	11	11	
SUDS	£/m2		0	0	0	0	0	0	0	0		0	0		0	0	0	!
SUDS	% 4 £/m2		0	0	0	0	0	0	5%		0	0	0	0	0	0	0	
Over-extra 4 Infrastructur	•	10%	0 15%	0 15%		0 15%	0 15%		10%			0 15%	15%		0 10%	0 15%	0 10%	
Pre CIL s106		2,000	2,000	2,000	2,000	2,000	2,000		2,000			2,000	2,000		2,000	2,000	2,000	
Post CIL s106	· ·	1,000	1,000	1,000		1,000	1,000	-	1,000			1,000	1,000		1,000	1,000	1,000	
Contingency Abnormals	£/m2 / % % £/site	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%		5.00% 10.00%	2.50%		2.50%	0 2.50%		0	0	0	
FINANCE F	ees £	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
In	nterest % .egal and \f	7.00% 10,000	7.00% 10,000	7.00% 10,000	7.00% 10,000	7.00% 10,000	7.00% 10,000	7.00%	7.00% 10,000	7.00%	7.00%	7.00% 10,000	7.00% 10,000	7.00%	7.00% 10,000	7.00% 10,000	7.00% 10,000	
SVIES V	Ngants %	2.00%	2 000/	2 000/	2 000/	2 00%	2 000/	2 000/	2 00%	2 000/	2 000/	2 000/	2 000/	2 000/	2 000/	2 000/	2 000/	
	Agents % Legals %	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	3.00% 0.50%		3.00% 0.50%			3.00% 0.50%	3.00% 0.50%		3.00% 0.50%	3.00% 0.50%	3.00% 0.50%	
	Misc. £	10,000	10,000	10,000	10,000	10,000	10,000		10,000			10,000	10,000		10,000	10,000	10,000	
	/ Care		l	<u> </u>	<del>-</del>		<u> </u>		<del>-</del>	<del>-</del>	<b>-</b>	<b>-</b>	<del>-</del>			a == :	# F - 1	
Developer %	6 Costs 6 GDV	20%	20%	20%		20%	20%		20%			20%	20%		20%	20%	20%	

% GDV

SITE NAME nd at Monkhill F		A				1		DEVELOR:	NT COSTS						1	Diam'r.	lo.			╗	D 0	,)		
NCOME Av Size m2	%	<b>Number</b> 24		Price £/m2	GDV £	GIA m2		DEVELOPMEN LAND	NI COSTS		/unit or m2	2 Total				Planning fee ca Planning app fee No dwgs					Build Cost BCIS CfSH	/m2 800 16	2.00	1%
arket Housing 95.0	75%	18		1,950	3,334,500	1,710		LAND	Land Stamp Duty		22,502		540,060			No dwgs under 5 No dwgs over 50	5 24			0	CfSH Lifetime	0	2.00	70
nared Ownership 95.0	13%	3	1	1,365	389,025	285			Easements etc. Legals Acquisition	ın	1.50%	(	)			No dwgs over 50		Total		0	SUDS SUDS	0	0.00	)%
ffordable Rent 95.0	13%	3	1	880	250,800	285		PLANNING	Logais Acquisitio		1.3070	5,101	23,700								Over-extra 4 Infrastructure	0		)%
ocial Rent 95.0	0%	0		878	0	0			Planning Fee Architects		6.00%	9,240 130,060				Stamp duty cald	c - Residual		540,06	<mark>0</mark>		907		
Frant and Subsidy Shared Owners Affordable Rent Social Rent	•			0 0 0	0 0 0				QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	21,677	•			125,000 250,000 500,000 1,000,000	0% 1% 3%	3%						
SITE AREA - Net 0.80 h		30 30			3,974,325	2,280		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	907	48,000	)			above	5%	5 4% Total		2				
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual N	IACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	51,699	2,167,659			Stamp duty cald Land payment 125,000 250,000	c <b>- Add Profit</b> 0% 1%			0				
Residual Land Value Alternative Use Value	Whole Site <b>540,060</b> 40,000	675,074	Per ha GROSS 675,074 50,000		RUN CIL MACR	losing balance = 0 O ctrl+I	0		Fees Interest Legal and Valuat	ion	7.00%	10,000 10,000				500,000 1,000,000 above	3% 4% 5%	0%						
Uplift 20% Plus /ha 30000000%  Viability Threshold	8,000 240,000 <b>288,000</b>		10,000 300,000 <b>360,000</b>		C Check on phasing dw	losing balance =	0	SALES	Agents		3.0%	o 119,230	)			Pre CIL s106	2.000	Total  D £/ Unit (all)	11,52	<u>o</u>				
Additional Profit		£/m2	]			rect			Legals Misc.		0.5%		!	3,132,529		Post CIL s106	1,000	Total	48,00	<u>o</u> ¬				
	·		•					Developers Pr	% Costs % GDV		20.00% 0.00%			626,506 0		CIL	(	£/m2 Total		0				
RESIDUAL CASH FLOW FOR INTE	REST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			4	4	4	4	4 555,750	4 555,750	555,750	555,750	555,750	555,750	0	0	n	n	0	0	0	0	0	0	n	0
Shared Ownership Affordable Rent				0	0	0	64,838 41,800	64,838 41,800	64,838 41,800	64,838 41,800	64,838 41,800	64,838 41,800	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent Grant and Subsidy				0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0	0 0	0	0	0	0 0	0	0
INCOME	0	0	0	0	0	0	662,388	662,388	662,388	662,388	662,388	662,388	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc.	21,602 0																							
Legals Acquisition	8,101																							
Planning Fee Architects	9,240 65,030		65,030																					
QS Planning Consultants Other Professional	5,419 10,838 27,096		5,419 10,838 27,096																					
Build Cost - BCIS Base		0	114,887	229,773	344,660	344,660	344,660	344,660	229,773	114,887	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals		0 0	2,667 2,872 0	5,333 5,744 0	8,000 8,617 0	8,000 8,617 0	8,000 8,617 0	8,000 8,617 0	5,333 5,744 0	2,667 2,872 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0 0	0 0	0 0	0 0	0 0	0 0	19,872 3,312	19,872 3,312	19,872 3,312	19,872 3,312	19,872 3,312	19,872 3,312	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc. COSTS BEFORE LAND INT AND I	167,326	0	10,000 <b>238,808</b>	240,851	361,277	361,277	384,460	384,460	264,035	143,609	23,184	23,184	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio Land	540,060																							
Interest Profit on Costs Profit on GDV	340,000	12,379	12,596	16,995	21,508	28,207	35,022	30,772	26,446	19,938	11,208	218	0	0	0	0	0	0	0	0	0	0	0	0 626,506 0
Cash Flow	-707,386	-12,379	-251,404	-257,846	-382,784	-389,483	242,905	247,156	371,907	498,840	627,996	638,986	0	0	0	0	0	0	0	0	0	0	0	-626,506
Opening Balar Closing Balan	0 -707,386	-719,765	-971,169	-1,229,016	-1,611,800	-2,001,283	-1,758,378	-1,511,222	-1,139,316	-640,475	-12,480	626,506	626,506	626,506	626,506	626,506	626,506	626,506	626,506	626,506	626,506	626,506	626,506	0
CASH FLOW FOR CIL ADDITIONAL		Year 1		_	_	Year 2		_		Year 3		_	_	Year 4			_	Year 5		_	_	Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 
INCOME EXPENDITURE	0	<u> </u>	0	0	0	<u> </u>	662,388	662,388	662,388	662,388	662,388	662,388	0	<u> </u>	U	U	0	U	0	0	0	<u> </u>	<u> </u>	0
Land	288,000																							
Stamp Duty Easements etc.	11,520 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	4,320 9,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	9,240 65,030 5,419	0	65,030 5,419	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	10,838 27,096	0	10,838 27,096	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	114,887	229,773	344,660	344,660	344,660	344,660	229,773	114,887	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106	-195,700	-	127,445	127,445	127,445 4,000	127,445 4,000	4,000	4,000	4,000	4,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals	0	0	2,872 0	5,744 0	8,617 0	8,617 0	8,617 0	8,617 0	5,744 0	2,872 0	0	0	0 0	0	0	0 0	0 0	0 0	0	0	0 0	0 0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0 n	0 0	0 0	0	0 0	0	0	0 n	0	0 0	0 n	0 0	0	0 n	0
Legarand valuation Agents	0	0	0	0	0	0	19,872	19,872	19,872	19,872	19,872	19,872	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.	0	0 0	0 10,000	0	0	0	3,312 0	3,312 0	3,312 0	3,312 0	3,312 0	3,312 0	0 0	0	0	0 0	0 0	0	0	0	0 0	0 0	0	0
COSTS BEFORE LAND INT AND	245,763	0	363,586	362,962	484,721	484,721	380,460	380,460	262,701	144,942	23,184	23,184	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation		4.301	A 276	10 015	17 OF7	26 4 42	2F 002	20 700	26.260	10.925	14 407	125	0	0	0	0		^	0	^	0	٥	^	2
Interest Profit on cost Profit on GDV		4,301	4,376	10,815	17,357	26,143	35,083	30,763	26,368	19,835	11,127	135	U	U	U	U		U	U	U	U	U	U	631,337 0
Cash Flow	-245,763	-4,301	-367,963	-373,778	-502,078	-510,864	246,844	251,164	373,318	497,610	628,077	639,069	0	0	0	0	0	0	0	0	0	0	0	-631,337
Opening Balar	0												631,337	631,337	631,337	631,337	631,337	631,337	631,337	631,337	631,337	631,337	631,337	
1 51	•	•	· · · · · · · · · · · · · · · · · · ·			• -		,	<u> </u>		·	•	<u> </u>	*	• •	•	<u> </u>	· · · · · · · · · · · · · · · · · · ·	•	•				



SITE NAME Id at Tower Fa	arm																							
INCOME Av Size m2		Number 20		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee calc		rate		]	Build Cost BCIS	/m2 800		
Market Housing 95.0	75%	15	5	1,950	2,778,750	1,425		LAND	Land		/unit or m2 18,733	Total	374,660			No dwgs No dwgs under 5	20 20	385	7,700		CfSH CfSH	16	2.00%	%
Shared Ownership 95.0	13%	3	3	1,365	324,188	238			Stamp Duty Easements etc. Legals Acquisitio	n	1.50%	11,240 0 5,620	16,860			No dwgs over 50	0	115 <b>Total</b>	7,700	)	Lifetime SUDS SUDS	11 0 0	0.00%	<b>%</b>
Affordable Rent 95.0			3	880		238		PLANNING			110070		.0,000							_	Over-extra 4 Infrastructure	0 120	15%	
Social Rent 95.0  Grant and Subsidy Shared Owner.		0	)	878	0	0			Planning Fee Architects QS / PM		6.00% 0.50%	7,700 113,057 9,421				Stamp duty calc Land payment 125,000	- Residual	<mark> </mark> 1%	374,660	<mark>)</mark>		947		
Affordable Rei Social Rent	•			0	0				Planning Consulta Other Profession		1.00% 2.50%	18,843 47,107	196,128			250,000 500,000 1,000,000	1% 3% 4%	3% 0% 0%						
SITE AREA - Net 0.67 SITE AREA - Gross 0.67		30 30			3,311,938	1,900		CONSTRUCTI	Build Cost - BCIS s106 / CIL	S Based	947	1,799,300 40,000				above	5%	3% Total	11,240					
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual N	IACRO ctrl+r		FINANCE	Contingency Abnormals		2.50%	44,983 0	1,884,283			Stamp duty calc Land payment 125,000 250,000	- Add Profit  0% 1%	1% 3%	221,100	<mark>)</mark>				
Residual Land Value	374,660	559,194			C	losing balance =	0		Fees Interest		7.00%	10,000				500,000 1,000,000	3% 4%	0% 0%						
Alternative Use Value Uplift 20% Plus /ha 300,000	16,750 3,350 201,000		25,000 5,000 300,000		RUN CIL MACRO	O ctrl+l losing balance =	0	SALES	Legal and Valuati	on		10,000	20,000			above	5%	3% Total	6,633	3				
Viability Threshold	221,100		330,000		Check on phasing dw				Agents Legals		3.0% 0.5%	99,358 16,560				Pre CIL s106		E/ Unit (all) Total	40,000					
Additional Profit	187,449	£/m2 132	2					Developers Pro	Misc.  ofit  % Costs		20.00%	10,000	125,918	2,617,848 523,570		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	20,000					
RESIDUAL CASH FLOW FOR INTE	EREST	Year 1	l			Year 2			% GDV	Year 3	0.00%			923,576 0 Year 4				Year 5	20,000	4		Year 6		
INCOME UNITS Started	Q1	Q2	Q3 4	Q4 4	Q1 4	Q2 4	Q3 4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership				0	0	0	555,750 64,838	555,750 64,838	555,750 64,838	555,750 64,838	555,750 64,838	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy				0 0 0	0 0 0	0 0 0	41,800 0 0	41,800 0 0	41,800 0 0	41,800 0 0	41,800 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
INCOME	0	0	0	0	0	0	662,388	662,388	662,388	662,388	662,388	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	11,240 0 5,620																							
Planning Fee Architects	7,700 56,528		56,528																					
QS Planning Consultants	4,711 9,421		4,711 9,421																					
Other Professional  Build Cost - BCIS Base	23,554	0	23,554 119,953	239,907	359,860	359,860	359,860	239,907	119,953	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals		0	2,667 2,999 0	5,333 5,998 0	8,000 8,997 0	8,000 8,997 0	8,000 8,997 0	5,333 5,998 0	2,667 2,999 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents	0	0	0	0	0	0	19,872	19,872	19,872	19,872	19,872	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Misc. COSTS BEFORE LAND INT AND I	0 138,774	<b>0</b>	0 10,000 <b>229,833</b>	251,238	376,857	376,857	3,312 <b>400,040</b>	3,312 <b>274,421</b>	3,312 148,802	3,312 <b>23,184</b>	3,312 <b>23,184</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	0	<b>0</b>	<b>0</b>	0
For Residual Valuatio Land	374,660	i																						
Interest Profit on Costs		8,985	9,142	13,324	17,954	24,863	31,894	27,861	21,559	12,948	1,989	0	0	0	0	0	0	0	0	0	0	0	0	0 523,570
Profit on GDV Cash Flow	-513,434	-8,985	-238,975	-264,562	-394,811	-401,720	230,454	360,106	492,026	626,256	637,215	0	0	0	0	0	0	0	0	0	0	0	0	-523,570
Opening Balar Closing Balan	0	-522,419	-761,394	-1,025,956	-1,420,767	-1,822,487	-1,592,033	-1,231,927	-739,901	-113,645	523,570	523,570	523,570	523,570	523,570	523,570	523,570	523,570	523,570	523,570	523,570	523,570	523,570	0
CASH FLOW FOR CIL ADDITIONA	1	Year 1		0.1		Year 2		04	T 04	Year 3		0.4		Year 4	02	04	04	Year 5	02		T 04	Year 6	03	Ω4
INCOME As Above INCOME	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>662,388</b>	Q4 <b>662,388</b>	Q1 <b>662,388</b>	Q2 <b>662,388</b>	Q3 <b>662,388</b>	Q4 <b>0</b>	Q1 0	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 <b>0</b>	Q2 <b>0</b>	Q3 <b>0</b>	Q4 <b>0</b>	Q1 0	Q2 <b>0</b>	0	Q4 0
EXPENDITURE Land	221,100																							
Stamp Duty Easements etc. Legals Acquisition	6,633 0 3,317	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee	7,700	0	0 56 528	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants	56,528 4,711 9,421	0 0	56,528 4,711 9,421	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0	0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0	0 0	0 0 0	0 0	0 0 0	0 0	0 0 0
Other Professional  Build Cost - BCIS Base	23,554	0	23,554 119,953	0 239,907	0 359,860	0 359,860	0 359,860	0 239,907	0 119,953	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		U	62,483	62,483	62,483 4,000	4,000	4,000	4,000	4,000	0	0	0	0	0	0	0	0	0	0	0	. 0	0	0	0
Contingency Abnormals	0	0 0	2,999 0	5,998 0	8,997 0	8,997 0	8,997 0	5,998 0	2,999	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents Legals	0	0 0	0 0	0 0	0 0	0 0	19,872 3,312	19,872 3,312	19,872 3,312	19,872 3,312	19,872 3,312	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND I	0 <b>352,964</b>	0 <b>0</b>	10,000 <b>289,649</b>	0 <b>308,387</b>	0 <b>435,339</b>	0 372,857	0 396,040	0 273,088	0 150,136	0 <b>23,184</b>	0 23,184	0 <b>0</b>	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>
For CIL calculation		6,177	6,285	11,464	17,061	24,978	31,940	27,838	21,513	12,925	1,965	n	n	0	0	0	٥	O	n	n	0	0	0	Λ
Interest Profit on cost Profit on GDV		0,177	ნ,∠ბზ	ı ı,404	10,001	∠4,91ŏ	o1, <del>94</del> U	∠≀,ŏ38	∠1,513	1∠,∀∠5	1,905	U	U	U	U	U	U	U	U	U	U	U	U	524,965 0
Cash Flow Opening Balar	-352,964 0	-6,177	-295,934	-319,851	-452,401	-397,835	234,407	361,461	490,739	626,279	637,239	0	0	0	0	0	0	0	0	0	0	0	0	-524,965
Closing Baland		-359,140	-655,075	-974,926	-1,427,326	-1,825,161	-1,590,754	-1,229,292	-738,553	-112,274	524,965	524,965	524,965	524,965	524,965	524,965	524,965	524,965	524,965	524,965	524,965	524,965	524,965	0

SITE NAME the	ne north of Rocl	kcliffe							]																
INCOME	Av Size m2	%	Number 96		Price £/m2		GIA m2		DEVELOPMEN	т соѕтѕ							Planning fee ca	e dwgs				Build Cost BCIS	/m2 800		
Market Housing	95.0	75%	72		1,950	13,338,000	6,840		LAND	Land Stamp Duty		<b>/unit or m2</b> 18,712		1,796,343			No dwgs No dwgs under t No dwgs over 5		385 115	17,710 5,290		CfSH CfSH Lifetime	16 0 11	2.00%	%
Shared Ownership	95.0	13%	12		1,365					Easements etc. Legals Acquisition	on	1.50%	0	116,762					Total	23,000		SUDS SUDS	0	0.00%	%
Affordable Rent Social Rent	95.0 95.0	13% 0%	12		880 878		1,140		PLANNING	Planning Fee			23,000				Stamp duty cal	r - Residual			I	Over-extra 4 Infrastructure	0 120 <b>947</b>	15%	%
Grant and Subsidy Sh	Shared Ownershi offordable Rent Social Rent		O O		0	0 0				Architects QS / PM Planning Consult Other Profession		6.00% 0.50% 1.00% 2.50%	542,673 45,223 90,446				Land payment 125,000 250,000 500,000	0% 1% 3%	3% 4%	1,796,343			341		
SITE AREA - Net SITE AREA - Gross	3.20 ha 3.20 ha		30 30			15,897,300	9,120			Build Cost - BCI s106 / CIL	S Based	947	192,000				1,000,000 above	4% 5%	5% 5% <b>Total</b>	89,817					
Sales per Quarter Unit Build Time		uarters Whole Site	Por ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r Closing balance = 0		FINANCE	Contingency Abnormals Fees		2.50%	215,916 0 10,000	9,044,556			Stamp duty cald Land payment 125,000 250,000 500,000	c - Add Profit 0% 1% 3%	3%	1,056,000					
Residual Land Value Alternative Use Value		<b>1,796,343</b> 80,000	561,357	<b>561,357</b> 25,000		RUN CIL MACR	RO ctrl+l			Interest Legal and Valua	ion	7.00%					1,000,000 above	4% 5%	5% 5%						
	20% 300,000 <b>y Threshold</b>	16,000 960,000 <b>1,056,000</b>		5,000 300,000 <b>330,000</b>		Check on phasing dv	Closing balance = 0 wgs nos rrect		SALES	Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	52,800 <b>192,000</b>					
Additional Profit		988,608	/m2 <b>145</b>	I					Developers Pro	% Costs		20.00%		566,406	12,471,522 2,494,304		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	96,000					
RESIDUAL CASH FLO	W FOR INTERI	EST	Year 1				Year 2			% GDV	Year 3	0.00%			0 Year 4				Year 5				Year 6		
INCOME UNITS Started		Q1	Q2	<b>Q3</b>	Q4	Q1	Q2	Q3	<b>Q4</b> 6	Q1	Q2	Q3	<b>Q4</b> 6	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership Affordable Rent Social Rent				0	0 0 0 0	0 0 0	0 0 0 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	833,625 97,256 62,700 0	0 0 0 0	0 0 0 0
Grant and Subsidy  INCOME		0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>993,581</b>	0 <b>993,581</b>	9 <b>93,581</b>	9 <b>93,581</b>	9 <b>93,581</b>	9 <b>93,581</b>	0 <b>993,581</b>	0 <b>993,581</b>	9 <b>93,581</b>	0 <b>993,581</b>	9 <b>93,581</b>	0 <b>993,581</b>	0 <b>993,581</b>	9 <b>93,581</b>	9 <b>93,581</b>	0 <b>993,581</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		89,817 0 26,945																							
Planning Fee Architects QS Planning Consultants Other Professional		23,000 271,337 22,611 45,223 113,057		271,337 22,611 45,223 113,057																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals	<b>;</b>		0 0 0	179,930 4,000 4,498 0	359,860 8,000 8,997 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	539,790 12,000 13,495 0	359,860 8,000 8,997 0	179,930 4,000 4,498 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation		10,000 10,000																							
Agents Legals Misc.		0	0	0 0 10,000	0	0	0 0	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	0 0	0
COSTS BEFORE LAND	D INT AND	611,990	0	650,656	376,857	565,285	565,285	600,060	600,060	600,060	600,060	600,060	600,060	600,060	600,060	600,060	600,060	600,060	600,060	411,632	223,204	34,775	34,775	0	0
	Land Interest of it on Costs rofit on GDV	1,796,343	42,146	42,883	55,020	62,578	73,566	84,746	79,342	73,844	68,250	62,557	56,765	50,872	44,876	38,775	32,567	26,250	19,823	13,283	3,331	0	0	0	0 2,494,304 0
Op	pening Balar	-2,408,333 0 -2,408,333	-42,146 -2,450,479	-693,539 -3,144,018	-431,877 -3,575,895	-627,863 -4,203,758	-638,851 -4,842,608	308,776	314,179 -4,219,654	319,677 -3,899,977	325,272 -3,574,705	330,964	336,756	342,649 -2,564,337	348,645 -2,215,691	354,747 -1,860,945	360,955 -1,499,990	367,271 -1,132,719	373,699 -759,020	568,667 -190,354	767,046 576,693	958,806 1,535,499	958,806 2,494,304	0 2,494,304	-2,494,304 0
CASH FLOW FOR CIL	ADDITIONAL F		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As	as Above	Q1 	Q2 <b>0</b>	Q3 0	Q4 	Q1 0	Q2 <b>0</b>	Q3 993,581	Q4 993,581	Q1 993,581	Q2 993,581	Q3 993,581	Q4 993,581	Q1 993,581	Q2 993,581	Q3 993,581	Q4 993,581	Q1 993,581	Q2 993,581	Q3 993,581	993,581	Q1 993,581	Q2 993,581	Q3 0	Q4 0
EXPENDITURE Land		1,056,000																							
Stamp Duty Easements etc. Legals Acquisition		52,800 0 15,840	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects		23,000 271,337	0 0	0 271,337	0 0	0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0						
QS Planning Consultants Other Professional		22,611 45,223 113,057	0 0 0	22,611 45,223 113,057	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL	•	0 0	0	179,930 <b>70,615</b>	359,860 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790 70,615	539,790	539,790	359,860	179,930	0	0	0	0
Post CIL s106 Contingency Abnormals		0 0	0 0	4,498 0	8,997 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 8,997 0	6,000 4,498 0	0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation		10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0						
Agents Legals		0	0	0	0	0	0	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	29,807 4,968	0 0	0
Misc.  COSTS BEFORE LAND	D INT AND	0 0 <b>1,619,868</b>	0	10,000 <b>717,271</b>	0 439,471	629,900	0 <b>629,900</b>	0 664,675	0 664,675	664,675	664,675	664,675	664,675	0 664,675	0 664,675	0 664,675	0 664,675	0 594,060	0 594,060	0 409,632	0 225,204	0 34,775	0 34,775	0	0 0
For CIL calculation	Interest	_	28,348	28,844	41,901	50,325	62,229	74,341	69,886	65,353	60,741	56,048	51,273	46,415	41,471	36,441	31,323	26,115	19,580	12,931	2,939	0	0	0	0 2,515,133
	Profit on cost					ī				-				•								1			0
Pro	rofit on GDV	-1,619,868	-28,348	-746,115	-481,372	-680,224	-692,128	254,565	259,020	263,553	268,165	272,858	277,633	282,492	287,435	292,466	297,584	373,406	379,941	571,018	765,439	958,806	958,806	0	-2,515,133

SITE NAME at Rockcliffe, S	Site C							]																
INCOME Av Size m2		Number 30		Price £/m2		/ GIA E m2		DEVELOPMEN	T COSTS							Planning fee cal	dwgs				Build Cost BCIS	/m2 800		
Market Housing 95.0	75%	23	3	1,950	0 4,168,125	5 2,138		LAND	Land Stamp Duty		<b>/unit or m2</b> 18,968		569,046			No dwgs No dwgs under 5 No dwgs over 50					CfSH CfSH Lifetime	16 0 11	2.00%	6
Shared Ownership 95.0			4	1,365					Easements etc. Legals Acquisition	on	1.50%	0	31,298			lite ange ever ex		Total			SUDS SUDS	0	0.00%	<b>6</b>
Affordable Rent 95.0  Social Rent 95.0			4 O	880 878				PLANNING	Planning Fee			11,550				Stamp duty calo	- Residual				Over-extra 4 Infrastructure	0 120 <b>947</b>	15%	6
Grant and Subsidy Shared Owners Affordable Rer Social Rent	rship			( (	) (C	) ) )			Architects QS / PM Planning Consult Other Profession		6.00% 0.50% 1.00% 2.50%	169,585 14,132 28,264	294,192			Land payment 125,000 250,000 500,000	0% 1% 3%	3% 4%			,			
SITE AREA - Net 1.00 SITE AREA - Gross 1.00		30 30			4,967,906	6 2,850			Build Cost - BCI s106 / CIL	S Based	947 2.50%	60,000				1,000,000 above	4% 5%	0% 4% <b>Total</b>						
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r Closing balance =		FINANCE	Contingency Abnormals Fees		2.50%	10,000	2,826,424			Land payment 125,000 250,000 500,000	0% 1% 3%	3%						
Residual Land Value Alternative Use Value	<b>569,046</b> 25,000	569,046	<b>569,046</b> 25,000		RUN CIL MACE	RO ctrl+I			Interest Legal and Valuat	ion	7.00%		20,000			1,000,000 above	4% 5%	0% 4%						
Uplift 20% Plus /ha 300,000  Viability Threshold			5,000 300,000 <b>330,000</b>	_	Check on phasing do	Closing balance = wgs nos wrect		SALES	Agents Legals		3.0% 0.5%	24,840				Pre CIL s106		£/ Unit (all) Total	13,200 <b>60,000</b>					
Additional Profit	295,145	£/m2 <b>13</b> 8	В					Developers Pro	% Costs		20.00%		183,877	3,924,836 784,967		Post CIL s106 CIL	1,000	£/ Unit (all) £/m2 <b>Total</b>	30,000					
RESIDUAL CASH FLOW FOR INTE		Year 1				Year 2			% GDV	Year 3				Year 4				Year 5				Year 6		
INCOME UNITS Started	Q1	Q2	<b>Q3</b>	<b>Q4</b>	<b>Q1</b> 5	<b>Q2</b> 5	<b>Q3</b>	<b>Q4</b> 5	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership Affordable Rent Social Rent				0 0 0 0	0 0 0 0	0 0 0 0	694,688 81,047 52,250 0	694,688 81,047 52,250 0	694,688 81,047 52,250 0	694,688 81,047 52,250 0	694,688 81,047 52,250 0	694,688 81,047 52,250 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
Grant and Subsidy INCOME	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>827,984</b>	0 <b>827,984</b>	827,984	0 <b>827,984</b>	0 <b>827,984</b>	0 <b>827,984</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	22,762 0 8,536																							
Planning Fee Architects QS	11,550 84,793 7,066		84,793 7,066																					
Planning Consultants Other Professional Build Cost - BCIS Base	14,132 35,330	0	14,132 35,330 149,942	299,883	449,825	449,825	449,825	449,825	299,883	149,942	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals		0	3,333 3,749 0	6,667 7,497 0	10,000 11,246 0	10,000 11,246 0	10,000 11,246 0	10,000 11,246 0	6,667 7,497 0	3,333 3,749 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals Misc.	0	0	0 0 10,000	0	0	0	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	0	0	0	0 0	0 0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	204,169	0	308,345	314,047	471,071	471,071	500,050	500,050	343,027	186,003	28,979	28,979	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuatic Land Interest Profit on Costs Profit on GDV		13,531	13,768	19,405	25,240	33,926	42,763	37,773	32,695	24,780	13,979	241	0	0	0	0	0	0	0	0	0	0	0	0 784,967 0
Cash Flow Opening Balar		-13,531	-322,113	-333,452	-496,311	-504,997	285,171	290,161	452,263	617,201	785,026	798,763	0	0	0	0	0	0	0	0	0	0	0	-784,967
Closing Balan	-773,214	-786,746	-1,108,858	-1,442,311	-1,938,622	-2,443,618	-2,158,447	-1,868,286	-1,416,023	-798,822	-13,796	784,967	784,967	784,967	784,967	784,967	784,967	784,967	784,967	784,967	784,967	784,967	784,967	0
INCOME As Above	AL PROFIT Q1	Year 1 Q2	<b>1</b> Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME  EXPENDITURE  Land	330,000	0	0	0	0	0	827,984	827,984	827,984	827,984	827,984	827,984	0	0	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition	13,200 0 4,950	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects	11,550 84,793	0 0	0 84,793	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
QS Planning Consultants Other Professional	7,066 14,132 35,330	0 0 0	7,066 14,132 35,330	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	149,942 <b>73,786</b>	299,883 73,786	449,825 73,786	449,825 73,786	449,825	449,825	299,883	149,942 I I	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency Abnormals	0 0	0 0	3,749 0	73,786 7,497 0	73,786 5,000 11,246 0	73,786 5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 7,497 0	5,000 3,749 0	0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals Misc	0 0	0	0 0 10,000	0	0 0	0	24,840 4,140 0	24,840 4,140	24,840 4,140 0	24,840 4,140	24,840 4,140	24,840 4,140	0	0	0	0	0	0	0	0	0 0	0	0	0
COSTS BEFORE LAND INT AND	521,021	0	378,798	381,167	539,857	539,857	495,050	4 <b>95,050</b>	341,360	1 <b>87,670</b>	2 <b>8,979</b>	2 <b>8,979</b>	0	0	<b>0</b>	0	0	0	0	<b>0</b>	0	0	0	0
For CIL calculation  Interest  Profit on cost		9,118	9,277	16,069	23,020	32,871	42,893	37,818	32,653	24,709	13,936	197	0	0	0	0	0	0	0	0	0	0	0	0 787,558
Profit on GDV  Cash Flow  Opening Balar		-9,118	-388,075	-397,235	-562,877	-572,728	290,041	295,117	453,971	615,606	785,069	798,808	0	0	0	0	0	0	0	0	0	0	0	-787,558
Closing Balan	-521,021	-530,139	-918,214	-1,315,450	-1,878,327	-2,451,054	-2,161,014	-1,865,897	-1,411,926	-796,320	-11,250	787,558	787,558	787,558	787,558	787,558	787,558	787,558	787,558	787,558	787,558	787,558	787,558	0



SITE NAME	and off Hill Head								]																
INCOME	Av Size m2	%	Number 40		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee cal Planning app fee		rate			Build Cost BCIS	/m2 800		
Market Housing	95.0	70%	28		2,300	6,118,000	2,660		LAND	Land Stamp Duty		/unit or m2 34,996	<b>Total</b>     69,993	1,399,854			No dwgs under 5	40 40	385 115	15,400		CfSH CfSH Lifetime	16 0	2.00%	6
Shared Ownership	95.0	15%	6		1,610	917,700	570			Easements etc. Legals Acquisition	on	1.50%	0	90,990			No dwgs over 50		Total	15,400		SUDS SUDS	0	0.00%	6
Affordable Rent	95.0	15%	6		1,000				PLANNING												•	Over-extra 4 Infrastructure	0 120	15%	
Social Rent  Grant and Subsidy	95.0 Shared Ownersh	0% in	0		1,035	0	0			Planning Fee Architects QS / PM		6.00% 0.50%	15,400 226,114 18,843				Stamp duty calc Land payment 125,000	: - Residual	<mark> </mark> 1%	1,399,854			947		
	Affordable Rent Social Rent	•			0	0 0				Planning Consult Other Profession		1.00% 2.50%	37,686 94,214	392,257			250,000 500,000	1% 3%	3% 4%						
SITE AREA - Net SITE AREA - Gross	1.33 ha 1.33 ha		30 30			7,605,700	3,800		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	947	3,598,600 80,000				1,000,000 above	4% 5%	5% 5% <b>Total</b>	69,993					
Sales per Quarter Unit Build Time		uarters				RUN Residual N			FINANCE	Contingency Abnormals		2.50%	89,965 0	3,768,565			Stamp duty cald Land payment 125,000 250,000	0% 1%	1% 3%	438,900					
Residual Land Value Alternative Use Value		Whole Site 1,399,854 33,250	Per ha NE I 1,052,522	Per ha GROSS 1,052,522 25,000		RUN CIL MACR	Closing balance =	0		Fees Interest Legal and Valuat	ion	7.00%	10,000	20,000			500,000 1,000,000 above	3% 4% 5%	4% 5% 5%						
Uplift Plus /ha	20%	6,650 399,000 <b>438,900</b>		5,000 300,000 <b>330,000</b>		Check on phasing dw	Closing balance =		SALES	Agents Legals		3.0% 0.5%	228,171 38,029	,			Pre CIL s106	2,000 £	Total £/ Unit (all) Total	21,945 <b>80,000</b>	]				
Additional Profit	_	1,133,117	C/m2 <b>426</b>	Ī					Developers Pro	Misc.		20.00%	10,000	276,200	5,947,865 1,189,573		Post CIL s106 CIL	1,000		40,000					
DECIDITAL CACILE	OW FOR INTER	VECT.	V4				V 0			% GDV	V2	0.00%			0					40,000	l		VC		
RESIDUAL CASH FL	OW FOR INTER	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				5	5	5	5	5 764,750	5 764,750	5 764,750	5 764,750	764,750	764,750	764,750	764,750	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent					0 0 0	0 0	0 0 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Grant and Subsidy INCOME		0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		69,993 0 20,998																							
Planning Fee		15,400		440.055																					
Architects QS Planning Consultants Other Professional		113,057 9,421 18,843 47,107		113,057 9,421 18,843 47,107																					
Build Cost - BCIS Bas s106/CIL Contingency Abnormals	se		0 0 0	149,942 3,333 3,749 0	299,883 6,667 7,497 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	299,883 6,667 7,497 0	149,942 3,333 3,749 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0
Finance Fees Legal and Valuation		10,000 10,000																							
Agents Legals		0 0	0 0	0 0	0 0	0	0 0	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc.  COSTS BEFORE LA	ND INT AND I	314,819	0	10,000 <b>355,452</b>	314,047	471,071	471,071	504,346	504,346	504,346	504,346	347,322	190,298	33,275	33,275	0	0	0	0	0	0	0	0	0	0
	Land Interest Profit on Costs Profit on GDV	1,399,854	30,007	30,532	37,287	43,435	52,439	61,600	54,867	48,016	41,044	33,951	23,986	11,099	0	0	0	0	0	0	0	0	0	0	0 1,189,573 0
	Cash Flow	-1,714,672	-30,007	-385,984	-351,334	-514,506	-523,509	384,767	391,500	398,351	405,323	569,439	736,428	906,339	917,438	0	0	0	0	0	0	0	0	0	-1,189,573
	Opening Balar Closing Balan	0 -1,714,672	-1,744,679	-2,130,663	-2,481,997	-2,996,502	-3,520,012	-3,135,245	-2,743,745	-2,345,393	-1,940,071	-1,370,631	-634,204	272,135	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	0
CASH FLOW FOR CI	IL ADDITIONAL	PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME INCOME	As Above	Q1 <b>0</b>	Q2	Q3 0	Q4	Q1	Q2 	Q3 950,713	950,713	Q1 950,713	Q2 950,713	Q3 <b>950,713</b>	Q4 950,713	Q1 950,713	Q2 950,713	Q3	Q4	Q1 0	Q2 	Q3	Q4 0	Q1	Q2 0	Q3	Q4 0
EXPENDITURE								300,110		000,110		333,113					•								
Land Stamp Duty		438,900 21,945	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 6,584	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		15,400 113,057	0	0 113,057	0	0	0 0	0 0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0 0
QS Planning Consultants		9,421 18,843	0	9,421 18,843	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0
Other Professional  Build Cost - BCIS Bas	se	47,107 0	0	47,107 149,942	0 299,883	0 449,825	0 449,825	0 449,825	0 449,825	0 449,825	0 449,825	0 299,883	0 149,942	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106				188,853	188,853	188,853 5,000	188,853 5,000	188,853 5,000	188,853 5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	3,749 0	7,497 0	11,246 0	11,246 0	11,246 0	11,246 0	11,246 0	11,246 0	7,497 0	3,749 0	0	0	0	0 0	0 0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals		0	0	0	0	0	0	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	0	0	0	0	0	0	0	0	0	0
Misc.  COSTS BEFORE LA	ND INT AND I	0 <b>691,257</b>	0 <b>0</b>	10,000 <b>540,971</b>	0 <b>496,233</b>	0 <b>654,923</b>	0 <b>654,923</b>	0 688,198	0 688,198	0 499,346	0 499,346	0 <b>345,655</b>	0 191,965	0 33,275	0 33,275	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0
For CIL calculation																									
	Interest Profit on cost Profit on GDV		12,097	12,309	21,991	31,060	43,065	55,280	51,653	47,963	40,903	33,720	23,722	10,859	0	0	0	0	0	0	0	0	0	0	0 1,203,513 0
	Cash Flow Opening Balar	-691,257 0	-12,097	-553,280	-518,224	-685,983	-697,988	207,235	210,861	403,404	410,464	571,337	735,026	906,579	917,438	0	0	0	0	0	0	0	0	0	-1,203,513
	Closing Balan	-691,257	-703,354	-1,256,634	-1,774,858	-2,460,841	-3,158,829	-2,951,595	-2,740,733	-2,337,329	-1,926,866	-1,355,529	-620,503	286,076	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	0

SITE NAME d off Scotby R	Road							]																
INCOME Av Size m2		Number 40		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee cal Planning app fee		rate			Build Cost BCIS	/m2 800		
Market Housing 95.0	70%	28	3	2,300	0 6,118,000	2,660		LAND	Land Stamp Duty		/unit or m2 34,996	_	1,399,854			No dwgs No dwgs under 5 No dwgs over 50					CfSH CfSH Lifetime	16 0	2.00%	6
Shared Ownership 95.0		6	3	1,610					Easements etc. Legals Acquisition	on	1.50%	0	90,990			ino dwgs over 30		Total			SUDS SUDS	0	0.00%	6
Affordable Rent 95.0 Social Rent 95.0		6		1,000				PLANNING	Planning Fee			15,400				Stamp duty calo	- Posidual				Over-extra 4 Infrastructure	0 120 <b>947</b>	15%	6
Grant and Subsidy Shared Owners Affordable Rer Social Rent	rship	v	,	(		) ) )			Architects QS / PM Planning Consult Other Profession		6.00% 0.50% 1.00% 2.50%	226,114 18,843 37,686	392,257			Land payment 125,000 250,000 500,000	0% 1% 3%	3% 4%				341		
SITE AREA - Net 1.34 SITE AREA - Gross 1.34		30 30			7,605,700	3,800			Build Cost - BCIS s106 / CIL	S Based	947	80,000				1,000,000 above	4% 5%							
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NFT	Per ha GROSS		RUN Residual I	MACRO ctrl+r Closing balance =		FINANCE	Contingency Abnormals Fees		2.50%	89,965 0 10,000	3,768,565			Stamp duty cald Land payment 125,000 250,000 500,000	c - Add Profit 0% 1% 3%	3%						
Residual Land Value Alternative Use Value Uplift 20%	1,399,854 33,500 6,700				RUN CIL MACR	_			Interest Legal and Valuat	ion	7.00%		20,000			1,000,000 above	4% 5%	5%						
Plus /ha 300,000  Viability Threshold	402,000		300,000 <b>330,000</b>		Check on phasing dv				Agents Legals		3.0% 0.5%					Pre CIL s106		£/ Unit (all) Total	80,000					
Additional Profit	1,129,361	£/m2 <b>425</b>						Developers Pro	Misc.  fit  % Costs		20.00%	10,000	276,200	5,947,865 1,189,573		Post CIL s106 CIL	1,000 0							
RESIDUAL CASH FLOW FOR INTE	EREST	Year 1	I			Year 2			% GDV	Year 3	0.00%			0 Year 4				Year 5				Year 6		
INCOME UNITS Started	Q1	Q2	<b>Q3</b> 5	Q4	Q1	Q2 5	<b>Q3</b> 5	<b>Q4</b> 5	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership Affordable Rent Social Rent			Ü	0 0 0 0	0 0 0 0	0 0 0 0	764,750 114,713 71,250 0	764,750 114,713 71,250 0	764,750 114,713 71,250 0	764,750 114,713 71,250 0	764,750 114,713 71,250 0	764,750 114,713 71,250 0	764,750 114,713 71,250 0	764,750 114,713 71,250 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
Grant and Subsidy INCOME	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	0 <b>950,713</b>	0 <b>950,713</b>	0 <b>950,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	69,993 0 20,998																							
Planning Fee Architects QS Planning Consultants	15,400 113,057 9,421 18,843		113,057 9,421 18,843																					
Other Professional  Build Cost - BCIS Base s106/CIL Contingency	47,107	0	47,107 149,942 3,333 3,749	299,883 6,667 7,497	449,825 10,000 11,246	449,825 10,000 11,246	449,825 10,000 11,246	449,825 10,000 11,246	449,825 10,000 11,246	449,825 10,000 11,246	299,883 6,667 7,497	149,942 3,333 3,749	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0
Abnormals Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	10,000	0	0	0	0	0	28,521	28,521	28,521	28,521	28,521	28,521	28,521	28,521	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc.	0	0	0 10,000	0	0	0	4,754	4,754	4,754	4,754	4,754	4,754	4,754	4,754	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND I	314,819	0	355,452	314,047	471,071	471,071	504,346	504,346	504,346	504,346	347,322	190,298	33,275	33,275	0	0	0	0	0	0	0	0	0	0
For Residual Valuatio Land Interest Profit on Costs Profit on GDV	,,,,,,,	30,007	30,532	37,287	43,435	52,439	61,600	54,867	48,016	41,044	33,951	23,986	11,099	0	0	0	0	0	0	0	0	0	0	0 1,189,573 0
Cash Flow Opening Balar		-30,007	-385,984	-351,334	-514,506	-523,509	384,767	391,500	398,351	405,323	569,439	736,428	906,339	917,438	0	0	0	0	0	0	0	0	0	-1,189,573
Closing Balan		-1,744,679	-2,130,663	-2,481,997	-2,996,502	-3,520,012	-3,135,245	-2,743,745	-2,345,393	-1,940,071	-1,370,631	-634,204	272,135	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	0
INCOME As Above	Q1	Year 1 Q2	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	<b>Year 4</b> Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	<b>Year 6</b> Q2	Q3	Q4
INCOME  EXPENDITURE Land	<b>0</b> 442,200	0	0	0	0	0	950,713	950,713	950,713	950,713	950,713	950,713	950,713	950,713	0	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition	22,110 0 6,633	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects QS	15,400 113,057 9,421	0 0	0 113,057 9,421	0 0 0	0 0	0 0 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0	0 0 0	0 0	0 0	0 0 0	0 0 0	0 0	0 0 0	0 0	0 0 0
Planning Consultants Other Professional	18,843 47,107	0	9,421 18,843 47,107	0	0 0	0	0	0	0 0	0	0	0 0	0	0	0	0 0	0 0	0 0	0	0 0	0	0	0	0 0
Build Cost - BCIS Base POTENTIAL CIL	0	0	149,942 <b>188,227</b>	299,883 188,227	449,825 188,227	449,825 188,227	449,825 188,227	449,825 188,227	449,825	449,825	299,883	149,942	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0 0	0 0	3,749 0	7,497 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 7,497 0	5,000 3,749 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents Legals	0	0	0 0	0 0	0	0 0	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0
Misc.  COSTS BEFORE LAND INT AND I	0 <b>694,771</b>	0 <b>0</b>	10,000 <b>540,345</b>	0 <b>495,607</b>	654,297	6 <b>54,297</b>	0 <b>687,572</b>	0 <b>687,572</b>	0 <b>499,346</b>	0 <b>499,346</b>	0 <b>345,655</b>	0 <b>191,965</b>	0 <b>33,275</b>	0 <b>33,275</b>	<b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
For CIL calculation  Interest  Profit on cost		12,158	12,371	22,044	31,103	43,097	55,302	51,664	47,964	40,904	33,721	23,723	10,860	0	0	0	0	0	0	0	0	0	0	0 1,203,465
Profit on GDV  Cash Flow  Opening Balar	-694,771	-12,158	-552,717	-517,651	-685,400	-697,395	207,839	211,476	403,403	410,463	571,336	735,025	906,578	917,438	0	0	0	0	0	0	0	0	0	-1,203,465
		-706,930	-1,259,646	-1,777,297	-2,462,697	-3,160,092	-2,952,253	-2,740,778	-2,337,374	-1,926,912	-1,355,575	-620,551	286,027	1,203,465	1,203,465	1,203,465	1,203,465	1,203,465	1,203,465	1,203,465	1,203,465	1,203,465	1,203,465	0



SITE NAME Hill Farm																								
INCOME Av Size		Number 42		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca Planning app fee		rate			Build Cost BCIS	/m2 800		
larket Housing 95.0	0 75%	32		1,950	5,835,375	2,993		LAND	Land		/unit or m2 18,768	Total	788,255			No dwgs No dwgs under s		385	16,170		CfSH CfSH	16	2.00	)%
Shared Ownership 95.0	0 13%	5		1,365	680,794	499			Stamp Duty Easements etc. Legals Acquisition	on.	1.50%	31,530 0 11,824	43,354			No dwgs over 50	0	115 <b>Total</b>	16,170	) )	Lifetime SUDS SUDS	11 0	0.00	.0°/ <sub>~</sub>
Affordable Rent 95.0	0 13%	5		880	438,900	499		PLANNING	Legais Acquisiti	OII	1.30%	11,024	43,334								Over-extra 4 Infrastructure	0 120		5%
Social Rent 95.0		0		878	0	0			Planning Fee Architects		6.00%	16,170 237,420				Stamp duty calc			788,255	5		947		
Grant and Subsidy Shared Owne Affordable Re Social Rent	•			0	0 0				QS / PM Planning Consul Other Professio		0.50% 1.00% 2.50%	19,785 39,570 98,925				125,000 250,000 500,000	0% 1% 3%	1% 3% 4%						
	0 ha	30	/ha	U	6,955,069	3,990		CONSTRUCT		nai	2.50%	98,925	411,869			1,000,000 above	4% 5%	4% 0% 4%						
	0 ha	30				,			Build Cost - BCl s106 / CIL	S Based	947	3,778,530 84,000						Total	31,530					
Sales per Quarter 0 Unit Build Time 3	Quarters								Contingency Abnormals		2.50%	94,463 0	3,956,993			Stamp duty calc Land payment 125,000	c - Add Profit	<mark> </mark> 1%	462,000	<mark>)</mark>				
Offic Build Fifthe 3		I Per ha NET	Per ha GROSS		RUN Residual M	MACRO ctrl+r losing balance =	0	FINANCE	Fees			10,000				250,000 500,000	1% 3%	3% 4%						
Residual Land Value Alternative Use Value	<b>788,255</b> 35,000		25,000		RUN CIL MACR				Interest Legal and Valua	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%	0% 4%						
Uplift 20% Plus /ha 300,000  Viability Threshold	7,000 420,000 d <b>462,000</b>		5,000 300,000 <b>330,000</b>	•	Check on phasing dw	losing balance =	0 <b>1</b>	SALES	Agents		3.0%	208,652				Pre CIL s106	2 000 f	Total  / Unit (all)	18,480	<u>)</u> T				
Table 1		£/m2	333,333			rect			Legals Misc.		0.5%	34,775 10,000		5,473,899		. 10 0.2 0.00		otal	84,000	D				
Additional Profit	411,792	138	I					Developers Pr								Post CIL s106 CIL	1,000 0	£/m2						
									% Costs % GDV		20.00%			1,094,780 0				Total	42,000	0]				
RESIDUAL CASH FLOW FOR INT	CEREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			2	5 0	5	5	5 277,875	5 694,688	5 694,688	5 694,688	5 694,688	694,688	694,688	694,688	694,688	0	0	Λ	0	٥	0	Λ	Λ	0
Market Housing Shared Ownership Affordable Rent				0	0 0	0	32,419 20,900	81,047 52,250	81,047 52,250	81,047 52,250	81,047 52,250	81,047 52,250	81,047 52,250	81,047 52,250	81,047 52,250	0	0 0	0	0	0	0 0	0	0	0
Social Rent Grant and Subsidy				0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0
INCOME EXPENDITURE	0	0	0	0	0	0	331,194	827,984	827,984	827,984	827,984	827,984	827,984	827,984	827,984	0	0	0	0	0	0	0	0	0
Stamp Duty Easements etc.	31,530 0																							
Legals Acquisition	11,824																							
Planning Fee Architects	16,170 118,710		118,710																					
QS Planning Consultants Other Professional	9,892 19,785 49,462		9,892 19,785 49,462																					
Build Cost - BCIS Base	10,102	0	59,977	209,918	359,860	449,825	449,825	449,825	449,825	449,825	449,825	299,883	149,942	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency		0	1,333 1,499	4,667 5,248	8,000 8,997	10,000 11,246	10,000 11,246	10,000 11,246	10,000 11,246	10,000 11,246	10,000 11,246	6,667 7,497	3,333 3,749	0	0	0	0	0	0	0	0	0	0	0
Abnormals Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	10,000																							
Agents Legals Misc.	0	0	0 0 10,000	0	0	0 0	9,936 1,656	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	0 0	0	0	0 0	0	0	0 0	0	0
COSTS BEFORE LAND INT AND	277,374	0	270,659	219,833	376,857	471,071	482,662	500,050	500,050	500,050	500,050	343,027	186,003	28,979	28,979	0	0	0	0	0	0	0	0	0
For Residual Valuatio Land	d 788,255																							
Interesi Profit on Costs Profit on GDV	s	18,648	18,975	24,043	28,311	35,402	44,265	47,690	42,786	37,796	32,719	27,552	19,548	8,655	0	0	0	0	0	0	0	0	0	0 1,094,78 0
Cash Flow	-1,065,628	-18,648	-289,634	-243,876	-405,168	-506,472	-195,734	280,244	285,148	290,138	295,216	457,406	622,434	790,350	799,005	0	0	0	0	0	0	0	0	-1,094,78
Opening Bala Closing Balar	ar O	-1,084,277	-1,373,911	-1,617,787	-2,022,955	-2,529,427	-2,725,161	-2,444,917	-2,159,769	-1,869,630	-1,574,414	-1,117,009	-494,575	295,775	1,094,780	1,094,780	1,094,780	1,094,780	1,094,780	1,094,780	1,094,780	1,094,780	1,094,780	
CASH FLOW FOR CIL ADDITION	AL PROFIT	Year 1				Year 2	<u>!</u>			Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME EXPENDITURE	0	0	0	0	0	0	331,194	827,984	827,984	827,984	827,984	827,984	827,984	827,984	827,984	0	0	0	0	0	0	0	0	0
Land	462,000																							
Stamp Duty Easements etc.	18,480 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Legals Acquisition	6,930 16,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS	118,710 9,892	0	118,710 9,892	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0
Planning Consultants Other Professional	19,785 49,462	0 0	19,785 49,462	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Build Cost - BCIS Base	0	0	59,977	209,918	359,860	449,825	449,825	449,825	449,825	449,825	449,825	299,883	149,942	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106 Contingency	0	0	<b>58,827</b> 1,499	58,827 5,248	58,827 2,000 8,997	58,827 5,000 11,246	58,827 5,000 11,246	58,827 5,000 11,246	58,827 5,000 11,246	5,000 11,246	5,000 11,246	5,000 7,497	5,000 3,749	0	0	0	0   0	0	0	0	0 I 0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals	0 0	0 0	0 0	0 0	0	0 0	9,936 1,656	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	24,840 4,140	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc. COSTS BEFORE LAND INT AND	0 721,430	0 0	10,000 <b>328,153</b>	0 <b>273,994</b>	0 429,684	0 <b>524,898</b>	0 536,490	0 553,877	0 553,877	0 495,050	0 495,050	0 341,360	0 187,670	0 28,979	0 28,979	0 <b>0</b>	0 0	0	0 0	0 <b>0</b>	0 0	0 0	0	0 <b>0</b>
For CIL calculation Interest Profit on cost	st st	12,625	12,846	18,813	23,938	31,876	41,619	45,941	41,948	37,885	32,721	27,468	19,432	8,567	0	0	0	0	0	0	0	0	0	0 1,099,88
Profit on GDV																								0
Cash Flow Opening Bala		-12,625	-340,999	-292,807	-453,621	-556,774	-246,915	228,166	232,159	295,049	300,213	459,157	620,882	790,438	799,005	0	0	0	0	0	0	0	0	-1,099,89
Closing Balar	n -721,430	-734,055	-1,075,054	-1,367,861	-1,821,482	-2,378,256	-2,625,172	-2,397,005	-2,164,846	-1,869,796	-1,569,584	-1,110,427	-489,545	300,893	1,099,898	1,099,898	1,099,898	1,099,898	1,099,898	1,099,898	1,099,898	1,099,898	1,099,898	, 0

SITE NAME	at Brookside Ho	ouse																							
INCOME	Av Size m2	%	Number 20		Price £/m2		/ GIA £ m2		DEVELOPMEN	т соѕтѕ							Planning fee cal Planning app fee		rate			Build Cost BCIS	/m2 800		
Market Housing	95.0	75%	15	5	1,950	0 2,778,750	0 1,425		LAND	Land Stomp Duty		/unit or m2 16,421	Total	328,411			No dwgs under 5	20 20	385			CfSH CfSH	16 0	2.00	%
Shared Ownership	95.0	13%	3	3	1,36	5 324,188	8 238			Stamp Duty Easements etc. Legals Acquisition	on	1.50%	9,852 0 4,926	14,779			No dwgs over 50		115 <b>Total</b>			Lifetime SUDS SUDS	0 40	5.00 <sup>0</sup>	%
Affordable Rent	95.0	13%	3	3	880				PLANNING												1	Over-extra 4 Infrastructure	0 80	10	
Social Rent Grant and Subsidy	95.0 Shared Ownersh	0%	C	)	878	8 ( n (	0 0			Planning Fee Architects QS / PM		6.00% 0.50%	7,700 115,756 9,646				Stamp duty calc Land payment 125,000	: - Residual	1%	328,411			947		
	Affordable Rent Social Rent	•			(	0 (	0			Planning Consult Other Professio		1.00% 2.50%	19,293 48,232	200,627			250,000 500,000	1% 3%	3% 0%						
SITE AREA - Net SITE AREA - Gross	0.68 ha 0.68 ha		29 29			3,311,938	8 1,900		CONSTRUCTION	<b>DN</b> Build Cost - BCI	S Rasad	947	1,799,300				1,000,000 above	4% 5%	0% 3% <b>Total</b>						
SITE AREA - GIUSS	U.00 Tk	<u>a</u>		g /IIa						s106 / CIL Contingency	o baseu	5.00%	40,000				Stamp duty calc	- Add Profit	Total	9,032	] ]				
Sales per Quarter Unit Build Time	0 3 Q	Quarters								Abnormals			0	1,929,265			Land payment 125,000	0%	1%						
Residual Land Value		Whole Site <b>328,411</b>	Per ha NET 482,958	Per ha GROSS 482,958	1	RUN Residual	MACRO ctrl+r Closing balance =	0	FINANCE	Fees Interest		7.00%	10,000				250,000 500,000 1,000,000	1% 3% 4%	3% 0% 0%						
Alternative Use Value Uplift	20%	238,000 47,600	·	350,000 70,000		RUN CIL MACE	RO ctrl+I Closing balance =	0		Legal and Valua	tion		10,000	20,000			above	5%	3% <b>Total</b>						
Plus /ha <b>Viab</b> i	a 0 ility Threshold	2 <b>85,600</b>		420,000	]	Check on phasing d	lwgs nos prrect		SALES	Agents Legals		3.0% 0.5%	99,358 16,560				Pre CIL s106		E/ Unit (all) Fotal	40,000	]				
Additional Profit		67,211	£/m2 <b>47</b>	7		33	,100t	l		Misc.		0.070	10,000	125,918	2,618,999		Post CIL s106	1,000		+0,000	]				
				_					Developers Pro	ofit % Costs % GDV		20.00% 0.00%			523,800		CIL	0	£/m2 <b>Total</b>	20,000					
RESIDUAL CASH FI	LOW FOR INTER	REST	Year 1	1			Year 2			<i>7</i> ₀ GDV	Year 3				Year 4				Year 5				Year 6		
INCOME UNITS Started		Q1	Q2	Q3 3	Q4 3	Q1	Q2 3	Q3	<b>Q4</b> 3	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Market Housing Shared Ownership				3	0	0 0	0	3 416,813 48,628	416,813 48,628	416,813 48,628	416,813 48,628	416,813 48,628	416,813 48,628	277,875 32,419	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy					0	0 0	0	31,350 0	31,350 0	31,350 0	31,350 0	31,350 0	31,350 0	20,900 0	0	0	0	0	0	0	0	0 0	0	0	0
INCOME	:	0	0	0	0	0	0	496,791	496,791	496,791	496,791	496,791	496,791	331,194	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE Stamp Duty		9,852																							
Easements etc. Legals Acquisition		0 4,926																							
Planning Fee Architects		7,700 57,878		57,878																					
QS Planning Consultants Other Professional		4,823 9,646 24,116		4,823 9,646 24,116																					
Build Cost - BCIS Ba	ase	_,,	0	89,965	179,930	269,895	269,895	269,895	269,895	239,907	149,942	59,977	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL Contingency Abnormals			0	2,000 4,498 0	4,000 8,997 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	5,333 11,995 0	3,333 7,497 0	1,333 2,999 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Finance Fees		10,000	-	-	•		-	·	•		•	·	·	-	·	-	-		-	-	-		-	-	-
Legal and Valuation Agents		10,000	0	0	0	0	0	14,904	14,904	14,904	14,904	14,904	14,904	9,936	0	0	0	0	0	0	0	0	0	0	0
Legals Misc.		0	0	0 10,000	0	0	0	2,484	2,484	2,484	2,484	2,484	2,484	1,656	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LA	AND INT AND I	138,942	0	202,927	192,927	289,390	289,390	306,777	306,777	274,623	178,160	81,697	17,388	11,592	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuati	Interest	328,411	8,179	8,322	12,019	15,605	20,943	26,373	23,510	20,596	17,068	11,791	4,733	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs Profit on GDV																								523,800 0
	Cash Flow Opening Balar	-467,353 0	-8,179	-211,248	-204,945	-304,995	-310,332	163,640	166,503	201,572	301,562	403,303	474,670	319,602	0	0	0	0	0	0	0	0	0	0	-523,800
	Closing Balan	-467,353	-475,532	-686,780	-891,725	-1,196,720	-1,507,052	-1,343,413	-1,176,909	-975,337	-673,775	-270,472	204,198	523,800	523,800	523,800	523,800	523,800	523,800	523,800	523,800	523,800	523,800	523,800	0
CASH FLOW FOR C		<b>PROFIT</b> Q1	Year 1 Q2	<b>1</b> Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME INCOME	As Above	0	0	0	0	0	0	496,791	496,791	496,791	496,791	496,791	496,791	331,194	0	0	0	0	0	0	0	0	0	0	0
<b>EXPENDITURE</b> Land		285,600																							
Stamp Duty Easements etc.		8,568 0	0 0	0 0	0 0	0	0 0	0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Legals Acquisition		4,284	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects QS		7,700 57,878 4,823	0 0 0	0 57,878 4,823	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Planning Consultants Other Professional		9,646 24,116	0	9,646 24,116	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Ba	ase	0 0	0	89,965 <b>13,442</b>	179,930 13,442	269,895 13,442	269,895 13,442	269,895 13,442	269,895	239,907	149,942	59,977	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency		0	0	4,498	8,997	3,000 13,495	3,000 13,495	3,000 13,495	3,000 13,495	3,000 11,995	3,000 7,497	2,000 2,999	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0   0	0 0	0 0	0 0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals		0	0	0 0 000	0	0 0	0	14,904 2,484	14,904 2,484	14,904 2,484	14,904 2,484	14,904 2,484	14,904 2,484	9,936 1,656	0	0	0	0	0	0	0	0 0	0	0	0
Misc. COSTS BEFORE LA	AND INT AND I	0 <b>422,615</b>	<b>0</b>	10,000 <b>214,369</b>	0 <b>202,369</b>	299,832	0 <b>299,832</b>	0 <b>317,220</b>	0 <b>303,777</b>	272,290	0 <b>177,826</b>	8 <b>2,363</b>	0 <b>17,388</b>	0 <b>11,592</b>	<b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	<b>0</b>	0	0 <b>0</b>	0	0 <b>0</b>	0	0 <b>0</b>
For CIL calculation			_				_	_		_			į												
	Interest Profit on cost Profit on GDV		7,396	7,525	11,408	15,149	20,662	26,270	23,587	20,623	17,055	11,771	4,725	0	0	0	0	0	0	0	0	0	0	0	0 524,294 0
	Cash Flow	-422,615	-7,396	-221,894	-213,777	-314,981	-320,493	153,301	169,426	203,878	301,910	402,656	474,678	319,602	0	0	0	0	0	0	0	0	0	0	-524,294
	Opening Balar Closing Balan	0 -422,615	-430,011	-651,905	-865,682	-1,180,663	-1,501,157	-1,347,856	-1,178,430	-974,552	-672,642	-269,986	204,692	524,294	524,294	524,294	524,294	524,294	524,294	524,294	524,294	524,294	524,294	524,294	0

Column	SITE NAME nd at Troutbe	ck																							
Column   C							GIA m2			T COSTS								e dwgs	rate			BCIS			
Control   Cont	Market Housing 95.0	70%	47	7	2,300	0 10,247,650	4,456		LAND								No dwgs under 8	5 17				CfSH	16 0	2.00%	6
The content of the	hared Ownership 95.0	15%	10	)	1,610	1,537,148	955			Easements etc.	on	1.50%	0	)			No awgs over 50					SUDS	0	0.00	%
Company   Comp									PLANNING												1	Over-extra 4	0 120		
The content			(	)	1,035	5 0	0			Architects			378,741				Land payment		1%				947		
Martin	Affordable Re	•			0	0 0	)			Planning Consult		1.00%	63,123	}			250,000 500,000	1%	3% 4%						
Control   Cont						12,739,548	6,365			Build Cost - BCI	S Based	947						4% 5%	5%						
Part	Oulos per additor	Quarters				PLIN Posidual N	MACPO cérlur			Contingency		2.50%					Land payment 125,000	0%							
1	Residual Land Value					C	Closing balance =	0	INANOL	Interest		7.00%					500,000	3%	4% 5%						
Part		11,150		5,000				0	SALES	Legal and Valuat	ion		10,000	20,000			above	5%							
Control   Cont		735,900								Legals			63,698				Pre CIL s106			134,000					
Part	Additional Profit			9					Developers Pro				10,000	455,884	9,900,303	] 1		1,000	` '						
THE COLOR OF THE C										% Costs					1,980,061 0		CIL	0		67,000					
Secretary Secret	RESIDUAL CASH FLOW FOR INTE	Î			Q4	Q1			Q4	Q1			Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4
The content	UNITS Started Market Housing			3	6	6 0	6 0				917,700				917,700					0	0	0	0	0	0
Column   C	Shared Ownership Affordable Rent Social Rent				0 0 0	0 0	0 0 0													0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
The control of the co	Grant and Subsidy	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>570,428</b>	0 <b>1,140,855</b>	0 <b>1,140,855</b>	0 <b>760,570</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0								
TRESTORY NO. 1989 NO.	EXPENDITURE Stamp Duty	116.072																							
THE STATE WAS ASSETTION OF THE STATE WAS ASSETTION.  ***TATE WAS ASSETTION OF THE STATE WAS ASSETTION OF THE STATE WAS ASSETTION OF THE STATE WAS ASSETTION. THE STATE WAS ASSETTION OF THE STATE WAS ASSETTION. THE STATE WAS ASSETTION OF THE STATE WAS ASSETTION. THE STATE WAS ASSETTION OF THE STATE WAS ASSETTION. THE STATE WAS ASSETTION OF THE STATE WAS ASSETTION. THE STA	Easements etc. Legals Acquisition	0																							
The properties of the properti				190 270																					
Property   Property	QS	15,781		15,781																					
1822   19	Other Professional			78,904																					
Section 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	s106/CIL		0	2,000	6,000	10,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	10,667	6,667	2,667	0 0	0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Property of the part   Property of the part	Abnormals		0		0	_	0	0		0		0		0	0		0	0	0	0	0	0	0	0	0
Part	Finance Fees Legal and Valuation	*																							
Column 1	Agents Legals	0 0	0 0	0 0	0 0	0	0 0														0 0	0 0	0 0	0 0	0 0
Final	Misc.	495,011	0	•	282,642	471,071	565,285	585,250	605,215	605,215	605,215	605,215	605,215	605,215	542,405	353,977	165,549	39,930	26,620	0	0	0	0	0	0
Part   Part	For Residual Valuatio Land	2,321,444																							
Section   Control   Cont	Profit on Costs		49,288	50,151	58,375	64,343	73,713	84,895	86,640	78,783	70,788	62,653	54,376	45,953	37,384	27,565	14,277	0	0	0	0	0	0	0	0 1,980,06
Company   Comp		-2,816,455	-49,288	-469,982	-341,018	-535,414	-638,997	-99,717	449,000	456,858	464,853	472,988	481,265	489,687	561,066	759,313	961,029	1,100,925	733,950	0	0	0	0	0	-1,980,06
Column   C	_	0	-2,865,743	-3,335,725	-3,676,743	-4,212,157	-4,851,154			-4,045,014				-2,136,222						1,980,061	1,980,061	1,980,061	1,980,061	1,980,061	0
Marcon   M		ı			Q4	Q1			Q4	Q1			Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4
Second by   Seco		0	0	0	0	0	0	570,428	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	760,570	0	0	0	0	0	0
intermentance.    0   0   0   0   0   0   0   0   0	<b>EXPENDITURE</b> Land	735,900																							
Perfuring First   15,000   0   0   0   0   0   0   0   0   0	Stamp Duty	36,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Archferdes 169.70 0 169.70 0 169.70 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Legals Acquisition	11,039	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Constants   31,562   0   31,562   0   0   0   0   0   0   0   0   0	Planning Fee Architects	189,370	0	189,370	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost -BCIS Base 0 0 89,966 269,895 449,825 530,790 530,7	QS Planning Consultants Other Professional	31,562	0 0 0	31,562	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Pest CIL clafe	Build Cost - BCIS Base	0	0	89,965		449,825	539,790			539,790		539,790		539,790	479,813	299,883	119,953	0	0	0	0	0	0	0	0
Abnormals 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	POTENTIAL CIL Post CIL s106	-334,552	0			3,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000					0	0	0	0	0	0	0	0
Legal and Valuation 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Abnormals	0	0	2,249 0	0	11,246	13,495	13,495 0	13,495	13,495	13,495	13,495	13,495	13,495	11,995 0	7,497 0	2,999	0	0	0	0	0	0	0	0
Légals 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0						
Misc. 0 0 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0	_	0	0 0	0 0	0 0	0	0													0 0	0 0	0	0 0	0 0	0 0
Interest Profit on cost Profit on GDV Cash Flow Opening Balar 0	Misc. Costs before Land int and i	7 <b>93,299</b>	0 <b>0</b>	•	0 <b>505,913</b>	0 <b>693,342</b>	788,556	0	0	0	0	0	0	0	0	0	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 0	0 0
Interest Profit on cost Profit on GDV  Cash Flow Opening Balar 0	For Cli calculation																								
Profit on GDV  Cash Flow -793,299 -13,883 -661,228 -531,610 -728,342 -836,302 -300,475 244,729 249,012 253,370 257,804 262,315 496,177 566,336 760,675 960,415 1,100,925 733,950 0 0 0 0 0 0 0 -2,020,5 Opening Balar 0	Interest		13,883	14,126	25,697	35,000	47,746	62,382	67,640	63,357	58,999	54,565	50,054	45,463	36,780	26,869	13,558	0	0	0	0	0	0	0	0 2,020,57
Opening Balar 0	Profit on GDV	700.000	40.005	004.005	F04.515	700 5 15	000.000	000 :==	044 = 2 =	040.015	050.0=-	057.05	000.017	400.1==	F00.005	700 0=-	000 41=	4 400 00-	700 055						0
1/2000000 = 17000000 = 1400 409 = 2000020 1 = 200 502 = 5 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74 9 000 E74	Opening Balar	0																		Ŭ	0 2 020 574	2 020 571	0 2 020 571	0 2 020 574	



SITE NAME South of Wa	arwick Bridge																							
INCOME Av Size		Number 80		Price £/m2		GIA m2		DEVELOPMEN	NT COSTS							Planning fee ca	e dwgs	rate			Build Cost BCIS	/m2 800		
Market Housing 95.0	0 70%	56	6	2,300	12,236,000	5,320		LAND	Land Stamp Duty		/unit or m2 34,143	<b>Total</b> 136,572	2,731,438			No dwgs No dwgs under 5 No dwgs over 50			11,550 3,450		CfSH CfSH Lifetime	16 0 11	2.00	%
Shared Ownership 95.0	0 15%	12	2	1,610	1,835,400	1,140			Easements etc. Legals Acquisition	on	1.50%	0 40,972	177,543			ivo uwgs over so		Total	15,000		SUDS SUDS	0	0.00	)%
Affordable Rent 95.0			2	1,000		1,140		PLANNING													Over-extra 4 Infrastructure	0 120	159	
Social Rent 95.0		C	0	1,035	5 0	0			Planning Fee Architects QS / PM		6.00%	15,000 452,228				Stamp duty calc		10/	2,731,438			947		
Grant and Subsidy Shared Owne Affordable R Social Rent	Rent			(	0 0				Planning Consul Other Professio		0.50% 1.00% 2.50%	37,686 75,371 188,428	768,713			125,000 250,000 500,000	0% 1% 3%	1% 3% 4%						
SITE AREA - Net 2.70	'0 ha	30		·	15,211,400	7,600		CONSTRUCT	ION				. 33,1 . 3			1,000,000 above	4% 5%	5% 5%						
SITE AREA - Gross 2.70	0 ha	30	) /ha						Build Cost - BCI s106 / CIL	S Based	947	7,197,200 160,000					1115 6	Total	136,572					
Sales per Quarter 0 Unit Build Time 3	Quarters								Contingency Abnormals		2.50%	179,930 0	7,537,130			Stamp duty calc Land payment 125,000	c - Add Profit	<mark>-</mark> 1%	891,000					
OTHER DANGETHING	Whole Site	Per ha NET	Per ha GROSS		RUN Residual N	MACRO ctrl+r closing balance =	0	FINANCE	Fees			10,000				250,000 500,000	1% 3%	3% 4%						
Residual Land Value Alternative Use Value	<b>2,731,438</b> 67,500		25,000		RUN CIL MACR				Interest Legal and Valua	tion	7.00%	10,000	20,000			1,000,000 above	4% 5%	5% 5%						
Uplift 20% Plus /ha 300,000  Viability Threshold	13,500 810,000 d <b>891,000</b>		5,000 300,000 <b>330,000</b>		Check on phasing dw	Closing balance =	0	SALES	Agents		3.0%	456,342				Pre CIL s106	2 000 9	Total  £/ Unit (all)	44,550					
Vidolity Threshok		£/m2	330,000			rect			Legals Misc.		0.5%	76,057 10,000	542,399	11,777,224		110 012 3100		Total	160,000					
Additional Profit	2,268,048		6					Developers Pr				, 		, ,		Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2						
									% Costs % GDV		20.00% 0.00%			2,355,445 0				Total	80,000					
RESIDUAL CASH FLOW FOR INT	TEREST Q1	Year 1 Q2	1 Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			2	6	6	6	6	6	6	6	6	6	6	6	6	6								
Market Housing Shared Ownership				0	0 0	0	305,900 45,885	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	917,700 137,655 85,500	0	0	0	0
Affordable Rent Social Rent Grant and Subsidy				0 0 0	0 0	0 0	28,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	85,500 0 0	0 0	0 0 0	0 0	0 0 0
INCOME	0	0	0	0	0	0	380,285	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	0	0	0	0
EXPENDITURE Stamp Duty	136,572																							
Easements etc. Legals Acquisition	0 40,972																							
Planning Fee Architects	15,000 226,114		226,114																					
QS Planning Consultants	18,843 37,686		18,843 37,686																					
Other Professional	94,214	0	94,214	000 007	440.007	520 700	500 700	500 700	520 700	520 700	500 700	520 700	500 700	500 700	500 700	520 700	250,000	470.000	0	0		0	0	0
Build Cost - BCIS Base 106/CIL Contingency		0	59,977 1,333 1,499	239,907 5,333 5,998	419,837 9,333 10,496	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	539,790 12,000 13,495	359,860 8,000 8,997	179,930 4,000 4.498	0 0 0	0	0	0	0	0 0 0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0	0	0	0	0	0	11,409 1,901	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	34,226 5,704	0	0	0	0
Jegais Misc. COSTS BEFORE LAND INT AND	589,400	0	10,000 <b>449,666</b>	251,238	439,666	565,285	578,595	605,215	605,215	605,215	605,215	605,215	605,215	605,215	605,215	605,215	416,786	228,358	39,930	39,930	0	0	0	0
																								,
For Residual Valuatio Land Interes Profit on Cost	st	58,115	59,132	68,036	73,623	82,605	93,944	99,058	91,418	83,644	75,734	67,686	59,496	51,164	42,686	34,059	25,281	13,052	0	0	0	0	0	0 2,355,44
Profit on GD\																								0
Cash Flow Opening Bala		-58,115	-508,798	-319,273	-513,289	-647,890	-292,253	436,582	444,223	451,996	459,906	467,955	476,144	484,476	492,955	501,581	698,787	899,444	1,100,925	1,100,925	0	0	0	-2,355,44
Closing Balar	n -3,320,838	-3,378,953	-3,887,751	-4,207,024	-4,720,313	-5,368,203	-5,660,456	-5,223,874	-4,779,651	-4,327,655	-3,867,749	-3,399,794	-2,923,650	-2,439,174	-1,946,219	-1,444,637	-745,850	153,595	1,254,520	2,355,445	2,355,445	2,355,445	2,355,445	0
CASH FLOW FOR CIL ADDITION	Q1	Year 1	<b>1</b> Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME As Above INCOME	0	0	0	0	0	0	380,285	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	1,140,855	0	0	0	0
EXPENDITURE Land	891,000	ı																						
Stamp Duty	44,550	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0 13,365	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0						
Planning Fee	15,000 226,114	0	0 226,114	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Planning Consultants	18,843 37,686	0 0	226,114 18,843 37,686	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0 0
Other Professional	94,214	0	94,214	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	59,977 <b>189,004</b>	239,907 189,004	419,837 189,004	539,790 189,004	539,790 189,004	539,790 189,004	539,790 189,004	539,790 189,004	539,790 189,004	539,790 189,004	539,790 189,004	539,790 189,004	539,790	539,790	359,860	179,930	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0	0	1,499 0	5,998 0	2,000 10,496 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 13,495 0	6,000 8,997 0	6,000 4,498 0	0 0 0	0 0	0 0	0 0 0	0 0 0	0
Finance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents Legals Misc	0 0	0	0 0 10,000	0	0 0	0	11,409 1,901 0	34,226 5,704 0	34,226 5,704 0	34,226 5,704 0	34,226 5,704	34,226 5,704	34,226 5,704 0	34,226 5,704 0	34,226 5,704 0	34,226 5,704 0	34,226 5,704	34,226 5,704 0	34,226 5,704 0	34,226 5,704 0	0	0	0	0
MISC. COSTS BEFORE LAND INT AND	0 1,360,772	0	10,000 <b>637,337</b>	434,9 <b>08</b>	621,337	748,289	7 <b>61,599</b>	7 <b>88,219</b>	<b>788,219</b>	788,219	788,219	788,219	7 <b>88,219</b>	7 <b>88,219</b>	5 <b>99,215</b>	5 <b>99,215</b>	414,786	2 <b>30,358</b>	3 <b>9,930</b>	3 <b>9,930</b>	<b>0</b>	0 <b>0</b>	0	<b>0</b>
or CIL calculation																								
Interes Profit on cos		23,814	24,230	35,808	44,045	55,689	69,759	77,653	72,841	67,944	62,962	57,893	52,735	47,486	42,146	33,405	24,511	12,234	0	0	0	0	0	0 2,401,04
Profit on GD\ Cash Flow	-1,360,772	-23,814	-661,567	-470,716	-665,382	-803,978	-451,073	274,984	279,796	284,692	289,674	294,744	299,902	305,150	499,494	508,235	701,558	898,263	1,100,925	1,100,925	0	0	0	-2,401,04
Opening Bala Closing Bala	ar 0	-23,814 -1,384,585	-2,046,152	-470,716 -2,516,868	-3,182,250	-3,986,228	-4,437,300	-4,162,317	-3,882,521	-3,597,829	-3,308,154	-3,013,411	-2,713,509	-2,408,359	-1,908,865	-1,400,630	-699,072	199,191	1,300,116	2,401,041	2,401,041	2,401,041	2,401,041	-∠,401,04° ∩
Toloshig Dalah	1,000,172	.,557,550	_,0 .0,102	_,0 .0,000	1 0,102,200	5,550,220	., 101,000	., . 02,011	1 0,002,021	5,557,023	J,JJJ, 10T	-,- ı∪, <sup>-</sup> T I I	_,. 10,000	_, .55,555	.,555,500	., 100,000	000,012	. 55, 151	.,555,110	_,,∪+1	_,,	<u>_, , o 7 1</u>	_, ,	

r /est of Steele's	's Bank							]																
INCOME Av Size m2		Number 50		Price £/m2		GIA m2		DEVELOPMEN	T COSTS							Planning fee cal		rate			Build Cost BCIS	/m2 800		
Market Housing 95.0	70%	35	5	2,300	7,647,500	3,325		LAND	Land Stamp Duty		/unit or m2 34,773		1,738,648			No dwgs No dwgs under 5 No dwgs over 50	50 50	)			CfSH CfSH Lifetime	16 0	2.009	%
Shared Ownership 95.0	15%	8	3	1,610	0 1,147,125	713			Easements etc. Legals Acquisition	on	1.50%	0	113,012			No awgs over so	. 0	Total			SUDS SUDS	0	0.009	<b>%</b>
Affordable Rent 95.0 Social Rent 95.0		8	3	1,000 1,035		713		PLANNING	Planning Fee			19,250				Stamp duty calo	- Posidual			l	Over-extra 4 Infrastructure	0 120 <b>947</b>	159	<b>%</b>
Grant and Subsidy Shared Owner Affordable Re Social Rent	rship			(,000 ()					Architects QS / PM Planning Consult Other Profession		6.00% 0.50% 1.00% 2.50%	282,642 23,554 47,107	490,321			Land payment 125,000 250,000 500,000	0% 1% 3%	3% 4%				347		
SITE AREA - Net 1.66 SITE AREA - Gross 1.66		30 30			9,507,125	4,750			Build Cost - BCI s106 / CIL	S Based	947 2.50%	100,000				1,000,000 above	4% 5%							
Sales per Quarter 0 Unit Build Time 3	Quarters Whole Site	Per ha NET	Per ha GROSS		RUN Residual I	MACRO ctrl+r Closing balance =		FINANCE	Contingency Abnormals Fees		2.50%	10,000	4,710,706			Land payment 125,000 250,000 500,000	0% 1% 3%	3%						
Residual Land Value Alternative Use Value Uplift 20% Plus /ha 300,000	1,738,648 41,500 8,300 498,000	1,047,378	25,000 5,000 300,000			Closing balance =		SALES	Interest Legal and Valuat	ion	7.00%	10,000	20,000			1,000,000 above	4% 5%	5% Total						
Viability Threshold  Additional Profit		£/m2 <b>42</b> 9	330,000		Check on phasing do	rrect			Agents Legals Misc.		3.0% 0.5%		342,749	7,415,436		Pre CIL s106  Post CIL s106			100,000					
									fit % Costs % GDV		20.00% 0.00%			1,483,087 0		CIL	0	£/m2 <b>Total</b>	50,000					
RESIDUAL CASH FLOW FOR INTE	EREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing Shared Ownership Affordable Rent			5	5 0 0 0	5 0 0 0	5 0 0 0	5 764,750 114,713 71,250	5 764,750 114,713 71,250	5 764,750 114,713 71,250	5 764,750 114,713 71,250	5 764,750 114,713 71,250	5 764,750 114,713 71,250	764,750 114,713 71,250	764,750 114,713 71,250	764,750 114,713 71,250	764,750 114,713 71,250	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Social Rent Grant and Subsidy INCOME	0	0	0	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>950,713</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>	0 0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition	86,932 0 26,080																							
Planning Fee Architects QS Planning Consultants Other Professional	19,250 141,321 11,777 23,554 58,884		141,321 11,777 23,554 58,884																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		0 0 0	149,942 3,333 3,749 0	299,883 6,667 7,497 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	299,883 6,667 7,497 0	149,942 3,333 3,749 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals Misc.	0	0	0 0 10,000	0	0	0 0	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	0 0	0	0 0	0	0	0	0	0 0
COSTS BEFORE LAND INT AND I	387,797	0	402,559	314,047	471,071	471,071	504,346	504,346	504,346	504,346	504,346	504,346	347,322	190,298	33,275	33,275	0	0	0	0	0	0	0	0
For Residual Valuation Land Interest Profit on Costs Profit on GDV	,,-	37,213	37,864	45,571	51,865	61,016	70,328	63,747	57,051	50,238	43,306	36,252	29,075	19,025	6,050	0	0	0	0	0	0	0	0	0 1,483,087 0
Cash Flow Opening Balar Closing Balan		-37,213 -2,163,658	-440,423 -2,604,081	-359,619 -2,963,700	-522,935 -3,486,635	-532,087 -4,018,722	376,039 -3,642,683	382,620	389,316 -2,870,747	396,129	403,061	410,115	574,315 -1,087,127	741,389	911,387 565,650	917,438	0 1,483,087	0 1,483,087	0 1,483,087	0 1,483,087	0 1,483,087	0 1,483,087	0 1,483,087	-1,483,087 0
CASH FLOW FOR CIL ADDITIONA		Year 1	1			Year 2				Year 3				Year 4	·		, ,	Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME  EXPENDITURE  Land	<b>0</b> 547,800	0	0	0	0	0	950,713	950,713	950,713	950,713	950,713	950,713	950,713	950,713	950,713	950,713	0	0	0	0	0	0	0	0
Stamp Duty Easements etc. Legals Acquisition	27,390 0 8,217	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee Architects QS	19,250 141,321 11,777	0 0 0	0 141,321 11,777	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Consultants Other Professional	23,554 58,884	0	23,554 58,884	0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	0	149,942 <b>178,112</b>	299,883 178,112	449,825 178,112	449,825 178,112	449,825 178,112	449,825 178,112	449,825 178,112	449,825 178,112	449,825	449,825	299,883	149,942	0	0	0	0	0	0	0	0	0	0
Post CIL s106 Contingency Abnormals	0 0	0 0	3,749 0	7,497 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 11,246 0	5,000 7,497 0	5,000 3,749 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Agents Legals Misc	0 0 0	0	0 0 10,000	0	0 0	0	28,521 4,754 0	28,521 4,754 0	28,521 4,754 0	28,521 4,754 0	28,521 4,754 0	28,521 4,754 0	28,521 4,754 0	28,521 4,754 0	28,521 4,754 0	28,521 4,754 0	0	0	0	0	0 0	0	0	0
COSTS BEFORE LAND INT AND I	858,192	0	577,337	485,492	644,182	644,182	677,457	677, <b>45</b> 7	677,457	677,457	499,346	499,346	345,655	1 <b>91,965</b>	33,275	33,275	0	0	0	0	0	0	0	<b>0</b>
For CIL calculation  Interest  Profit on cost  Profit on GDV		15,018	15,281	25,652	34,597	46,476	58,562	54,805	50,982	47,092	43,135	35,990	28,721	18,636	5,684	0	0	0	0	0	0	0	0	0 1,504,416 0
Cash Flow Opening Balar		-15,018 -873 211	-592,619 -1 465 829	-511,144 -1 976 973	-678,779 -2 655 753	-690,658 -3.346 411	214,693	218,450	222,273	226,163	408,232	415,376	576,336	740,112	911,754 586 978	917,438 1,504,416	0	0	0	0	0	0	0	-1,504,416
Ciosing Daidh	1 000,134	U1 U, Z I I	1,700,023	1,310,813	2,000,700	∪,∪ <del>+</del> ∪, <del>4</del>	5,151,710	۷,510,400	<u></u>	<u>4,-۲۰۰۲,۵۵۷</u>	£,000,000	1,071,424	i,uu <del>i</del> ,uu	J27,110	JUU, 31 O	1,004,410	1,004,410	1,504,410	1,507,410	1,004,410	1,004,410	1,007,410	1,504,410	U



SITE NAME	d off Plains Roa	ad							]																
INCOME	Av Size m2	%	Number 40		Price £/m2		GIA m2		DEVELOPMEN	IT COSTS							Planning fee ca Planning app fee		rate			Build Cost BCIS	/m2 800		
Market Housing	95.0	70%	28		2,300	6,118,000	2,660		LAND	Land Stamp Duty		/unit or m2 34,996		1,399,854			No dwgs under 5		385 115			CfSH CfSH Lifetime	16 0	2.00%	ó
Shared Ownership	95.0	15%	6		1,610	917,700	570			Easements etc. Legals Acquisition		1.50%	0	90,990			No dwgs over 50		Total			SUDS SUDS	0	0.00%	<b>6</b>
Affordable Rent	95.0	15%	6		1,000		570		PLANNING	-											-	Over-extra 4 Infrastructure	0 120	15%	
Social Rent  Grant and Subsidy	95.0 Shared Ownersh	0%	0		1,035	5 (	0			Planning Fee Architects QS / PM		6.00% 0.50%					Stamp duty calc Land payment 125,000	c - Residual	<b>1</b> %	1,399,854			947		
Grant and Gubsidy	Affordable Rent Social Rent	•			0	) (	) )			Planning Consult Other Profession		1.00% 2.50%	37,686	392,257			250,000 500,000	1% 3%	3% 4%						
SITE AREA - Net SITE AREA - Gross	1.33 h		30 30			7,605,700	3,800		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	947	80,000				1,000,000 above	4% 5%	5% 5% <b>Total</b>	69,993					
Sales per Quarter Unit Build Time	0 3 C	uarters				RUN Residual I			FINANCE	Contingency Abnormals		2.50%	0	3,768,565			Stamp duty cald Land payment 125,000 250,000	0% 1%	1% 3%						
Residual Land Value Alternative Use Value		Whole Site 1,399,854 33,250	Per ha NE I 1,052,522	Per ha GROSS 1,052,522 25,000		RUN CIL MACE	Closing balance =	0		Fees Interest Legal and Valuat	tion	7.00%	10,000	20,000			500,000 1,000,000 above	3% 4% 5%	4% 5% 5%						
Uplift Plus /ha	20%	6,650 399,000 <b>438,900</b>		5,000 300,000 <b>330,000</b>		Check on phasing do	Closing balance =		SALES	Agents Legals		3.0% 0.5%	228,171	,			Pre CIL s106	2,000	£/ Unit (all) Total	21,945 <b>80,000</b>	- ]				
Additional Profit		1,133,117	E/m2 <b>426</b>	I					Developers Pro	Misc.		20.00%	10,000	276,200	5,947,865 1,189,573		Post CIL s106 CIL	1,000			]				
DECIDIAL CASH S	TOW FOR INTER	NEOT	V4				V			% GDV	V	0.00%			0					40,000	1		V		
RESIDUAL CASH F	LOW FOR INTER	Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
UNITS Started Market Housing				5	5	5	5	5 764,750	5 764,750	5 764,750	5 764,750	764,750	764,750	764,750	764,750	0	0	0	0	0	0	0	0	0	0
Shared Ownership Affordable Rent Social Rent					0 0 0	0 0	0 0 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	114,713 71,250 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Grant and Subsidy INCOME	<b>=</b>	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	0 <b>950,713</b>	9 <b>50,713</b>	9 <b>50,713</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
EXPENDITURE Stamp Duty Easements etc. Legals Acquisition		69,993 0 20,998																							
Planning Fee		15,400		440.057																					
Architects QS Planning Consultants Other Professional	S	113,057 9,421 18,843 47,107		113,057 9,421 18,843 47,107																					
Build Cost - BCIS Ba s106/CIL Contingency Abnormals	ase		0 0 0	149,942 3,333 3,749 0	299,883 6,667 7,497 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	449,825 10,000 11,246 0	299,883 6,667 7,497 0	149,942 3,333 3,749 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0
Finance Fees Legal and Valuation		10,000 10,000																							
Agents Legals		0 0	0 0	0 0	0 0	0 0	0 0	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0
Misc. COSTS BEFORE LA	AND INT AND I	314,819	0	10,000 <b>355,452</b>	314,047	471,071	471,071	504,346	504,346	504,346	504,346	347,322	190,298	33,275	33,275	0	0	0	0	0	0	0	0	0	0
	Interest Profit on Costs Profit on GDV	1,399,854	30,007	30,532	37,287	43,435	52,439	61,600	54,867	48,016	41,044	33,951	23,986	11,099	0	0	0	0	0	0	0	0	0	0	0 1,189,573 0
	Cash Flow	-1,714,672	-30,007	-385,984	-351,334	-514,506	-523,509	384,767	391,500	398,351	405,323	569,439	736,428	906,339	917,438	0	0	0	0	0	0	0	0	0	-1,189,573
	Opening Balar Closing Balan	0 -1,714,672	-1,744,679	-2,130,663	-2,481,997	-2,996,502	-3,520,012	-3,135,245	-2,743,745	-2,345,393	-1,940,071	-1,370,631	-634,204	272,135	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	1,189,573	0
CASH FLOW FOR C	CIL ADDITIONAL	PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME INCOME	As Above	Q1 	Q2	Q3 0	Q4	Q1	Q2	Q3 950,713	950,713	Q1 950,713	Q2 950,713	Q3 <b>950,713</b>	Q4 950,713	Q1 950,713	Q2 950,713	Q3	Q4	Q1 0	Q2	Q3	Q4 0	Q1 0	Q2 0	Q3	Q4 0
EXPENDITURE		-						333,110		300,110			300,110	333,113			•								
Land Stamp Duty		438,900 21,945	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition		0 6,584	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects		15,400 113,057	0	0 113,057	0 0	0	0	0	0 0	0	0 0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0 0
QS Planning Consultants	6	9,421 18,843	0	9,421 18,843	0	0 0	0	0	0	0 0	0	0	0	0	0	0	0	0 0	0	0	0	0 0	0	0	0
Other Professional  Build Cost - BCIS Ba	ase	47,107 0	0	47,107 149,942	0 299,883	0 449,825	0 449,825	0 449,825	0 449,825	0 449,825	0 449,825	0 299,883	0 149,942	0	0	0	0	0 0	0	0	0	0	0	0	0
POTENTIAL CIL Post CIL s106		-		188,853	188,853	188,853 5,000	188,853 5,000	188,853 5,000	188,853 5,000	5,000	5,000	5,000	5,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency Abnormals		0	0	3,749 0	7,497 0	11,246 0	11,246 0	11,246 0	11,246 0	11,246 0	11,246 0	7,497 0	3,749 0	0	0	0 0	0 0	0	0 0	0	0	0	0	0	0
Finance Fees Legal and Valuation		10,000 10,000	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Agents Legals		0	0	0	0	0	0	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	28,521 4,754	0	0	0	0	0	0	0	0	0	0
Misc.  COSTS BEFORE LA	AND INT AND I	0 <b>691,257</b>	0 <b>0</b>	10,000 <b>540,971</b>	0 <b>496,233</b>	0 <b>654,923</b>	654,923	0 688,198	0 688,198	0	0 499,346	0 345,655	0 191,965	0 33,275	0 33,275	0 <b>0</b>	0 <b>0</b>	0 0	0 <b>0</b>	0	0 <b>0</b>	0 0	0 <b>0</b>	0 <b>0</b>	0
For CIL calculation																									
	Interest Profit on cost Profit on GDV		12,097	12,309	21,991	31,060	43,065	55,280	51,653	47,963	40,903	33,720	23,722	10,859	0	0	0	0	0	0	0	0	0	0	0 1,203,513 0
	Cash Flow Opening Balar	-691,257 0	-12,097	-553,280	-518,224	-685,983	-697,988	207,235	210,861	403,404	410,464	571,337	735,026	906,579	917,438	0	0	0	0	0	0	0	0	0	-1,203,513
	Closing Balan	-691,257	-703,354	-1,256,634	-1,774,858	-2,460,841	-3,158,829	-2,951,595	-2,740,733	-2,337,329	-1,926,866	-1,355,529	-620,503	286,076	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	1,203,513	0



Column	SITE NAME east of Villa	ge Hall, Wreay																							
State   Stat									DEVELOPMEN	T COSTS									s rate						
Campaigness   Campaigness							) 998		LAND					520,548			No dwgs No dwgs under 5	15 5 15	5 385	5,775		CfSH CfSH	16 0	2.00%	6
A -   A -	Shared Ownership 95.0	0 15%	2	2	1,610	344,138	3 214			Easements etc.	nn	1 50%	0	28 630			No dwgs over 50	. 0				SUDS	11 0	0.00%	4
Company			2	2	1,000	213,750	) 214			Logais Aoquisino	)	1.5076		20,000							_	Over-extra 4	0 120		
Column			0	)	1,035	0	0			Architects			84,793				Land payment		40/				947		
March   Care	Affordable R	•			0	0	) )			Planning Consult		1.00%	14,132	147,096			250,000	1%	3%						
Column	SITE AREA - Net 0.50					2,852,138	3 1,425		CONSTRUCTE	<b>ON</b> Build Cost - BCI			1,349,475	·			1,000,000	4%	0%						
The content   The content	Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual I	MACRO ctrl+r			Contingency		2.50%	33,737	1,413,212			Land payment 125,000	0%							
The content of the	Residual Land Value	520,548	1,041,096	1,041,096		C	Closing balance =	0		Interest		7.00%					500,000 1,000,000	3% 4%	4% 0 0%						
The column   The	Uplift 20% Plus /ha 300,000	2,500 150,000		5,000 300,000		Check on phasing dv	Closing balance =	0		Agents	tion		85,564	20,000					Total	6,600	]				
This continue	Additional Profit			1		col	rrect		Developers Pro	Misc.		0.5%		109,825	2,239,311		Post CIL s106 CIL	1,000	£/ Unit (all)		]				
See 19 19 19 19 19 19 19 19 19 19 19 19 19										% Costs					447,862 0				Total	15,000					
Continue					Q4	Q1			Q4	Q1			Q4	Q1			Q4	Q1			Q4	Q1		Q3	Q4
Content of the conten	UNITS Started Market Housing			3	3	3	3	458,850					0	0	0	0	0	0	0	0	0	0	0	0	0
State   Stat	Affordable Rent				0 0 0	0 0 0	0 0 0						0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Continue	Grant and Subsidy	0	0	0	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>570,428</b>	0 <b>570,428</b>	0 <b>570,428</b>	0 <b>570,428</b>	0 <b>570,428</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>	0 <b>0</b>
Part   Part	EXPENDITURE Stamp Duty Easements etc.	0																							
Control   Cont																									
Marging   Marg	Architects QS	3,533		3,533																					
Control   Cont	Other Professional																								
Control   Cont	Build Cost - BCIS Base s106/CIL		0	2,000	4,000	6,000	6,000	6,000	4,000	2,000	0	0 0	0	0	0	0	0	0	0	0	0 0	0	0	0	0 0
Part	Abnormals		0		•	0	•	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Control   Cont	Finance Fees Legal and Valuation																								
Column   C	Agents Legals	0	0 0	0 0	0 0	0 0	0 0						0		0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
Part		125,066	0	*	188,428	282,642	282,642	302,607	208,393	114,179	19,965	19,965	0	0	0	0	0	0	0	0	0	0	0	0	0
PRIOR COOK   1/1/20	For Residual Valuatio Land	d <b>520,548</b>																							
Second Control   Seco	Profit on Costs	s	11,298	11,496	14,757	18,313	23,580	28,939	24,758	18,856	11,202	1,765	0	0	0	0	0	0	0	0	0	0	0	0	447,862
Configuration   Properties   Marcine   Marci	Cash Flow	-645,614	-11,298	-186,371	-203,186	-300,956	-306,222	238,881	337,276	437,392	539,261	548,698	0	0	0	0	0	0	0	0	0	0	0	0	
MODES  A A A A A A A A A A A A A A A A A A A			-656,912	-843,283	-1,046,468	-1,347,424	-1,653,646	-1,414,765	-1,077,489	-640,097	-100,836	447,862	447,862	447,862	447,862	447,862	447,862	447,862	447,862	447,862	447,862	447,862	447,862	447,862	0
No.   No.	CASH FLOW FOR CIL ADDITION				04	I 01			04	T 01			04	01			04	I 01			04	T 01		03	04
Marco		0		0		0							0		0		0			0		0		0	0
Companies   Comp	EXPENDITURE Land	165,000																							
Lagis Application  Lagis Applica	Stamp Duty		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Activacies 42,996 0 42,996 0 42,996 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Easements etc. Legals Acquisition	0 2,475	0 0	0 0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0	0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
Pluming Consequences  7,086  0 7,086  0 7,086  0 17,685  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Planning Fee Architects	42,396	0		0	0	0 0	0	0	0 0	0	0	0	0	0	0	0	0 0	0	0 0	0	0 0	0	0	0
Biast Cost - RGIS Basse	QS Planning Consultants Other Professional	7,066	0 0 0	7,066	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0	0 0	0 0 0	0 0 0	0 0 0
Post ILI stole Contingency O 0 0 2,249 4,488 6,747 6,747 4,448 2,249 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Build Cost - BCIS Base	0	0	89,965				269,895	179,930	89,965	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Post CIL s106	825,116 0	0			3,000	3,000			_	0 0	0 0	0 0 l	0 0	0 0	0 0	0 0	   0   0	0 0	0 0	0 0	0   0	0 0	0 0	0 0
Legal and Valuation 10,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Finance Fees Legal and Valuation		0 0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0 0	0	0 0	0	0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0 0
COSTS BEFORE LAND INT AND 1,095,626 0 58,138 69,691 164,905 164,905 299,607 207,393 115,179 19,965 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Agents Legals	0 0	0	0 0 000	0	0 0	0						0	0	0	0	0	0 0	0	0	0	0 0	0	0	0
Interest Profit on cost Profit on GDV	COSTS BEFORE LAND INT AND	1,095,626	<b>0</b>		69,691	164,905	164,905	299,607	2 <b>07,393</b>	115,179	1 <b>9,965</b>	1 <b>9,965</b>	<b>0</b>	0 <b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	0	0	<b>0</b>	<b>0</b>	0
Profit on cost Profit on GDV	For CIL calculation		40.4=-	40.55	00.05-	22 :	05.50	00.555	0.00	40.51-	44 <del>65 -</del>	404-		^	•	-	-	_	•	-	-		•	-	-
Cash Flow -1,095,626 -19,173 -77,647 -90,559 -187,358 -190,637 241,753 338,197 436,330 539,180 548,616 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Profit on cos	st	19,173	19,509	20,868	22,453	25,731	29,068	24,837	18,918	11,283	1,847	U	U	U	0	0	0	0	0	0	0	U	0	
	Cash Flow	-1,095,626	-19,173	-77,647	-90,559	-187,358	-190,637	241,753	338,197	436,330	539,180	548,616	0	0	0	0	0	0	0	0	0	0	0	0	
			-1,114,800	-1,192,446	-1,283,006	-1,470,364	-1,661,000	-1,419,248	-1,081,050	-644,720	-105,540	443,075	443,075	443,075	443,075	443,075	443,075	443,075	443,075	443,075	443,075	443,075	443,075	443,075	0



SITE NAME 0								]																
INCOME Av Size	%	Number		Price		/ GIA		DEVELOPMEN	IT COSTS							Planning fee ca		roto		7	Build Cost	/m2		
m2 Market Housing 95.0	100%	0		£/m²		. mz		LAND	Land		/unit or m2 #DIV/0!	Total	188,272			Planning app fee No dwgs No dwgs under s	0	)		0	BCIS CfSH CfSH	800 16	2.00%	
Shared Ownership 95.0	0%	0			) (	0 0			Stamp Duty Easements etc.		<i>11</i> <b>D1 V</b> / O.	1,883 0				No dwgs over 50				0	Lifetime SUDS	11 0		
Affordable Rent 95.0	0%	0		(	) (	0 0			Legals Acquisitio	n	1.50%	2,824	4,707							_	SUDS Over-extra 4	0	0.00%	
Social Rent 95.0	0%	0		(	) (	0 0		PLANNING	Planning Fee			0				Stamp duty cale	c - Residual				Infrastructure	80 <b>907</b>	10%	
Grant and Subsidy Shared Ownersh Affordable Rent Social Rent	•			(	) ( ) (	o o o			Architects QS / PM Planning Consult Other Profession		6.00% 0.50% 1.00% 2.50%	0 0 0	0			Land payment 125,000 250,000 500,000	0% 1% 3%			<mark>2</mark>				
SITE AREA - Net 0.00 has SITE AREA - Gross 0.00 has		#DIV/0! #DIV/0!	/ha /ha		(	0 0		CONSTRUCT	ON Build Cost - BCIS s106 / CIL	S Based	907	0				1,000,000 above	4% 5%	0% 1% <b>Total</b>		3				
Sales per Quarter 0 Unit Build Time 3 Q	Quarters				RUN Residual	MACRO ctrl+r		FINANCE	Contingency Abnormals		0.00%	0	0			Stamp duty calc Land payment 125,000 250,000	0% 1%	0%		<mark>0</mark>				
Residual Land Value Alternative Use Value Uplift 20%	Whole Site  188,272  0 0	Per ha NET   #DIV/0!	Per ha GROSS #DIV/0! 0 0		RUN CIL MACE	Closing balance =  RO ctrl+I  Closing balance =			Fees Interest Legal and Valuat	on	7.00%	10,000				500,000 1,000,000 above	3% 4% 5%	0%		0				
Plus /ha 0  Viability Threshold	<b>0</b>		<b>0</b>		Check on phasing d	wgs nos		SALES	Agents Legals		3.0% 0.5%	0				Pre CIL s106		£/ Unit (all) Total						
Additional Profit	£ 79,533	:/m2 # <b>DIV/0!</b>			WRONG	WRONG WRONG			Misc.		0.5%	10,000	10,000	222,978		Post CIL s106	1,000			<u>9</u> 				
								Developers Pro	ofit % Costs % GDV		20.00% 0.00%			44,596 0		CIL	0	£/m2 Total		0				
RESIDUAL CASH FLOW FOR INTER	REST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started			1	2	2	2	2	2	1															
Market Housing Shared Ownership				#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
Affordable Rent Social Rent Grant and Subsidy				#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!
INCOME	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
EXPENDITURE Stamp Duty	1,883																							
Easements etc. Legals Acquisition	0 2,824																							
Planning Fee	0		0																					
Architects QS Planning Consultants	0 0 0		0 0 0																					
Other Professional	0		0																					
Build Cost - BCIS Base s106/CIL Contingency Abnormals		#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0! #DIV/0!
Finance Fees Legal and Valuation	10,000 10,000																							
Agents Legals	0 0	0 0	0 0	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
Misc.  COSTS BEFORE LAND INT AND	24,707	#DIV/0!	10,000 <b>#DIV/0!</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
For Residual Valuati Land Interest Profit on Costs Profit on GDV	188,272	3,727	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0! 44,596 0
Cash Flow	-212,978	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Opening Balar Closing Balan	0 -212,978	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
CASH FLOW FOR CIL ADDITIONAL	. PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6		
INCOME As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
EXPENDITURE Land	0																							
Stamp Duty Easements etc.	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0						
Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee Architects	0	0	0	0 0	0 0	0	0	0	0 0	0	0	0	0	0	0	0 0	0 0	0	0	0 0	0 0	0	0	0
QS Planning Consultants Other Professional	U 0 n	0 0	0 0	0 0	0 0	0 0	0 0	0 0 0	0	0 0	0 0	0 0	0 0	0 0 0	0 0	0 0	0 0	U 0 n	0 0	0 0 0	0	0 0	0 0 0	0
Other Professional  Build Cost - BCIS Base	0	0 #DIV/0!	#DIV/0!	0 #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0 #DIV/0!	0 #DIV/0!	#DIV/0!	0 #DIV/0!	0 #DIV/0!	#DIV/0!	0 #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	0 #DIV/0!	#DIV/0!	0 #DIV/0!
POTENTIAL CIL Post CIL s106	-		15,907	15,907	15,907 #DIV/0!	#51V/0! 15,907 #DIV/0!	15,907 #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Contingency Abnormals	0 0	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
Finance Fees Legal and Valuation	10,000 10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Legals Misc.	0	0	0 10,000	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0	#DIV/0! 0
COSTS BEFORE LAND INT AND	20,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
For CIL calculation Interest Profit on cost		350	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0! #DIV/0!
Profit on GDV																								0
Cash Flow Opening Balar	-20,000 0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Closing Balan	-20,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



SITE NAME 0																								
INCOME Av Size m2	%	Number 0		Price £/m2		/ GIA £ m2		DEVELOPMEN	IT COSTS						]	Planning fee ca Planning app fee		rate	<del></del>		Build Cost BCIS	/m2 800		
Market Housing 95.0	100%	0		(	0 0	0 0		LAND	Land		/unit or m2 #DIV/0!	Total	119,623			No dwgs No dwgs under s	0	385		0	CfSH CfSH	16 0	2.00%	%
Shared Ownership 95.0		0		(	0 0	0 0			Stamp Duty Easements etc.			0				No dwgs over 50		115 <b>Tota</b>	5 (	0	Lifetime SUDS	11 0		
Affordable Rent 95.0				(	0 0	0 0			Legals Acquisition	on	1.50%	1,794	1,794							_	SUDS Over-extra 4	0	0.00%	%
ocial Rent 95.0		0		(	0 0	0 0		PLANNING	Planning Fee			0				Stamp duty cale	c - Residual			7	Infrastructure	120 <b>947</b>	15%	%
rant and Subsidy Shared Owners	ship			(	0 0	0			Architects QS / PM		6.00% 0.50%	0				Land payment 125,000	0%	0%	119,623 5	<mark>3</mark>			-	
Affordable Rer Social Rent	nt			(	0 0	) )			Planning Consul Other Professio		1.00% 2.50%	0	0			250,000 500,000	1% 3%	0%						
SITE AREA - Net 0.00		#DIV/0!			C	0 0		CONSTRUCTI								1,000,000 above	4% 5%	0%	, D					
SITE AREA - Gross 0.00	ha	#DIV/0!	/ha				l		Build Cost - BC s106 / CIL	S Based	947	0						Tota	<u>l</u> (	<u>o</u>				
Sales per Quarter 0									Contingency Abnormals		0.00%	0	0			Stamp duty calc Land payment				<mark>0</mark>				
Unit Build Time 3	Quarters				RUN Residual			FINANCE								125,000 250,000	0% 1%	0%	,					
Residual Land Value	Whole Site 119,623		Per ha GROSS #DIV/0!			Closing balance =	#DIV/0!		Fees Interest		7.00%	10,000				500,000 1,000,000	3% 4%	0%	, D					
Alternative Use Value  Uplift 20%	0		0		RUN CIL MACF	R <b>O ctrl+I</b> Closing balance =	#DIV/0!	CAL 50	Legal and Valua	tion		10,000	20,000			above	5%	0% Tota		0				
Plus /ha 300,000 Viability Threshold	0		300,000 <b>300,000</b>		Check on phasing d		1	SALES	Agents		3.0%	0				Pre CIL s106	2,000	£/ Unit (all)						
		£/m2	•			WRONG	J		Legals Misc.		0.5%	10,000	10,000	151,417				Total		<u>ण</u> ¬				
Additional Profit	71,891	#DIV/0!			WRONG	WRONG		Developers Pr							]	Post CIL s106 CIL	1,000 0	£/m2	•					
									% Costs % GDV		20.00%			30,283 0				Tota	<u> </u>	<u>o</u> j				
ESIDUAL CASH FLOW FOR INTE	REST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
NCOME JNITS Started		~~	1	11	1	1		~~				71		~~		7		~~				~~	~~	<b>4</b> 7
Market Housing Shared Ownership				#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
ffordable Rent ocial Rent				#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
Frant and Subsidy INCOME	0	0	0	#DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0! #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0!	#DIV/0! #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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uild Cost - BCIS Base 106/CIL		#DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
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inance Fees	10,000																							
egal and Valuation	10,000																							
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ISC. OSTS BEFORE LAND INT AND	21,794	#DIV/0!	10,000 <b>#DIV/0!</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Parishad Waland	440.000	ı																						
For Residual Valuatic Land Interest	119,623	2,475	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Profit on Costs Profit on GDV																								30,283
Cash Flow	-141,417	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Opening Balar Closing Balan	-141,417	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
CASH FLOW FOR CIL ADDITIONAL	DDOEIT	Voca 4				Voca 2				V 2				Voca 4				Voor E	_			Vaar C		
CASH FLOW FOR CIL ADDITIONAL  NCOME As Above	Q1	Q2	Q3	Q4	Q1	<b>Year 2</b> Q2	Q3	Q4	Q1	<b>Year 3</b> Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	<b>Year 5</b> Q2	Q3	Q4	Q1	<b>Year 6</b> Q2	Q3	Q4
INCOME AS ABOVE	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
EXPENDITURE Land	0	l																						
Stamp Duty	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc. Legals Acquisition	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
lanning Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
OTENTIAL CIL lost CIL s106		]	71,891		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
contingency bnormals	0	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0
inance Fees	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
egal and Valuation	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
gents egals	0 0	0 0	0 0	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0 #DIV/0
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or CIL calculation		350	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0
Profit on cost Profit on GDV			-				. •-					- '	-	-										#DIV/0!
Cash Flow	-20,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Opening Balar Closing Balan	0	#DIV/0!	#DIV/0!	#DIV/0!		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
2.55mg Balain	- , - • •	,		,	, 0.			, 5.		, 0.	, .	,	,	,	,	,	1, 0.	,		, 5 .		,		

		Land	at Monkhill Rd I	at Tower Farm rtl	h of Rockcliffetc	ockcliffe, Site C no	d off Hill Head of	f Scotby Road	Hill Farm r	ookside House n	d at Troutbeck W	/arwick Bridge of	f Steele's Bank o	off Plains Road a	ge Hall, Wreay	0	0	0
	Location		Moorhouse	Rickerby	Rockcliffe	Rockcliffe	Scotby	Scotby	Thurstonfield	Thurstonfield W	/arwick Bridge W	/arwick Bridge	Wetheral	Wetheral	Wreay	0	0	0
	Green/br	rown field	Green	Green	Green	Green	Green	Green	Green	Mixed	Green	Green	Green	Green	Green	0	0	0
	Us	se	Paddock	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Industrial	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	0	0	0
Site Area	Gross	ha	0.80	0.67	3.20	1.00	1.33	1.34	1.40	0.68	2.23	2.70	1.66	1.33	0.50	0.00	0.00	0.00
	Net	ha	0.80	0.67	3.20	1.00	1.33	1.34	1.40	0.68	2.23	2.70	1.66	1.33	0.50	0.00	0.00	0.00
Units			24	20	96	30	40	40	42	20	67	80	50	40	15	0	0	0
Mix	Market		75.00%	75.00%	75.00%	75.00%	70.00%	70.00%	75.00%	75.00%	70.00%	70.00%	70.00%	70.00%	70.00%	100.00%	100.00%	100.00%
		liate to Buy	12.50%	12.50%	12.50%	12.50%	15.00%	15.00%	12.50%	12.50%	15.00%	15.00%	15.00%	15.00%	15.00%	0.00%	0.00%	0.00%
	Affordab		12.50%	12.50%	12.50%	12.50%	15.00%	15.00%	12.50%	12.50%	15.00%	15.00%	15.00%	15.00%	15.00%	0.00%	0.00%	0.00%
	Social Re	nt	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternativ	e Land Val	u(£/ha	50,000	25,000	25,000	25,000	25,000	25,000	25,000	350,000	25,000	25,000	25,000	25,000	25,000	0	0	0
		£ site	40,000	16,750	80,000	25,000	33,250	33,500	35,000	238,000	55,750	67,500	41,500	33,250	12,500	0	0	0
Uplift		£/ha	310,000	305,000	305,000	305,000	305,000	305,000	305,000	70,000	305,000	305,000	305,000	305,000	305,000	0	300,000	300,000
		£ site	248,000	204,350	976,000	305,000	405,650	408,700	427,000	47,600	680,150	823,500	506,300	405,650	152,500	0	0	0
Viability 1	Threshold	£/ha	360,000	330,000	330,000	330,000	330,000	330,000	330,000	420,000	330,000	330,000	330,000	330,000	330,000	0	300,000	300,000
		£ site	288,000	221,100	1,056,000	330,000	438,900	442,200	462,000	285,600	735,900	891,000	547,800	438,900	165,000	0	0	0
Residual '	V Net Ha	£/ha	675,074	559,194	561,357	569,046	1,052,522	1,044,667	563,039	482,958	1,041,006	1,011,644	1,047,378	1,052,522	1,041,096	#DIV/0!	#DIV/0!	#DIV/0!
	Gross	£/ha	675,074	559,194	561,357	569,046	1,052,522	1,044,667	563,039	482,958	1,041,006	1,011,644	1,047,378	1,052,522	1,041,096	#DIV/0!	#DIV/0!	#DIV/0!
		£ site	540,060	374,660	1,796,343	569,046	1,399,854	1,399,854	788,255	328,411	2,321,444	2,731,438	1,738,648	1,399,854	520,548	188,272	119,623	129,510
Additiona	al Profit	£ site	314,079	187,449	988,608	295,145	1,133,117	1,129,361	411,792	67,211	1,958,157	2,268,048	1,424,894	1,133,117	366,168	79,533	71,891	91,169
		£/m2	184	132	145	138	426	425	138	47	439	426	429	426	367	#DIV/0!	#DIV/0!	#DIV/0!



INCOME Av Siz	ze %						_																	
		Number 0		Price £/m2		GIA m2		DEVELOPMEN	T COSTS						]	Planning fee ca Planning app fee		s rate			Build Cost BCIS	/m2 800		
Market Housing 95.		0		C	) 0	0		LAND	Land		/unit or m2 #DIV/0!		129,510	]		No dwgs No dwgs under 5	0	385			CfSH CfSH	16 0	2.00%	)
Shared Ownership 95.	.0 0%	0		C	0	0			Stamp Duty Easements etc.			1,295 0				No dwgs over 50	0	) 115 <b>Total</b>		)	Lifetime SUDS	11 0		
Affordable Rent 95.	.0 0%	0		C	0	0		PLANNING	Legals Acquisition	on	1.50%	1,943	3,238								SUDS Over-extra 4 Infrastructure	0 0 80	0.00%	
Social Rent 95.	.0 0%	0		C	0	0		FLANNING	Planning Fee Architects		6.00%	0				Stamp duty cald	c - Residual		129,510	) )	Illinastructure	907	1076	)
Grant and Subsidy Shared Own Affordable R Social Rent	Rent			C C	0 0				QS / PM Planning Consult Other Profession		0.50% 1.00% 2.50%	0	0			125,000 250,000 500,000 1,000,000	0% 1% 3%							
	00 ha 00 ha	#DIV/0! #DIV/0!			0	0		CONSTRUCT	Build Cost - BCI s106 / CIL	S Based	907	0				above	5%	1% Total		5				
Sales per Quarter 0 Unit Build Time 3	Quarters				RUN Residual N	MACRO ctrl+r		FINANCE	Contingency Abnormals		0.00%	0	0			Stamp duty cald Land payment 125,000 250,000	c - Add Profit 0% 1%			<mark>)</mark>				
Residual Land Value Alternative Use Value Uplift 20%	Whole Site  129,510  0	Per ha NET #DIV/0!			RUN CIL MACR	Closing balance =  Closing balance =			Fees Interest Legal and Valua	tion	7.00%	10,000				500,000 1,000,000 above	3% 4% 5%	0%						
Plus /ha 300,000  Viability Threshol			300,000 <b>300,000</b>		Check on phasing dw	-	#BIV/0:	SALES	Agents		3.0%	0				Pre CIL s106	2,000	£/ Unit (all)		]				
		£/m2	_	'		ONG WRONG			Legals Misc.		0.5%	0 10,000	10,000	162,748				Total	(	<u>)</u>				
Additional Profit	91,169	#DIV/0!			WRONG	WRONG		Developers Pro	ofit % Costs % GDV		20.00% 0.00%			32,550 0		Post CIL s106 CIL	1,000 0	£/ Unit (all) £/m2 <b>Total</b>		0				
RESIDUAL CASH FLOW FOR IN	TEREST Q1	Year 1 Q2	Q3	Q4	Q1	Year 2 Q2	Q3	Q4	Q1	Year 3 Q2	Q3	Q4	Q1	Year 4 Q2	Q3	Q4	Q1	Year 5 Q2	Q3	Q4	Q1	Year 6 Q2	Q3	Q4
INCOME UNITS Started Market Housing			1	#DIV/0!	1 #DIV/0!	#DIV/0!	1 #DIV/0!	#DIV/0!	1 #DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!						
Shared Ownership Affordable Rent				#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
Social Rent Grant and Subsidy				#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
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Stamp Duty Easements etc.	1,295 0																							
Legals Acquisition Planning Fee	1,943																							
Architects QS	0 0		0 0																					
Planning Consultants Other Professional	0		0 0																					
Build Cost - BCIS Base s106/CIL		#DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
Contingency Abnormals		#DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!
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Misc. COSTS BEFORE LAND INT AND	23,238	#DIV/0!	10,000 <b>#DIV/0!</b>	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
For Residual Valuatia Lan	nd 129,510																							
Interes Profit on Cost Profit on GD	st ts	2,673	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0! 32,550 0
Cash Flow Opening Bala	-152,748 lar 0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Closing Bala	an -152,748	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
CASH FLOW FOR CIL ADDITION	NAL PROFIT	Year 1	Q3	Q4	Q1	Year 2	Q3	Q4	Q1	Year 3	Q3	Q4	Q1	Year 4	Q3	Q4	Q1	Year 5	Q3	Q4	Q1	Year 6	Q3	Q4
INCOME As Above INCOME	0	0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>EXPENDITURE</b> Land	0																							
Stamp Duty Easements etc. Legals Acquisition	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Planning Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects QS Richard Consultants	0 0	0	0	0	0 0	0	0	0 0	0 0	0 0	0	0 0	0	0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0
Planning Consultants Other Professional	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base POTENTIAL CIL	0	#DIV/0!	#DIV/0! 91,169	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Post CIL s106 Contingency Abnormals	0 0	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!	#DIV/0! #DIV/0! #DIV/0!
Finance Fees Legal and Valuation	10,000 10,000	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0	0 0	0 0	0 0	0 0	0 0	0 0	0 0						
Agents Legals	0	0 0	0 0	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!	#DIV/0! #DIV/0!
Misc. COSTS BEFORE LAND INT AND	0 20,000	0 #DIV/0!	10,000 <b>#DIV/0!</b>	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 # <b>DIV/0!</b>	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 # <b>DIV/0!</b>	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 # <b>DIV/0!</b>	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!	0 #DIV/0!
For CIL calculation	et	250	#DIV//01	#DIV//01	#DIV//01	#DN //21	#DIV/0	#DN//01	#DD (/O)	#DN //O	#DIV//01	#DN //O!	#DN//01	#DIV//01	#DIV//01	#DI\ //Q!	#DIV//01	#DI\ //Q!	#DIV//01	#DI\//0!	#DI\//0!	#DIV//01	#DIV//01	#DI\ //e!
Interes Profit on cos Profit on GD'	st	350	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0! #DIV/0! 0
Cash Flow	-20,000 lar 0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Opening Bala	· 1		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

## Appendix 5 Older Peoples Housing Appraisals

			Sheltered	Extra Care
Income	m2		3,450	3,834
	£/m2		1,915	2,028
	Capital Value		5,505,625	5,759,520
Costs	Land Used	ha	0.50	0.50
COSES	Edila Osca	£/ha	350,000	350,000
		Uplift £/ha	330,000	330,000
		20%	70,000	70,000
		Cost	210,000	210,000
		COST	210,000	210,000
	Strategic Promo	ntion	2,500	2,500
	Planning	511011	2,500	2,500
	r idiiiiiig		2,300	2,300
	Construction	/m2	915	1,016
	CONST. GCC.O.	f	3,156,750	3,895,344
	Infrastructure	15.00%	315,675	389,534
	Abnormals	10.00%	313,073	303,331
	Fees	8.00%	252,540	311,628
	Contingency	2.50%	78,919	97,384
			. 0,0 =0	0.,00
	Finance Costs		10,000	10,000
	Sales	3.00%	165,169	172,786
	Misc. Financial		5,000	5,000
			2,222	.,
	Subtotal		3,989,053	4,886,675
	Interest	7.00%	279,234	342,067
	Profit % Costs	20.00%	853,657	1,045,748
	COSTS		5,331,943	6,484,491
			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	., . ,
Residual Land	Worth (APPRO)	(.)	173,682	-724,971
Additional Profit			-36,318	-934,971
	£/m2		-11	-244
Existing Use Value			350,000	350,000
Viability Thresh			420,000	420,000
Residual Value			347,363	-1,449,942





## Appendix 6 Non Residential Appraisals

		(	Greenfield						
			Large Industrial	Smaller Industrial	Large Office	Small Office	Supermarkets	Retail Warehouse	Shons
Income	m2		1,500	200	500	150	4,000	4,000	
	£/m2		866	571	1,688	1,500	3,273	1,500	
	Capital Value		1,299,000	114,200	844,000	225,000	13,092,000	6,000,000	
Costs	Land Used	ha	0.230	0.100	0.300	1.000	2.600	1.800	
		£/ha	25,000	25,000	25,000	25,000	25,000	25,000	
		Uplift £/ha	200,000	200,000	200,000	200,000	200,000	200,000	
		20.00%	5,000	5,000	5,000	5,000	5,000	5,000	
		Cost	52,900	23,000	69,000	230,000	598,000	414,000	
	Strategic Promotion		10,000	10,000	10,000	10,000	10,000	10,000	
	Planning		10,000	10,000	10,000	10,000	10,000	10,000	
	Construction	/m2	540	727	924	924	1,084	467	
		£	810,000	145,400	462,000	138,600	4,336,000	1,868,000	
	Infrastructure	10.00%	81,000	14,540	46,200	13,860	433,600	186,800	
	Abnormals	15.00%	,,,,,	,	.,	,,,,,,	,		
	Fees	8.00%	64,800	11,632	36,960	11,088	346,880	149,440	
	Contingency	2.5% & 5%	20,250	3,635	11,550	3,465	108,400	46,700	
	Finance Costs		5,000	5,000	5,001	5,000	5,000	5,000	
	Sales	3.00%	38,970	3,426	25,320	6,750	392,760	180,000	
	Misc. Financial	3.00%	5,000	5,000	5,001	5,000	5,000	5,000	
	Subtotal		1,045,020	208,633	612,032	203,763	5,647,640	2,460,940	
	Interest	7.00%	73,151	14,604	42,842	14,263	395,335	172,266	
	Profit % GDV	20.00%	274,430	25,761	177,368	47,853	2,697,467	1,234,453	
	COSTS		1,445,502	271,998	901,243	495,879	9,338,442	4,281,659	
	Residual Land Worth (APPROX.)		-146,502	-157,798	-57,243	-270,879	3,753,558	1,718,341	
	Additional Profit		-199,402	-180,798	-126,243	-500,879	3,155,558	1,304,341	
			-133	-904	-252	-3,339	789	326	
	Existing Use Value		25,000	25,000	25,000	25,000	25,000	25,000	
	Viability Threshold		230,000	230,000	230,000	230,000	230,000	230,000	
	Residual Value		-636,964	-1,577,982	-190,809	-270,879	1,443,676	954,634	



			Brownfield						
			Large Industrial	Smaller Industrial	Large Office	Small Office	Supermarkets	Retail Warehouse	Shops
Income	m2		1,500	200	500	150	4,000	4,000	150
	£/m2		866	571	1,688	1,500	3,273	1,500	2,200
	Capital Value		1,299,000	114,200	844,000	225,000	13,092,000	6,000,000	330,000
Costs	Land Head	ha	0.230	0.100	0.300	1 000	2.600	1 000	0.017
Costs	Land Used	ha c/b-		0.100		1.000		1.800	
		£/ha	350,000	350,000	350,000	350,000	350,000	350,000	4,000,000
		Uplift £/ha	70,000	70,000		70,000	70,000	70,000	000.000
		20% Cost	70,000 <b>96,600</b>	70,000 <b>42,000</b>	70,000 <b>126,000</b>	70,000 <b>420,000</b>	70,000 <b>1,092,000</b>	70,000 <b>756,000</b>	800,000 <b>81,60</b> 0
					,			,	,
	Strategic Prom	otion	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Planning		10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Construction	/m2	540	727	924	924	1,084	467	680
	Construction	£	810,000	145,400	462,000	138,600	4,336,000	1,868,000	102,000
	Infrastructure	15.00%	81,000	14,540	46,200	13,860	4,330,000	186,800	50,000
	Abnormals	10.00%	121,500	21,810	69,300	20,790	650,400	280,200	15,300
	Fees	8.00%	64,800	11,632	36,960	11,088	346,880	149,440	8,160
	Contingency	5.00%	40,500	7,270	23,100	6,930	216,800	93,400	5,100
	Finance Costs		5,000	5,000	5,001	5,000	5,000	5,000	5,000
	Sales	3.00%	38,970	3,426	25,320	6,750	392,760	180,000	9,900
	Misc. Financial		5,000	5,000	5,001	5,000	5,000	5,000	5,000
	Subtotal		1,186,770	234,078	692,882	228,018	6,406,440	2,787,840	220,460
	Interest	7.00%	83,074	16,385	48,502	15,961	448,451	195,149	15,432
	Profit % Costs	20.00%	276,415	26,117	178,500	48,192	2,708,090	1,239,030	69,086
	COSTS		1,642,859	318,581	1,045,884	712,172	10,654,981	4,978,019	386,579
	00313		1,042,033	310,301	1,043,004	712,172	10,034,301	4,570,015	300,37
Residual Land	Worth (APPRO)	(.)	-343,859	-204,381	-201,884	-487,172	2,437,019	1,021,981	-56,579
Additional Pro	fit		-440,459	-246,381	-327,884	-907,172	1,345,019	265,981	-138,179
	£/m2		-294	-1,232	-656	-6,048	336	66	-921
Existing Use V	alue		350,000	350,000	350,000	350,000	350,000	350,000	4,000,000
			420,000	420,000	420,000	420,000	420,000	420,000	4,800,000
Viability Thres									



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

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

The main areas of expertise are:

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

HDH Planning and Development have public and private sector clients throughout England and Wales.

## **HDH Planning and Development**

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