





Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes

**Matrix of assumed accommodation type splits for each valuation scenario** (with lower v higher affordable price band splits and local occupancy v market housing splits)

4 and 10 Unit Sites  
Options 7 to 9

**OPTION 7 (30% Affordable / 30% Local Occupancy / 40% Market) (30-30-40%) Affordable Units - same as OPTION 5**

Site-Type Scenario	Accommodation Split (%)	4 (25-25-50%) (1-1-2 units)														10 (30-30-40%) (3-3-4 units)																																																	
		Affordable Units							Local Occupancy Units							Market Units							Affordable Units							Local Occupancy Units							Market Units																												
		Lower affordables			Higher affordables				Houses			Flats				Houses			Flats				Houses			Flats				Houses			Flats				Houses			Flats																									
		Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed														
1 Greenfield A	90 70	10 30	1	0	0	0	0	0	0	0	0	1	0	0	0	0	0	1	1	0	0	0	3	1	0	1	0	0	0	1	0	1	0	0	0	0	3	1	1	1	0	0	0	1	1	1	0	0	0	1	1	2	0	0	0	7	1	1	1	0	0	0			
2 Greenfield B	70	30	0	0	1	0	0	0	0	0	0	1	1	0	0	0	0	0	1	1	0	0	0	3	1	0	1	0	0	0	3	1	0	1	0	0	0	3	1	0	1	0	0	0	3	1	0	1	0	0	0	1	1	1	0	0	0	0	7	1	1	1	0	0	0
3 Brownfield with existing use	50	50	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	0	0	0	3	1	0	1	0	0	0	3	1	0	1	0	0	0	3	1	0	1	0	0	0	3	1	0	1	0	0	0	7	1	1	1	0	0	0							
4 Brownfield with high constraints	50	50	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	0	0	0	3	1	0	1	0	0	0	3	1	0	1	0	0	0	3	1	0	1	0	0	0	7	1	1	1	0	0	0														

**OPTION 8 (100% Affordable - Greenfield exceptions sites only) (100-0-0%)**

Site-Type Scenario	Accommodation Split (%)	4 (100-0-0%) (100-0-0 units)														10 (100-0-0%) (10-0-0 units)																																															
		Affordable Units							Local Occupancy Units							Market Units							Affordable Units							Local Occupancy Units							Market Units																										
		Lower affordables			Higher affordables				Houses			Flats				Houses			Flats				Houses			Flats				Houses			Flats				Houses			Flats																							
		Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed												
1 Greenfield A	90	10	2	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3	3	1	0	0	0	0	10	0	0	0	0	0	0	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2 Greenfield B	70	30	1	1	1	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3	2	1	1	1	0	0	10	0	0	0	0	0	0	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

**OPTION 8a (100% Affordable - Greenfield exceptions sites only) (100-0-0%) same as OPTION 8**

Using 100% Higher Affordable prices ('maximum new prices') - IPATH Companion Guide (March 2007, subsequently revised to incorporate affordable house prices for 2008/9)

Site-Type Scenario	Accommodation Split (%)	4 (100-0-0%) (100-0-0 units)														10 (100-0-0%) (10-0-0 units)																																								
		Affordable Units							Local Occupancy Units							Market Units							Affordable Units							Local Occupancy Units							Market Units																			
		Lower affordables			Higher affordables				Houses			Flats				Houses			Flats				Houses			Flats				Houses			Flats																							
		Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed													
1 Greenfield A	90	10	0	0	0	0	2	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5	4	1	0	0	0	0	10	0	0	0	0	0	0	10	0	0	0	0	0	0	0	0	0	0	0	0	0
2 Greenfield B	70	30	0	0	0	0	2	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4	3	2	1	0	0	0	10	0	0	0	0	0	0	10	0	0	0	0	0	0	0	0	0	0	0	0	0

**OPTION 9 (100% Market - to show unrestricted value of land) (0-0-100%)**

Site-Type Scenario	Accommodation Split (%)	4 (100-0-0%) (100-0-0 units)														10 (0-0-100%) (0-0-10 units)																																		
		Affordable Units							Local Occupancy Units							Market Units							Affordable Units							Local Occupancy Units							Market Units													
		Lower affordables			Higher affordables				Houses			Flats				Houses			Flats				Houses			Flats				Houses			Flats																	
		Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Houses	Flats	Total	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed							
1 Greenfield A	90	10	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	2	0	0	0	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3	3	3	0	1	0	0
2 Greenfield B	70	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	1	0	0	0	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2	2	3	1	2	0	0

Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes

**Matrix of assumed accommodation type splits for each valuation scenario** (with lower v higher affordable price band splits and local occupancy v market housing splits)

15 and 50 Unit Sites  
Options 1 to 6



**OPTION 1 (60% Affordable / 30% Local Occupancy / 10% Market) (60-30-10%)**

Site-Type Scenario	Accommodation Split (%)		15 (60-33-7%) (9-5-1 units)															50 (60-30-10%) (30-15-5 units)																									
			Affordable Units						Local Occupancy Units					Market Units				Affordable Units						Local Occupancy Units					Market Units														
			Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Houses		Flats		Total		Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Total		
			Houses	Flats	Total	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Non-A Units	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total					
1 Greenfield A	90	10	2	2	1	0	1	2	0	0	1	2	1	0	1	0	0	1	0	0	6	8	7	3	2	5	5	0	0	0	30	5	5	5	0	0	1	2	2	0	0	20	
2 Greenfield B	70	30	2	2	1	1	1	1	1	0	0	1	1	1	1	1	0	0	1	0	0	6	8	7	3	2	3	2	3	2	3	30	3	3	4	2	3	1	2	2	0	0	20
3 Brownfield with existing use	50	50	2	1	2	1	1	1	0	1	1	1	1	1	1	0	0	0	0	1	6	5	5	5	5	3	2	3	2	3	30	1	2	2	5	5	1	2	2	0	0	20	
4 Brownfield with high constraints	50	50	2	1	2	1	1	1	0	1	1	1	1	1	1	0	0	0	0	1	6	5	5	5	5	3	2	3	2	3	30	1	2	2	5	5	1	2	2	0	0	20	

**OPTION 2 (50% Affordable / 50% Local Occupancy / 0% Market) (50-50-0%)**

Site-Type Scenario	Accommodation Split (%)		15 (47-33-0%) (7-5-0 units)															50 (50-50-0%) (25-25-0 units)																								
			Affordable Units						Local Occupancy Units					Market Units				Affordable Units						Local Occupancy Units					Market Units													
			Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Houses		Flats		Total		Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Total	
			Houses	Flats	Total	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Non-A Units	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total				
1 Greenfield A	90	10	2	2	1	0	1	1	0	0	1	1	2	0	1	0	0	0	0	0	8	6	6	3	2	4	4	0	0	0	25	8	8	9	0	0	0	0	0	0	0	25
2 Greenfield B	70	30	2	1	1	1	1	1	0	0	2	2	2	1	1	0	0	0	0	0	8	4	3	4	3	5	3	2	1	2	25	6	7	7	2	3	0	0	0	0	0	25
3 Brownfield with existing use	50	50	2	1	1	1	0	1	0	1	1	1	2	2	2	0	0	0	0	0	8	4	3	5	5	1	2	3	2	2	25	5	5	5	5	5	0	0	0	0	0	25
4 Brownfield with high constraints	50	50	2	1	1	1	0	1	0	1	1	1	2	2	2	0	0	0	0	0	8	4	3	5	5	1	2	3	2	2	25	5	5	5	5	5	0	0	0	0	0	25

**OPTION 3 (50% Affordable / 30% Local Occupancy / 20% Market) (50-30-20%)** Affordable Units - same as OPTION 2

Site-Type Scenario	Accommodation Split (%)		15 (47-33-20%) (7-5-3 units)															50 (50-30-20%) (25-15-10 units)																								
			Affordable Units						Local Occupancy Units					Market Units				Affordable Units						Local Occupancy Units					Market Units													
			Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Houses		Flats		Total		Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Total	
			Houses	Flats	Total	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Non-A Units	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total				
1 Greenfield A	90	10	2	2	1	0	1	1	0	0	1	1	2	0	1	1	1	1	0	0	8	6	6	3	2	4	4	0	0	0	25	5	5	5	0	0	3	3	4	0	0	25
2 Greenfield B	70	30	2	1	1	1	1	1	0	0	1	1	1	1	1	1	1	1	0	0	8	4	3	4	3	4	4	2	1	2	25	6	7	7	2	3	3	3	4	0	0	25
3 Brownfield with existing use	50	50	2	1	1	1	0	1	0	1	1	1	1	1	1	0	0	1	1	1	8	4	3	5	5	1	2	3	2	2	25	3	3	4	2	3	1	2	2	2	3	25
4 Brownfield with high constraints	50	50	2	1	1	1	0	1	0	1	1	1	1	1	1	0	0	1	1	1	8	4	3	5	5	1	2	3	2	2	25	3	3	4	2	3	1	2	2	2	3	25

**OPTION 4 (40% Affordable / 30% Local Occupancy / 30% Market) (40-30-30%)**

Site-Type Scenario	Accommodation Split (%)		15 (40-33-27%) (6-5-4 units)															50 (40-30-30%) (20-15-15 units)																								
			Affordable Units						Local Occupancy Units					Market Units				Affordable Units						Local Occupancy Units					Market Units													
			Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Houses		Flats		Total		Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Total	
			Houses	Flats	Total	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Non-A Units	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total				
1 Greenfield A	90	10	2	2	1	0	1	1	0	0	1	1	2	0	1	1	1	2	0	0	9	6	5	1	1	3	3	1	0	0	20	4	4	5	1	1	5	5	5	0	0	30
2 Greenfield B	70	30	1	1	1	1	1	1	0	0	1	1	1	1	1	1	1	1	0	1	9	4	4	3	2	2	2	2	1	2	20	3	3	4	2	3	3	3	4	2	3	30
3 Brownfield with existing use	50	50	1	1	1	1	1	1	0	1	1	1	1	1	1	0	1	1	1	1	9	4	4	3	2	1	1	3	2	2	20	1	2	2	5	5	3	3	4	2	3	30
4 Brownfield with high constraints	50	50	1	1	1	1	1	0	1	0	1	1	1	1	1	0	1	1	1	1	9	4	4	3	2	1	1	3	2	2	20	1	2	2	5	5	3	3	4	2	3	30

**OPTION 5 (30% Affordable / 70% Local Occupancy / 0% Market) (30-70-0%)**

Site-Type Scenario	Accommodation Split (%)		15 (33-67-0%) (5-10-0 units)															50 (30-70-0%) (15-35-0 units)																								
			Affordable Units						Local Occupancy Units					Market Units				Affordable Units						Local Occupancy Units					Market Units													
			Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Houses		Flats		Total		Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Total	
			Houses	Flats	Total	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Non-A Units	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total				
1 Greenfield A	90	10	2	1	0	0	1	1	0	0	3	3	3	0	1	0	0	0	0	0	10	3	2	3	2	2	3	2	0	0	15	11	12	12	0	0	0	0	0	0	0	35
2 Greenfield B	70	30	1	1	1	0	1	1	0	0	2	2	3	1	2	0	0	0	0	0	10	3	2	3	2	1	1	2	1	2	15	8	8	9	5	5	0	0	0	0	0	35
3 Brownfield with existing use	50	50	1	0	1	1	0	1	1	0	2	2	2	2	2	0	0	0	0	0	10	2	3	2	3	1	1	2	1	2	15	6	6	6	8	9	0	0	0	0	0	35
4 Brownfield with high constraints	50	50	1	0	1	1	0	1	1	0	2	2	2	2	2	0	0	0	0	0	10	3	2	3	2	1	1	2	1	2	15	6	6	6	8	9	0	0	0	0	0	35

**OPTION 6 (30% Affordable / 50% Local Occupancy / 20% Market) (30-50-20%)** Affordable Units - same as OPTION 5

Site-Type Scenario	Accommodation Split (%)		15 (33-47-20%) (5-7-3 units)															50 (30-50-20%) (15-25-10 units)																								
			Affordable Units						Local Occupancy Units					Market Units				Affordable Units						Local Occupancy Units					Market Units													
			Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Houses		Flats		Total		Lower affordables			Higher affordables			Houses		Flats			Houses		Flats			Total	
			Houses	Flats	Total	Houses	Flats	Total	2 Bed	3 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	Non-A Units	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total	Houses	Flats	Total				
1 Greenfield A	90	10	2	1	0	0	1	1	0	0	2	2	2	0	1	1	1	1	0	0	10	3	2	3	2	2	3	2	0	0	15	8	8	9	0	0	3	3	4	0	0	35
2 Greenfield B	70	30	1	1	1	0	1	1	0	0	2	1	1	1	2	0	1	2	0	0	10	3	2	3	2	1	1	2	1	2	15	6	7	7	2	3	1	2	2	2	3	35
3 Brownfield with existing use	50	50	1	0	1	1	0	1	1	0	2	1	1	2	1	0	1	1	0	1	10	2	3	2	3	1	1	2	1	2	15	5	5	5	5	5	1	2	2	2	3	35
4 Brownfield with high constraints	50	50	1	0	1	1	0	1	1	0	2	1	1	2	1	0	1	1	0	1	10	3	2	3	2	1	1	2	1	2	15	5	5	5	5	5	1	2	2	2	3	35





Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes

Matrix of key assumptions and average anticipated sale prices for each property type and for each market area

Starting Assumptions Property Type	Assumed Floor Area (m <sup>2</sup> ) (GIA)					Assumed Build Cost (£)				
	Flats		Houses			Flats		Houses		
	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed
1 Affordable Units	40	50	65	75		56,630	66,624	79,949	94,939	
2 Local Occupancy Units	48	68	75	90	105	58,400	68,706	82,447	97,906	118,971
3 Market Units	48	68	75	90	105	58,990	69,400	83,280	98,895	120,173

> a further nominal reduction of 2% has been applied to assumed building costs in relation to sites of 50 units to take into account any savings due to economies of scale

> assumes affordable units built with slightly lower specification = 96% of cost of market units

> assumes local occupancy units built with slightly lower specification = 99% of cost of market units

> 4 Bed Houses are assumed to have a garage of 12.5m<sup>2</sup> GIA (in addition to stated floor area) and to cost £10k to build and producing a sale figure of £12k (incorporated in anticipated sale price)

Property Type	Market Area Kendal					Market Area Rural Kendal					Market Area Milnthorpe					Market Area Grange and Cartmel					Market Area Ulverston and Furness				
	Average Anticipated Sale Price					Average Anticipated Sale Price					Average Anticipated Sale Price					Anticipated Sale Price					Average Anticipated Sale Price				
	Flats		Houses			Flats		Houses			Flats		Houses			Flats		Houses			Flats		Houses		
	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed
1 Affordable Units - Lower (Minimum - 66.6%)	60,642	72,363	83,083	96,484		60,642	72,363	83,083	96,484		60,642	72,363	83,083	96,484		60,642	72,363	83,083	96,484		60,642	72,363	83,083	96,484	
2 Affordable Units - Higher (Minimum - 33.3%)	77,723	88,443	101,844	123,285		77,723	88,443	101,844	123,285		77,723	88,443	101,844	123,285		77,723	88,443	101,844	123,285		77,723	88,443	101,844	123,285	
3 Affordable Units - Higher (Maximum - 33.3%)	83,083	93,804	112,564	134,005		83,083	93,804	112,564	134,005		83,083	93,804	112,564	134,005		83,083	93,804	112,564	134,005		83,083	93,804	112,564	134,005	
4 Local Occupancy Units	113,775	151,700	167,425	209,975	266,400	116,450	154,700	170,000	213,350	269,450	105,450	139,675	153,550	193,325	246,050	112,200	148,750	164,050	205,700	260,100	101,750	135,050	148,925	186,850	238,650
5 Market Units	123,000	164,000	181,000	227,000	288,000	137,000	182,000	200,000	251,000	317,000	114,000	151,000	166,000	209,000	266,000	132,000	175,000	193,000	242,000	306,000	110,000	146,000	161,000	202,000	258,000

> assumes local occupancy units in Kendal, Milnthorpe and Ulverston & Furness command an anticipated sale value of 92.5% of market units; local occupancy units in Rural Kendal and Grange & Cartmel command an anticipated sale value of 85% of market units

> affordable dwelling prices are as per the IPATH Companion Guide (March 2007, subsequently revised to incorporate affordable house prices for 2008/9).

> Build Costs and Affordable dwelling prices at September 2008 / Market dwelling prices at March 2008

Sale Price per m <sup>2</sup> of Market Units	Market Area Kendal					Market Area Rural Kendal					Market Area Milnthorpe					Market Area Grange and Cartmel					Market Area Ulverston and Furness				
	Flats		Houses			Flats		Houses			Flats		Houses			Flats		Houses			Flats		Houses		
	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed
Market Units	2,563	2,412	2,413	2,522	2,743	2,854	2,676	2,667	2,789	3,019	2,375	2,221	2,213	2,322	2,533	2,750	2,574	2,573	2,689	2,914	2,292	2,147	2,147	2,244	2,457

> nb figures for 4 Bed Houses do not take into account the area of the assumed garage

Common Assumptions	Measure	Figure	Notes
Legal Fees	£ per unit	750	To reflect charging rates of local firms
Sale Fees	% of GDV	1.5	Agent + Marketing budget (expressed as % of GDV)
Professional Fees	% of Building Costs	11	To include typical cost of all necessary consultants
Cost of Finance	%	6.00	Currently taken to be Bank of England Base Rate plus 5.5%
Contingency	%	5.0	% of build costs + interest (abnormals shown separately)
Insurances	%	2.5	Usually expected to be 2.5% of build costs + interest
Developers Gross Margin	% of GDV	15.00	
Site Acquisition Costs	% of Site Value	7.00	Planning, Survey, Agents, Stamp Duty etc
Further Specific Assumptions			
Development Period (4, 10 and 15 unit sites)	Months	12	To be reasonable and realistic (4, 10 and 15 unit sites)
Development Period (50 unit sites)	Months	24	To be reasonable and realistic (50 unit sites)
Site Work Costs (4 unit sites)	£ per unit	5,000	To reflect costs such as landscaping and contribution to estate roads
Site Work Costs (10 unit sites)	£ per unit	4,000	To reflect costs such as landscaping and contribution to estate roads
Site Work Costs (15 unit sites)	£ per unit	3,500	To reflect costs such as landscaping and contribution to estate roads
Site Work Costs (50 unit sites)	£ per unit	2,500	To reflect costs such as landscaping and contribution to estate roads
Abnormal Costs (Greenfield sites)	£ per unit	0	To reflect assumed 'abnormal' costs, such as demolition or land remediation expenditure
Abnormal Costs (Brownfield with existing use)	£ per unit	2,500	To reflect assumed 'abnormal' costs, such as demolition or land remediation expenditure
Abnormal Costs (Brownfield with high constraints)	£ per unit	25,000	To reflect assumed 'abnormal' costs, such as demolition or land remediation expenditure

Sensitivity Analysis 1 Local Occupancy and Market Values reduced by 15%

Property Type	Market Area Kendal					Market Area Rural Kendal					Market Area Milnthorpe					Market Area Grange and Cartmel					Market Area Ulverston and Furness				
	Average Anticipated Sale Price					Average Anticipated Sale Price					Average Anticipated Sale Price					Anticipated Sale Price					Average Anticipated Sale Price				
	Flats		Houses			Flats		Houses			Flats		Houses			Flats		Houses			Flats		Houses		
	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed
1 Local Occupancy Units	96,709	128,945	142,311	178,479	226,440	98,983	131,495	144,500	181,348	229,033	89,633	118,724	130,518	164,326	209,143	95,370	126,438	139,443	174,845	221,085	86,488	114,793	126,586	158,823	202,853
2 Market Units	104,550	139,400	153,850	192,950	244,800	116,450	154,700	170,000	213,350	269,450	96,900	128,350	141,100	177,650	226,100	112,200	148,750	164,050	205,700	260,100	93,500	124,100	136,850	171,700	219,300

> assumes local occupancy units in Kendal, Milnthorpe and Ulverston & Furness command an anticipated sale value of 92.5% of market units; local occupancy units in Rural Kendal and Grange & Cartmel command an anticipated sale value of 85% of market units

Market Values at March 2008

Sensitivity Analysis 2 Development Costs increased by 15%

Property Type	Assumed Build Cost (£)				
	Flats		Houses		
	1 Bed	2 Bed	2 Bed	3 Bed	4 Bed
1 Affordable Units	65,125	76,618	91,941	109,180	
2 Local Occupancy Units	67,160	79,012	94,814	112,592	136,816
3 Market Units	67,839	79,810	95,772	113,729	138,198

> a further nominal reduction of 2% has been applied to assumed building costs in relation to sites of 50 units to take into account any savings due to economies of scale

> assumes affordable units built with slightly lower specification = 96% of cost of market units

> assumes local occupancy units built with slightly lower specification = 99% of cost of market units

> 4 Bed Houses are assumed to have a garage of 12.5m<sup>2</sup> GIA (in addition to stated floor area) and to cost £10k to build and producing a sale figure of £12k (incorporated in anticipated sale price)

Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes

Matrix of value per hectare for each valuation scenario - using current assumed average anticipated sale prices  
(Assumption = average of 30 dwellings per hectare applied throughout - equating to 12.14 dwellings per acre)

OPTION 1 (60% Affordable / 30% Local Occupancy / 10% Market) (60-30-10%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (75-25-0%) (3-1-0 units)					10 UNITS (60-30-10%) (6-3-1 units)					15 UNITS (60-27-7%) (9-4-2 units)					50 UNITS (60-30-10%) (30-15-5 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£403,283	£328,301	£319,356	£158,404	£99,876											
2 Greenfield B	70 30						£298,845		£215,028		£20,064											
3 Brownfield with existing use	50 50						£207,590		£135,939		£57,111											
4 Brownfield with high constraints	50 50						£489,408		£573,445		£707,649											

OPTION 2 (50% Affordable / 50% Local Occupancy / 0% Market) (50-50-0%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (50-50-0%) (2-2-0 units)					10 UNITS (50-50-0%) (5-5-0 units)					15 UNITS (47-53-0%) (7-8-0 units)					50 UNITS (50-50-0%) (25-25-0 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£534,068	£445,834	£500,000	£305,919	£234,415						£543,812					£456,069
2 Greenfield B	70 30						£496,367				£211,844											
3 Brownfield with existing use	50 50						£316,365		£283,954		£67,400											
4 Brownfield with high constraints	50 50						£380,833				£583,131											

OPTION 3 (50% Affordable / 30% Local Occupancy / 20% Market) (50-30-20%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (50-25-25%) (2-1-1 units)					10 UNITS (50-30-20%) (5-3-2 units)					15 UNITS (47-33-20%) (7-5-3 units)					50 UNITS (50-30-20%) (25-15-10 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£715,455	£620,595	£578,521	£377,814	£303,826											£613,830
2 Greenfield B	70 30						£677,754				£281,254											
3 Brownfield with existing use	50 50						£475,807		£352,953		£128,449											
4 Brownfield with high constraints	50 50						£221,191				£522,083											

OPTION 4 (40% Affordable / 30% Local Occupancy / 30% Market) (40-30-30%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (50-25-25%) (2-1-1 units)					10 UNITS (40-30-30%) (4-3-3 units)					15 UNITS (40-33-27%) (6-5-4 units)					50 UNITS (40-30-30%) (20-15-15 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£908,027	£797,707	£728,191	£498,441	£413,410											£870,148
2 Greenfield B	70 30						£822,042				£356,965											
3 Brownfield with existing use	50 50						£727,020		£551,988		£286,569											
4 Brownfield with high constraints	50 50						£30,022				£363,963											

OPTION 5 (30% Affordable / 70% Local Occupancy / 0% Market) (30-70-0%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (25-75-0%) (1-3-0 units)					10 UNITS (30-70-0%) (3-7-0 units)					15 UNITS (33-67-0%) (5-10-0 units)					50 UNITS (30-70-0%) (15-35-0 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£984,427	£862,402	£937,936	£668,266	£570,203											£888,272
2 Greenfield B	70 30						£840,437				£464,919											
3 Brownfield with existing use	50 50						£762,993		£716,391		£366,866											
4 Brownfield with high constraints	50 50						£30,257				£283,966											

OPTION 6 (30% Affordable / 50% Local Occupancy / 20% Market) (30-50-20%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (25-50-25%) (1-2-1 units)					10 UNITS (30-50-20%) (3-5-2 units)					15 UNITS (33-67-20%) (5-7-3 units)					50 UNITS (30-50-20%) (15-25-10 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£1,165,814	£1,037,163	£1,016,457	£740,161	£639,614											£1,056,959
2 Greenfield B	70 30						£999,878				£525,967											
3 Brownfield with existing use	50 50						£886,697		£750,481		£427,914											
4 Brownfield with high constraints	50 50						£189,699				£222,617											

OPTION 7 (30% Affordable / 30% Local Occupancy / 40% Market) (30-30-40%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (25-25-50%) (1-1-2 units)					10 UNITS (30-30-40%) (3-3-4 units)					15 UNITS (33-27-40%) (5-4-6 units)					50 UNITS (30-30-40%) (15-15-20 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£1,330,789	£1,196,175	£1,087,843	£805,417	£702,717											£1,199,794
2 Greenfield B	70 30						£1,143,647				£580,453											
3 Brownfield with existing use	50 50						£1,010,346		£803,566		£474,704											
4 Brownfield with high constraints	50 50						£313,349				£175,827											

OPTION 8 (100% Affordable - Greenfield exceptions sites only) (100-0-0%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (100-0-0%) (4-0-0 units)					10 UNITS (100-0-0%) (10-0-0 units)					15 UNITS (100-0-0%) (15-0-0 units)					50 UNITS (100-0-0%) (50-0-0 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£688,023	£688,023	£688,023	£688,023	£688,023											
2 Greenfield B	70 30						£645,967	£645,967	£645,967	£645,967	£645,967											

OPTION 8a (100% Affordable - Greenfield exceptions sites only) (100-0-0%)		Site Size (Units)																				
Using 100% Higher Affordable prices ('maximum new prices') - IPATH Companion Guide (March 2007, subsequently revised to incorporate affordable house prices for 2008/9)																						
Site-Type Scenario	Accommodation Split (%)	4 UNITS (100-0-0%) (4-0-0 units)					10 UNITS (100-0-0%) (10-0-0 units)					15 UNITS (100-0-0%) (15-0-0 units)					50 UNITS (100-0-0%) (50-0-0 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£394,831	£394,831	£394,831	£394,831	£394,831											

OPTION 9 (100% Market - to show unrestricted value of land) (0-0-100%)		Site Size (Units)																				
Site-Type Scenario	Accommodation Split (%)	4 UNITS (0-0-100%) (0-0-4 units)					10 UNITS (0-0-100%) (0-0-10 units)					15 UNITS (0-0-100%) (0-0-15 units)					50 UNITS (0-0-100%) (0-0-50 units)					
		Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	
1 Greenfield A	90 10						£2,543,942				£1,268,546						£2,405,922					£2,174,607
2 Greenfield B	70 30										£1,198,839											

OPTION X - EXISTING USE		INDUSTRIAL LAND - Indicative figures (Based on VOA Market Report - July 2007)				
Site-Type Scenario	Accommodation Split (%)	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
3 Brownfield with existing use	Assume light-industrial use within use class B1 & B8	£500,000	£400,000	£575,000	£400,000	£225,000

Key  
 -£222,617 = Value per hectare of valuation scenario is negative  
 £716,391 = Value per hectare of valuation scenario is positive but less than 125% of 'Brownfield value per hectare' (Option X - Existing Use) for same Housing Market Are  
 £1,143,647 = Value per hectare of valuation scenario is more than 125% of 'Brownfield value per hectare' (Option X - Existing Use) for same Housing Market Are



Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes

**Matrix of value per hectare for each valuation scenario - using current assumed average anticipated sale prices**  
(zoomed in' print-out excluding 50 Unit scenarios)

(Assumption = average of 30 dwellings per hectare applied throughout - equating to 12.14 dwellings per acre)

**OPTION 1 (60% Affordable / 30% Local Occupancy / 10% Market) (60-30-10%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (75-25-0%) (3-1-0 units)					10 UNITS (60-30-10%) (6-3-1 units)					15 UNITS (60-27-7%) (9-4-2 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		
3 Brownfield with existing use	50	50																		
4 Brownfield with high constraints	50	50																		

**OPTION 2 (50% Affordable / 50% Local Occupancy / 0% Market) (50-50-0%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (50-50-0%) (2-2-0 units)					10 UNITS (50-50-0%) (5-5-0 units)					15 UNITS (47-53-20%) (7-5-3 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		
3 Brownfield with existing use	50	50																		
4 Brownfield with high constraints	50	50																		

**OPTION 3 (50% Affordable / 30% Local Occupancy / 20% Market) (50-30-20%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (50-25-25%) (2-2-1 units)					10 UNITS (50-30-20%) (5-3-3 units)					15 UNITS (47-53-20%) (7-5-3 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		
3 Brownfield with existing use	50	50																		
4 Brownfield with high constraints	50	50																		

**OPTION 4 (40% Affordable / 30% Local Occupancy / 30% Market) (40-30-30%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (50-25-25%) (2-2-1 units)					10 UNITS (40-30-30%) (4-3-3 units)					15 UNITS (40-33-27%) (6-5-4 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		
3 Brownfield with existing use	50	50																		
4 Brownfield with high constraints	50	50																		

**OPTION 5 (30% Affordable / 70% Local Occupancy / 0% Market) (30-70-0%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (25-75-0%) (1-3-0 units)					10 UNITS (30-70-0%) (3-7-0 units)					15 UNITS (33-67-0%) (5-10-0 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		
3 Brownfield with existing use	50	50																		
4 Brownfield with high constraints	50	50																		

**OPTION 6 (30% Affordable / 50% Local Occupancy / 20% Market) (30-50-20%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (25-50-25%) (1-2-1 units)					10 UNITS (30-50-20%) (3-5-2 units)					15 UNITS (33-47-20%) (5-7-3 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		
3 Brownfield with existing use	50	50																		
4 Brownfield with high constraints	50	50																		

**OPTION 7 (30% Affordable / 30% Local Occupancy / 40% Market) (30-30-40%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (25-25-50%) (1-1-2 units)					10 UNITS (30-30-40%) (3-3-4 units)					15 UNITS (33-27-40%) (5-4-6 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		
3 Brownfield with existing use	50	50																		
4 Brownfield with high constraints	50	50																		

**OPTION 8 (100% Affordable - Greenfield exceptions sites only) (100-0-0%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (100-0-0%) (4-0-0 units)					10 UNITS (100-0-0%) (10-0-0 units)					15 UNITS (100-0-0%) (15-0-0 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		

**OPTION 8a (100% Affordable - Greenfield exceptions sites only) (100-0-0%)** Using 100% Higher Affordable prices ('maximum new prices') - IPATH Companion Guide (March 2007, subsequently revised to incorporate affordable house prices for 2008/9)

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (100-0-0%) (4-0-0 units)					10 UNITS (100-0-0%) (10-0-0 units)					15 UNITS (100-0-0%) (15-0-0 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		

**OPTION 9 (100% Market - to show unrestricted value of land) (0-0-100%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)																	
			4 UNITS (0-0-100%) (0-0-4 units)					10 UNITS (0-0-100%) (0-0-10 units)					15 UNITS (0-0-100%) (0-0-15 units)							
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness			
1 Greenfield A	90	10																		
2 Greenfield B	70	30																		

**OPTION X - EXISTING USE**

Site-Type Scenario	Accommodation Split (%)		INDUSTRIAL LAND - indicative figures																	
			(Based on VOA Market Report - July 2007)																	
			Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness													
3 Brownfield with existing use																				

**Key**  
-£222,617 = Value per hectare of valuation scenario is negative  
£716,391 = Value per hectare of valuation scenario is positive but less than 125% of 'Brownfield value per hectare' (Option X - Existing Use) for same Housing Market Area  
£1,143,647 = Value per hectare of valuation scenario is more than 125% of 'Brownfield value per hectare' (Option X - Existing Use) for same Housing Market Area



Housing market overview - 2007 to 2008

2007 Sales per month	137
2008 Sales per month	64

2007 v 2008 - Average Price Change = +1.4%

		New & Resale Homes sales data				New Homes data		
		2008		2007		2007 to 2008		
		No of sales	Average Price	No of sales	Average Price	Price Change (%)		
						2008	2007	
						No of sales	No of sales	
<b>LA9</b> (Kendal)	Flats	70	£127,106	135	£135,374	-6.5	8	17
	Terraced	112	£179,589	215	£179,086	0.3	3	2
	Semi-detached	109	£197,610	206	£188,185	4.8	1	0
	Detached	60	£299,924	84	£298,264	0.6	2	1
		<b>351</b>	<b>£195,289</b>	<b>640</b>	<b>£188,436</b>	<b>3.5</b>	<b>14</b>	<b>20</b>

		New & Resale Homes sales data				New Homes data		
		2008		2007		2007 to 2008		
		No of sales	Average Price	No of sales	Average Price	Price Change (%)		
						2008	2007	
						No of sales	No of sales	
<b>LA12</b> (Ulverston)	Flats	9	£99,556	26	£137,744	-38.4	0	2
	Terraced	90	£149,404	202	£152,760	-2.2	3	7
	Semi-detached	52	£173,892	142	£183,508	-5.5	0	2
	Detached	50	£284,286	120	£291,363	-2.5	1	18
		<b>201</b>	<b>£187,060</b>	<b>490</b>	<b>£194,817</b>	<b>-4.1</b>	<b>4</b>	<b>29</b>

nb - the LA12 postcode area includes some locations within LDNPA area, e.g. Satterthwaite, Finisthwaite & Lakeside  
the average price for flats in 2007 is skewed by the inclusion of 3 x flats in excess of £290k within LDNPA area

		New & Resale Homes sales data				New Homes data		
		2008		2007		2007 to 2008		
		No of sales	Average Price	No of sales	Average Price	Price Change (%)		
						2008	2007	
						No of sales	No of sales	
<b>LA11</b> (Grange & Cartmel Peninsula)	Flats	20	£177,797	55	£177,333	0.3	1	8
	Terraced	17	£202,174	47	£189,791	6.1	1	1
	Semi-detached	30	£249,412	66	£210,266	15.7	0	4
	Detached	48	£274,511	103	£326,689	-19.0	0	3
		<b>115</b>	<b>£240,450</b>	<b>271</b>	<b>£244,280</b>	<b>-1.6</b>	<b>2</b>	<b>16</b>

nb - the LA11 postcode area includes some locations within LDNPA area, e.g. Witherslack & Cartmel Fell  
the average price for detached properties in 2007 is skewed by the inclusion of a farm in Grange sold for in excess of £1M

		New & Resale Homes sales data				New Homes data		
		2008		2007		2007 to 2008		
		No of sales	Average Price	No of sales	Average Price	Price Change (%)		
						2008	2007	
						No of sales	No of sales	
<b>LA8</b> (Kendal Rural)	Flats	5	£252,610	10	£203,452	19.5	0	0
	Terraced	15	£237,100	41	£251,098	-5.9	0	1
	Semi-detached	15	£236,133	43	£248,419	-5.2	2	3
	Detached	32	£395,797	58	£369,138	6.7	0	1
		<b>67</b>	<b>£313,837</b>	<b>152</b>	<b>£278,862</b>	<b>11.1</b>	<b>2</b>	<b>5</b>

nb - the LA8 postcode area includes some locations within LDNPA area, e.g. Underbarrow, Crosthwaite, Staveley & Kentmere

		New & Resale Homes sales data				New Homes data		
		2008		2007		2007 to 2008		
		No of sales	Average Price	No of sales	Average Price	Price Change (%)		
						2008	2007	
						No of sales	No of sales	
<b>LA7</b> (Milnthorpe Storth & Crooklands)	Flats	0	n/a	8	£146,828	n/a	0	0
	Terraced	10	£200,194	27	£164,920	17.6	0	0
	Semi-detached	9	£228,722	21	£226,590	0.9	0	0
	Detached	13	£425,286	34	£348,984	17.9	0	0
		<b>32</b>	<b>£299,661</b>	<b>90</b>	<b>£234,185</b>	<b>21.8</b>	<b>0</b>	<b>0</b>

nb - the LA7 postcode area includes Milnthorpe town and also some locations within the 'Kendal Rural' Housing Market Area as defined within our study

		New & Resale Homes sales data				New Homes data		
		2008		2007		2007 to 2008		
		No of sales	Average Price	No of sales	Average Price	Price Change (%)		
						2008	2007	
						No of sales	No of sales	
<b>Average Figures</b> (LA7, LA8, LA9, LA11, LA12)	Flats	104	£140,504	234	£143,781	-2.3	9	27
	Terraced	244	£174,409	532	£174,867	-0.3	7	11
	Semi-detached	215	£203,092	478	£196,950	3.0	3	9
	Detached	203	£313,204	399	£318,151	-1.6	3	23
		<b>766</b>	<b>£214,639</b>	<b>1643</b>	<b>£211,660</b>	<b>1.4</b>	<b>22</b>	<b>70</b>



Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes

Plot Value of each valuation scenario and Land Value as percentage of GDV

Using current assumed average anticipated sale prices (10 Unit sites only)

**OPTION 1 (60% Affordable / 30% Local Occupancy / 10% Market) (60-30-10%)**

Site-Type Scenario	Accommodation Split (%)	10 UNITS £ per plot					Land Value as % of GDV						
		Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
		1 Greenfield A	90	10	£13,443	£10,943	£10,645	£5,280	£3,329	8.9%	7.4%	7.2%	3.8%

**OPTION 2 (50% Affordable / 50% Local Occupancy / 0% Market) (50-50-0%)**

Site-Type Scenario	Accommodation Split (%)	10 UNITS £ per plot					RLV as % of GDV						
		Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
		1 Greenfield A	90	10	£17,802	£14,861	£16,667	£10,197	£7,814	11.1%	9.5%	10.5%	6.8%

**OPTION 3 (50% Affordable / 30% Local Occupancy / 20% Market) (50-30-20%)**

Site-Type Scenario	Accommodation Split (%)	10 UNITS £ per plot					RLV as % of GDV						
		Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
		1 Greenfield A	90	10	£23,848	£20,687	£19,284	£12,594	£10,128	14.1%	12.6%	11.9%	8.2%

**OPTION 4 (40% Affordable / 30% Local Occupancy / 30% Market) (40-30-30%)**

Site-Type Scenario	Accommodation Split (%)	10 UNITS £ per plot					RLV as % of GDV						
		Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
		1 Greenfield A	90	10	£30,268	£26,590	£24,273	£16,615	£13,780	16.9%	15.3%	14.2%	10.3%

**OPTION 5 (30% Affordable / 70% Local Occupancy / 0% Market) (30-70-0%)**

Site-Type Scenario	Accommodation Split (%)	10 UNITS £ per plot					RLV as % of GDV						
		Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
		1 Greenfield A	90	10	£32,814	£28,747	£31,265	£22,276	£19,007	17.8%	16.1%	17.2%	13.1%

**OPTION 6 (30% Affordable / 50% Local Occupancy / 20% Market) (30-50-20%)**

Site-Type Scenario	Accommodation Split (%)	10 UNITS £ per plot					RLV as % of GDV						
		Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
		1 Greenfield A	90	10	£38,860	£34,572	£33,882	£24,672	£21,320	20.2%	18.5%	18.2%	14.2%

**OPTION 7 (30% Affordable / 30% Local Occupancy / 40% Market) (30-30-40%)**

Site-Type Scenario	Accommodation Split (%)	10 UNITS £ per plot					RLV as % of GDV						
		Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
		1 Greenfield A	90	10	£44,360	£39,872	£36,261	£26,847	£23,424	22.1%	20.5%	19.1%	15.2%

**OPTION 9 (100% Market - to show unrestricted value of land) (0-0-100%)**

Site-Type Scenario	Accommodation Split (%)	10 UNITS £ per plot					RLV as % of GDV						
		Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
		1 Greenfield A	90	10	£77,402	£70,923	£60,175	£47,070	£42,285	31.1%	29.6%	26.7%	22.7%

**Key**

- £3,329 = Plot Value is less than £12,000 and Land Value is less than 10% of GDV
- £13,443 = Plot Value is more than £12,000 and Land Value is more than 10% of GDV



**Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes**

**Matrix of value for rural sites outside development boundaries**

(Assumption = average of 30 dwellings per hectare applied throughout - equating to 12.14 dwellings per acre)

**Rural Exception Sites (0% Affordable / 100% Restricted Local Occupancy / 0% Market) (0-100-0%)**

**1 UNIT**

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)	
	1 UNIT	
	(0-100-0%)	
	Average Figures	
	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	£14,686	£440,582
2 Rural Grange and Cartmel	£7,884	£236,525
3 Rural Ulverston and Furness	-£9,981	-£299,430

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)		1 UNIT	
	1 UNIT		(0-100-0%)	
	(0-100-0%)		(0-100-0%)	
	(2 Bed Limited Local Occupancy)		(3 Bed Limited Local Occupancy)	
	Residential Site Value	Equivalent Value per hectare	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	£5,780	£173,415	£14,223	£426,688
2 Rural Grange and Cartmel	£2,431	£72,923	£2,431	£72,923
3 Rural Ulverston and Furness	-£12,882	-£386,467	-£12,882	-£386,467

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)	
	1 UNIT	
	(0-100-0%)	
	(4 Bed Limited Local Occupancy)	
	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	£24,055	£721,643
2 Rural Grange and Cartmel	£18,791	£563,728
3 Rural Ulverston and Furness	-£4,179	-£125,357

**List of specific assumptions:**

Using 100% Higher Affordable prices ('maximum new prices') - IPATH Companion Guide (March 2007, subsequently revised to incorporate affordable house prices for 2008/9).  
 Limited local occupancy - definition of 'local' = Parish and adjoining parishes  
 Limited local occupancy - assumed to result in a 35% reduction in market value

**Key:**

**-£222,617** = Value produced by valuation scenario is negative  
**£1,143,647** = Value produced by valuation scenario is positive



Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes

**Matrix of value for rural sites outside development boundaries**

(Assumption = average of 30 dwellings per hectare applied throughout - equating to 12.14 dwellings per acre)

**Rural Exception Sites (50% Affordable / 50% Restricted Local Occupancy / 0% Market) (50-50-0%)**

**2 UNITS**

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)	
	2 UNITS	
	(50-50-0%)	
	Average Figures	
	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	£2,471	£37,063
2 Rural Grange and Cartmel	-£1,836	-£27,539
3 Rural Furness Peninsula	-£20,977	-£314,657

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)		2 UNITS	
	2 UNITS		(50-50-0%)	
	(50-50-0%)		(50-50-0%)	
	(2 Bed affordable / 2 Bed Limited Local Occ)		(2 Bed affordable / 3 Bed Limited Local Occ)	
	Residential Site Value	Equivalent Value per hectare	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	-£6,588	-£98,815	£1,855	£27,821
2 Rural Grange and Cartmel	-£9,937	-£149,061	-£2,452	-£36,780
3 Rural Ulverston and Furness	-£25,250	-£378,756	-£21,593	-£323,899

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)		2 UNITS	
	2 UNITS		(50-50-0%)	
	(50-50-0%)		(50-50-0%)	
	(2 Bed affordable / 4 Bed Limited Local Occ)		(3 Bed affordable / 2 Bed Limited Local Occ)	
	Residential Site Value	Equivalent Value per hectare	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	£11,687	£175,299	-£6,282	-£94,226
2 Rural Grange and Cartmel	£6,423	£96,341	-£9,631	-£144,471
3 Rural Ulverston and Furness	-£16,547	-£248,201	-£24,944	-£374,166

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)		2 UNITS	
	2 UNITS		(50-50-0%)	
	(50-50-0%)		(50-50-0%)	
	(3 Bed affordable / 3 Bed Limited Local Occ)		(3 Bed affordable / 4 Bed Limited Local Occ)	
	Residential Site Value	Equivalent Value per hectare	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	£2,161	£32,411	£11,993	£179,889
2 Rural Grange and Cartmel	-£2,146	-£32,191	£6,729	£100,931
3 Rural Ulverston and Furness	-£21,287	-£319,309	-£16,241	-£243,612

List of specific assumptions:

Using 100% Higher Affordable prices ('maximum new prices') - IPATH Companion Guide (March 2007, subsequently revised to incorporate affordable house prices for 2008/9).  
 Limited local occupancy - definition of 'local' = Parish and adjoining parishes  
 Limited local occupancy - assumed to result in a 35% reduction in market value

Key:

-£222,617 = Value produced by valuation scenario is negative  
 £1,143,647 = Value produced by valuation scenario is positive



**Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes**

**Matrix of value for rural sites outside development boundaries**

(Assumption = average of 30 dwellings per hectare applied throughout - equating to 12.14 dwellings per acre)

**Rural Exception Sites (67% Affordable / 33% Restricted Local Occupancy / 0% Market) (67-33-0%)**

**3 UNITS**

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)	
	3 UNITS	
	(67-33-0%)	
	Average Figures	
	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	-£9,744	-£97,443
2 Rural Cartmel Peninsula	-£14,051	-£140,511
3 Rural Ulverston and Furness	-£33,192	-£331,923

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)		3 UNITS	
	3 UNITS		3 UNITS	
	(67-33-0%)		(67-33-0%)	
	(2 Bed affordable / 2 Bed Limited Local Occ)		(2 Bed affordable / 3 Bed Limited Local Occ)	
	Residential Site Value	Equivalent Value per hectare	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	-£18,956	-£189,559	-£10,513	-£105,134
2 Rural Grange and Cartmel	-£22,306	-£223,056	-£14,820	-£148,202
3 Rural Ulverston and Furness	-£37,619	-£376,186	-£33,961	-£339,614

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)		3 UNITS	
	3 UNITS		3 UNITS	
	(67-33-0%)		(67-33-0%)	
	(2 Bed affordable / 4 Bed Limited Local Occ)		(3 Bed affordable / 2 Bed Limited Local Occ)	
	Residential Site Value	Equivalent Value per hectare	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	-£682	-£6,816	-£18,344	-£183,439
2 Rural Grange and Cartmel	-£5,945	-£59,454	-£21,694	-£216,936
3 Rural Ulverston and Furness	-£28,915	-£289,149	-£37,007	-£370,066

Site-Type Scenario <b>Rural</b> infilling and rounding off outside development boundaries	Site Size (Units)		3 UNITS	
	3 UNITS		3 UNITS	
	(67-33-0%)		(67-33-0%)	
	(3 Bed affordable / 3 Bed Limited Local Occ)		(3 Bed affordable / 4 Bed Limited Local Occ)	
	Residential Site Value	Equivalent Value per hectare	Residential Site Value	Equivalent Value per hectare
1 Rural Kendal	-£9,901	-£99,015	-£70	-£696
2 Rural Grange and Cartmel	-£14,208	-£142,083	-£5,333	-£53,335
3 Rural Ulverston and Furness	-£33,350	-£333,495	-£28,303	-£283,030

**List of specific assumptions:**

Using 100% Higher Affordable prices ('maximum new prices') - IPATH Companion Guide (March 2007, subsequently revised to incorporate affordable house prices for 2008/9).  
Restricted local occupancy - definition of 'local' = Parish and adjoining parishes  
Restricted local occupancy - assumed to result in a 35% reduction in market value

**Key:**

-£222,617 = Value produced by valuation scenario is negative  
£1,143,647 = Value produced by valuation scenario is positive





Assessing the Impact of Affordable Housing and Local Occupancy on Land Values and Economic Viability of Housing Schemes

**Matrix of Value per hectare of each valuation scenario**  
**(SENSITIVITY ANALYSIS 3 - Local Occupancy & Market Values reduced by 15% & Development Costs Increased by 15%)**  
(Assumption = average of 30 dwellings per hectare applied throughout - equating to 12.14 dwellings per acre)

**OPTION 1 (60% Affordable / 30% Local Occupancy / 10% Market) (60-30-10%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)										REDUCED VALUE as percentage of Appendix 3 'current values'						
			4 UNITS (75-25-0%) (3-1-0 units)					10 UNITS (60-30-10%) (6-3-1 units)											
			Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
1 Greenfield A	90	10																	
2 Greenfield B	70	30																	
3 Brownfield with existing use	50	50																	
4 Brownfield with high constraints	50	50																	

**OPTION 2 (50% Affordable / 50% Local Occupancy / 0% Market) (50-50-0%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)										REDUCED VALUE as percentage of Appendix 3 'current values'						
			4 UNITS (50-50-0%) (2-2-0 units)					10 UNITS (50-50-0%) (5-5-0 units)											
			Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
1 Greenfield A	90	10																	
2 Greenfield B	70	30																	
3 Brownfield with existing use	50	50																	
4 Brownfield with high constraints	50	50																	

**OPTION 3 (50% Affordable / 30% Local Occupancy / 20% Market) (50-30-20%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)										REDUCED VALUE as percentage of Appendix 3 'current values'						
			4 UNITS (50-25-25%) (2-1-1 units)					10 UNITS (50-30-20%) (5-3-2 units)											
			Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
1 Greenfield A	90	10																	
2 Greenfield B	70	30																	
3 Brownfield with existing use	50	50																	
4 Brownfield with high constraints	50	50																	

**OPTION 4 (40% Affordable / 30% Local Occupancy / 30% Market) (40-30-30%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)										REDUCED VALUE as percentage of Appendix 3 'current values'						
			4 UNITS (50-25-25%) (2-1-1 units)					10 UNITS (40-30-30%) (4-3-3 units)											
			Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
1 Greenfield A	90	10																	
2 Greenfield B	70	30																	
3 Brownfield with existing use	50	50																	
4 Brownfield with high constraints	50	50																	

**OPTION 5 (30% Affordable / 70% Local Occupancy / 0% Market) (30-70-0%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)										REDUCED VALUE as percentage of Appendix 3 'current values'						
			4 UNITS (25-75-0%) (1-3-0 units)					10 UNITS (30-70-0%) (3-7-0 units)											
			Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
1 Greenfield A	90	10																	
2 Greenfield B	70	30																	
3 Brownfield with existing use	50	50																	
4 Brownfield with high constraints	50	50																	

**OPTION 6 (30% Affordable / 50% Local Occupancy / 20% Market) (30-50-20%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)										REDUCED VALUE as percentage of Appendix 3 'current values'						
			4 UNITS (25-50-25%) (1-2-1 units)					10 UNITS (30-50-20%) (3-5-2 units)											
			Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
1 Greenfield A	90	10																	
2 Greenfield B	70	30																	
3 Brownfield with existing use	50	50																	
4 Brownfield with high constraints	50	50																	

**OPTION 7 (30% Affordable / 30% Local Occupancy / 40% Market) (30-30-40%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)										REDUCED VALUE as percentage of Appendix 3 'current values'						
			4 UNITS (25-25-50%) (1-1-2 units)					10 UNITS (30-30-40%) (3-3-4 units)											
			Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
1 Greenfield A	90	10																	
2 Greenfield B	70	30																	
3 Brownfield with existing use	50	50																	
4 Brownfield with high constraints	50	50																	

**OPTION 9 (100% Market - to show unrestricted value of land) (0-0-100%)**

Site-Type Scenario	Accommodation Split (%)		Site Size (Units)										REDUCED VALUE as percentage of Appendix 3 'current values'						
			4 UNITS (0-0-100%) (0-0-4 units)					10 UNITS (0-0-100%) (0-0-10 units)											
			Houses	Flats	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness	Rural Kendal	Grange & Cartmel	Kendal	Milnthorpe	Ulverston & Furness
1 Greenfield A	90	10																	
2 Greenfield B	70	30																	

**Key**

- £222,617 = Value per hectare of valuation scenario is negative
- £716,391 = Value per hectare of valuation scenario is positive but less than 125% of 'Brownfield value per hectare' (Option X - Existing Use) for same Housing Market Area
- £1,143,647 = Value per hectare of valuation scenario is more than 125% of 'Brownfield value per hectare' (Option X - Existing Use) for same Housing Market Area