

170928 AONB Appraisals_Schemes A-H_v7 - Version Notes

Date	Version	Comments
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170928	v7	
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Scheme Ref: **A**
 Title: **6 Units AONB LCC**
 Notes: **Greenfield Allocation**

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme			6 Units			
AH Policy requirement (% Target)			50%			
AH tenure split %				50%		
	Affordable Rent:			50%		
	LCHO (Int/Sub-Market/Starter etc.):			50%		25.0% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			50%			
			100%			
CIL Rate (£ psm)			0.00	£ psm		
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	33.0%	1.0	67.0%	2.0	50%	3.0
3 bed House	33.0%	1.0	33.0%	1.0	33%	2.0
4 bed House	34.0%	1.0	0.0%	0.0	17%	1.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	3.0	100.0%	3.0	100%	6.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646			60.0	646
2 bed House	79.0	850			79.0	850
3 bed House	97.0	1,044			97.0	1,044
4 bed House	135.0	1,453			135.0	1,453
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	70.0	753	85.0%		82.4	886
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624			58.0	624
2 bed House	70.0	753			70.0	753
3 bed House	84.0	904			84.0	904
4 bed House	97.0	1,044			97.0	1,044
5 bed House	110.0	1,184			110.0	1,184
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	61.0	657	85.0%		71.8	772
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	78	842	141	1,514	219	2,356
3 bed House	96	1,034	83	895	179	1,929
4 bed House	138	1,482	0	0	138	1,482
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	312	3,358	224	2,410	536	5,767
AH % by floor area:			41.78%	AH % by floor area due to mix		
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	174,000	2,900	269		0	
2 bed House	229,100	2,900	269		687,300	
3 bed House	281,300	2,900	269		556,974	
4 bed House	391,500	2,900	269		399,330	
5 bed House	478,500	2,900	269		0	
1 bed Flat	145,000	2,900	269		0	
2 bed Flat	203,000	2,900	269		0	
					1,643,604	
Affordable Housing values (£) -	Aff. Rent £	% of MV	LCHO £	% of MV		
1 bed House	72,000	41%	92,669	53%		
2 bed House	90,000	39%	103,572	45%		
3 bed House	104,000	37%	119,925	43%		
4 bed House	123,000	31%	136,278	35%		
5 bed House	142,000	30%	148,764	31%		
1 bed Flat	62,000	43%	76,316	53%		
2 bed Flat	79,000	39%	87,218	43%		

Scheme Ref: **A**
 Title: **6 Units AONB LCC**
 Notes: **Greenfield Allocation**

ASSUMPTIONS - COMMERCIAL USES

Commercial Floor areas -	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	0	0	100.0%	0	0
area 2	0	0	100.0%	0	0
area 3	0	0	100.0%	0	0
total floor area	0	0	100.0%	0	0

Commercial Values -	Rent (£psf)	Yield (%)	Total Rent Free/Incentive/Void allowance (months)
area 1	0.00	5.00%	12
area 2	0.00	5.00%	0
area 3	0.00	5.00%	0

GROSS DEVELOPMENT VALUE

OMS GDV -		(part houses due to % mix)			
1 bed House	0.0	@	174,000		-
2 bed House	1.0	@	229,100		226,809
3 bed House	1.0	@	281,300		278,487
4 bed House	1.0	@	391,500		399,330
5 bed House	0.0	@	478,500		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	203,000		-
	3.0				904,626
Affordable Rent GDV -					
1 bed House	0.0	@	72,000		-
2 bed House	1.0	@	90,000		90,450
3 bed House	0.5	@	104,000		51,480
4 bed House	0.0	@	123,000		-
5 bed House	0.0	@	142,000		-
1 bed Flat	0.0	@	62,000		-
2 bed Flat	0.0	@	79,000		-
	1.5				141,930
LCHO GDV -					
1 bed House	0.0	@	92,669		-
2 bed House	1.0	@	103,572		104,090
3 bed House	0.5	@	119,925		59,363
4 bed House	0.0	@	136,278		-
5 bed House	0.0	@	148,764		-
1 bed Flat	0.0	@	76,316		-
2 bed Flat	0.0	@	87,218		-
	1.5				163,453
Sub-total GDV Residential			6.0		1,210,009
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>	
			<i>009 £ psm (total GIA sqm)</i>	<i>72,266 £ per unit (total units)</i>	<i>433,595</i>
Commercial GDV -		Rent £ PA	@	cap. rent £	less RF/Void
area 1	-	5.00%	-	-	0
area 2	-	5.00%	-	-	0
area 3	-	5.00%	-	-	0
Sub-total GDV Commercial		-			-
Total GDV					1,210,009

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DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(2,310)
Statutory Planning Fees (Commercial)				-
CIL		312 sqm	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)	-
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	6 units @	1,000 per unit	(6,000)
	S106 analysis:	0.50% % of GDV	1,000 £ per unit (total units)	(6,000)
AH Commuted Sum		536 sqm (total)	0 £ psm	-
	CS analysis:	0.00% % of GDV		-
Construction Costs -				
Site Clearance and Demolition		0.49 acres @	0 £ per acre	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.49 acres @	0 per acre	-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)	-
1 bed House	-	sqm @	909 psm	-
2 bed House	219	sqm @	909 psm	(198,989)
3 bed House	179	sqm @	909 psm	(162,884)
4 bed House	138	sqm @	909 psm	(125,169)
5 bed House	-	sqm @	909 psm	-
1 bed Flat	-	sqm @	1,207 psm	-
2 bed Flat	536	sqm @	1,207 psm	-
area 1	-	sqm @	680 psm	-
area 2	-	sqm @	680 psm	-
area 3	-	sqm @	680 psm	-
External works		487,042 @	15.0% 12,176 £ per unit	(73,056)
Normal Abnormals		487,042 @	3.0% 2,435 £ per unit	(14,611)
M4(2) Category 2 Housing	6 units @	0% @	521 £ per dwelling	-
M4(3) Category 3 Housing	- units @	0% @	10,307 £ per dwelling	-
Contingency		574,710 @	3.0%	(17,241)
Professional Fees		574,710 @	6.5%	(37,356)

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Disposal Costs -				
Residential Sales Agent Costs	904,626	OMS @	1.00%	(9,046)
Residential Sales Legal Costs	904,626	OMS @	0.50%	(1,523)
Commercial Letting Agent's Costs	-	ERV @	15.00%	-
Commercial Letting Legal Costs	-	ERV @	5.00%	-
Commercial Invest. Sale Agent's Costs	-	GDV @	1.00%	-
Commercial Invest. Sale Legal Costs	-	GDV @	0.50%	-
Marketing and Promotion	904,626	OMS @	3.00%	(27,139)
Interest (on Development Costs) -				
	6.25%	APR	0.506% pcm	(6,436)
Developers Profit -				
Margin on AH	305,383	6.00%	on AH values	(18,323)
Profit on GDV	904,626	20.00%		(180,925)
	694,761	26.04%	on costs	(180,925)
	1,210,009	16.47%	blended	(199,248)
TOTAL COSTS				(894,009)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				315,999
SDLT	315,999	@	5.0%	(5,300)
Acquisition Agent fees	315,999	@	1.0%	(3,160)
Acquisition Legal fees	315,999	@	0.5%	(1,580)
Interest on Land	315,999	@	6.3%	(19,750)
Residual Land Value				286,210
<i>RLV analysis:</i>	47,702 £ per plot	1,431,048 £ per ha	579,137 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	0.20	ha	0.49	acres
<i>Density analysis:</i>	2,679	sqm/ha	11,670	sqft/ac
Threshold Land Value	32,947 £ per plot	988,400 £ per ha	400,000 £ per acre	197,680

BALANCE				
Surplus/(Deficit)	442,648	£ per ha	179,137	£ per acre
				88,530

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SENSITIVITY ANALYSIS

		AH - % on site 50%						
Balance (RLV - TLV)	88,530	35%	40%	45%	50%	55%	60%	65%
	0	164,159	138,949	113,739	88,530	63,320	38,110	12,900
	5	162,335	137,266	112,196	87,127	62,057	36,988	11,918
	10	160,512	135,583	110,653	85,724	60,795	35,866	10,937
	15	158,688	133,899	109,110	84,321	59,532	34,744	9,955
	20	156,865	132,216	107,567	82,919	58,270	33,621	8,973
	25	155,041	130,533	106,024	81,516	57,008	32,499	7,991
	30	153,218	128,849	104,481	80,113	55,745	31,377	7,009
	35	151,394	127,166	102,938	78,711	54,483	30,255	6,027
	40	149,570	125,483	101,395	77,308	53,220	29,133	5,045
	45	147,747	123,800	99,852	75,905	51,958	28,010	4,063
	50	145,923	122,116	98,309	74,502	50,695	26,888	3,081
	55	144,100	120,433	96,766	73,100	49,433	25,766	2,099
	60	142,276	118,750	95,223	71,697	48,170	24,644	1,117
	65	140,453	117,067	93,680	70,294	46,908	23,522	136
	70	138,629	115,383	92,137	68,891	45,646	22,400	(846)
	75	136,806	113,700	90,594	67,489	44,383	21,277	(1,828)
	80	134,982	112,017	89,051	66,086	43,121	20,155	(2,810)
	85	133,159	110,334	87,508	64,683	41,858	19,033	(3,792)
	90	131,335	108,650	85,965	63,281	40,596	17,911	(4,774)
	95	129,512	106,967	84,422	61,878	39,333	16,789	(5,756)
	100	127,688	105,284	82,879	60,475	38,071	15,667	(6,738)
	105	125,865	103,600	81,336	59,072	36,808	14,544	(7,720)
	110	124,041	101,917	79,793	57,670	35,546	13,422	(8,702)
	115	122,217	100,234	78,250	56,267	34,284	12,300	(9,683)
	120	120,394	98,551	76,707	54,864	33,021	11,178	(10,665)
	125	118,570	96,867	75,164	53,462	31,759	10,056	(11,647)
	130	116,747	95,184	73,622	52,059	30,496	8,934	(12,629)
	135	114,923	93,501	72,079	50,656	29,234	7,811	(13,611)
	140	113,100	91,818	70,536	49,253	27,971	6,689	(14,593)
	145	111,276	90,134	68,993	47,851	26,709	5,567	(15,575)
	150	109,453	88,451	67,450	46,448	25,446	4,445	(16,557)

		AH - % on site 50%						
Balance (RLV - TLV)	88,530	35%	40%	45%	50%	55%	60%	65%
	0	169,528	144,318	119,108	93,899	68,689	43,479	18,269
	250	168,185	142,976	117,766	92,556	67,347	42,137	16,927
	500	166,843	141,634	116,424	91,214	66,004	40,795	15,585
	750	165,501	140,291	115,082	89,872	64,662	39,452	14,243
	1,000	164,159	138,949	113,739	88,530	63,320	38,110	12,900
	1,250	162,817	137,607	112,397	87,187	61,978	36,768	11,558
	1,500	161,474	136,265	111,055	85,845	60,635	35,426	10,216
	1,750	160,132	134,922	109,713	84,503	59,293	34,083	8,874
	2,000	158,790	133,580	108,370	83,161	57,951	32,741	7,531
	2,250	157,448	132,238	107,028	81,818	56,609	31,399	6,189
	2,500	156,105	130,896	105,686	80,476	55,266	30,057	4,847
	2,750	154,763	129,553	104,344	79,134	53,924	28,714	3,505
	3,000	153,421	128,211	103,001	77,792	52,582	27,372	2,162
	3,250	152,079	126,869	101,659	76,449	51,240	26,030	820
	3,500	150,736	125,527	100,317	75,107	49,897	24,688	(522)
	3,750	149,394	124,184	98,975	73,765	48,555	23,345	(1,864)
	4,000	148,052	122,842	97,632	72,423	47,213	22,003	(3,207)
	4,250	146,710	121,500	96,290	71,080	45,871	20,661	(4,549)
	4,500	145,367	120,158	94,948	69,738	44,528	19,319	(5,891)
	4,750	144,025	118,815	93,606	68,396	43,186	17,976	(7,233)
	5,000	142,683	117,473	92,263	67,054	41,844	16,634	(8,576)

		AH - % on site 50%						
Balance (RLV - TLV)	88,530	35%	40%	45%	50%	55%	60%	65%
	15%	215,462	186,306	157,150	127,994	98,838	69,682	40,525
	16%	205,202	176,835	148,468	120,101	91,734	63,367	35,000
	17%	194,941	167,363	139,786	112,208	84,631	57,053	29,475
	18%	184,680	157,892	131,104	104,315	77,527	50,739	23,950
	19%	174,419	148,420	122,421	96,422	70,423	44,424	18,425
	20%	164,159	138,949	113,739	88,530	63,320	38,110	12,900
	21%	153,898	129,478	105,057	80,637	56,216	31,796	7,375
	22%	143,637	120,006	96,375	72,744	49,113	25,482	1,850
	23%	133,377	110,535	87,693	64,851	42,009	19,167	(3,675)
	24%	123,116	101,063	79,011	56,958	34,906	12,853	(9,200)
	25%	112,855	91,592	70,329	49,065	27,802	6,539	(14,725)

Scheme Ref: **A**
 Title: **6 Units AONB LCC**
 Notes: **Greenfield Allocation**

		AH - % on site 50%						
Balance (RLV - TLV)	88,530	35%	40%	45%	50%	55%	60%	65%
TLV (per acre)	100,000	312,419	287,209	261,999	236,790	211,580	186,370	161,160
	150,000	287,709	262,499	237,289	212,080	186,870	161,660	136,450
	200,000	262,999	237,789	212,579	187,370	162,160	136,950	111,740
	250,000	238,289	213,079	187,869	162,660	137,450	112,240	87,030
	300,000	213,579	188,369	163,159	137,950	112,740	87,530	62,320
	350,000	188,869	163,659	138,449	113,240	88,030	62,820	37,610
	400,000	164,159	138,949	113,739	88,530	63,320	38,110	12,900
	450,000	139,449	114,239	89,029	63,820	38,610	13,400	(11,810)
500,000	114,739	89,529	64,319	39,110	13,900	(11,310)	(36,520)	
550,000	90,029	64,819	39,609	14,400	(10,810)	(36,020)	(61,230)	
		AH - % on site 50%						
Balance (RLV - TLV)	88,530	35%	40%	45%	50%	55%	60%	65%
Density (dph)	20	65,319	40,109	14,899	(10,310)	(35,520)	(60,730)	(85,940)
	22	92,275	67,065	41,856	16,646	(8,564)	(33,774)	(58,983)
	24	114,739	89,529	64,319	39,110	13,900	(11,310)	(36,520)
	26	133,746	108,537	83,327	58,117	32,908	7,698	(17,512)
	28	150,039	124,829	99,619	74,410	49,200	23,990	(1,220)
	30	164,159	138,949	113,739	88,530	63,320	38,110	12,900
	32	176,514	151,304	126,094	100,885	75,675	50,465	25,255
	34	187,415	162,205	136,996	111,786	86,576	61,367	36,157
	36	197,105	171,896	146,686	121,476	96,266	71,057	45,847
	38	205,776	180,566	155,356	130,146	104,937	79,727	54,517
	40	213,579	188,369	163,159	137,950	112,740	87,530	62,320
	42	220,639	195,429	170,219	145,010	119,800	94,590	69,380
	44	227,057	201,847	176,637	151,428	126,218	101,008	75,799
	46	232,917	207,707	182,498	157,288	132,078	106,868	81,659
	48	238,289	213,079	187,869	162,660	137,450	112,240	87,030
	50	243,231	218,021	192,811	167,602	142,392	117,182	91,972
		AH - % on site 50%						
Balance (RLV - TLV)	88,530	35%	40%	45%	50%	55%	60%	65%
Build rate (£psm)	95%	193,424	167,756	142,088	116,419	90,751	65,083	39,398
	100%	164,159	138,949	113,739	88,530	63,320	38,110	12,900
	105%	134,893	110,142	85,391	60,640	35,888	11,137	(13,614)
	110%	105,628	81,335	57,043	32,750	8,457	(15,836)	(40,129)
	115%	76,363	52,528	28,694	4,860	(18,974)	(42,809)	(66,643)
	120%	47,097	23,722	346	(23,030)	(46,406)	(69,782)	(93,157)
	125%	17,832	(5,085)	(28,003)	(50,920)	(73,837)	(96,755)	(119,672)
	130%	(11,433)	(33,892)	(56,351)	(78,810)	(101,269)	(123,728)	(146,200)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: B
Title: 10 Units AONB LCC
Notes: Greenfield Allocation

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			50%			
AH tenure split %					50%	
Open Market Sale (OMS) housing		Affordable Rent:				25.0% % of total (>10% for HWP (Feb 2017))
		LCHO (Int/Sub-Market/Starter etc.):		50%		
				100%		
CIL Rate (£ psm)				0.00	£ psm	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	40.0%	2.0	40.0%	2.0	40%	4.0
3 bed House	40.0%	2.0	20.0%	1.0	30%	3.0
4 bed House	20.0%	1.0	0.0%	0.0	10%	1.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	40.0%	2.0	20%	2.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.0	100.0%	5.0	100%	10.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646			60.0	646
2 bed House	79.0	850			79.0	850
3 bed House	97.0	1,044			97.0	1,044
4 bed House	135.0	1,453			135.0	1,453
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	70.0	753	85.0%		82.4	886
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624			58.0	624
2 bed House	70.0	753			70.0	753
3 bed House	84.0	904			84.0	904
4 bed House	97.0	1,044			97.0	1,044
5 bed House	110.0	1,184			110.0	1,184
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	61.0	657	85.0%		71.8	772
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	158	1,701	140	1,507	298	3,208
3 bed House	194	2,088	84	904	278	2,992
4 bed House	135	1,453	0	0	135	1,453
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	118	1,266	118	1,266
2 bed Flat	0	0	0	0	0	0
	487	5,242	342	3,677	829	8,919
AH % by floor area:			41.23%	AH % by floor area due to mix		
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	174,000	2,900	269		0	
2 bed House	229,100	2,900	269		916,400	
3 bed House	281,300	2,900	269		843,900	
4 bed House	391,500	2,900	269		391,500	
5 bed House	478,500	2,900	269		0	
1 bed Flat	145,000	2,900	269		290,000	
2 bed Flat	203,000	2,900	269		0	
					2,441,800	
Affordable Housing values (£) -	Aff. Rent £	% of MV	LCHO £	% of MV		
1 bed House	72,000	41%	92,669	53%		
2 bed House	90,000	39%	103,572	45%		
3 bed House	104,000	37%	119,925	43%		
4 bed House	123,000	31%	136,278	35%		
5 bed House	142,000	30%	148,764	31%		
1 bed Flat	62,000	43%	76,316	53%		
2 bed Flat	79,000	39%	87,218	43%		

Scheme Ref: **B**
 Title: **10 Units AONB LCC**
 Notes: **Greenfield Allocation**

ASSUMPTIONS - COMMERCIAL USES

Commercial Floor areas -	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	0	0	100.0%	0	0
area 2	0	0	100.0%	0	0
area 3	0	0	100.0%	0	0
total floor area	0	0	100.0%	0	0

Commercial Values -	Rent (£psf)	Yield (%)	Total Rent Free/Incentive/Void allowance (months)
area 1	0.00	5.00%	12
area 2	0.00	5.00%	0
area 3	0.00	5.00%	0

GROSS DEVELOPMENT VALUE

OMS GDV -		(part houses due to % mix)			
1 bed House	0.0	@	174,000		-
2 bed House	2.0	@	229,100		458,200
3 bed House	2.0	@	281,300		562,600
4 bed House	1.0	@	391,500		391,500
5 bed House	0.0	@	478,500		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	203,000		-
	5.0				1,412,300
Affordable Rent GDV -					
1 bed House	0.0	@	72,000		-
2 bed House	1.0	@	90,000		90,000
3 bed House	0.5	@	104,000		52,000
4 bed House	0.0	@	123,000		-
5 bed House	0.0	@	142,000		-
1 bed Flat	1.0	@	62,000		62,000
2 bed Flat	0.0	@	79,000		-
	2.5				204,000
LCHO GDV -					
1 bed House	0.0	@	92,669		-
2 bed House	1.0	@	103,572		103,572
3 bed House	0.5	@	119,925		59,963
4 bed House	0.0	@	136,278		-
5 bed House	0.0	@	148,764		-
1 bed Flat	1.0	@	76,316		76,316
2 bed Flat	0.0	@	87,218		-
	2.5				239,851
Sub-total GDV Residential			10.0		1,856,151
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>	
			<i>707 £ psm (total GIA sqm)</i>	<i>50,565 £ per unit (total units)</i>	<i>585,650</i>
Commercial GDV -		Rent £ PA	@	cap. rent £	less RF/Void
area 1	-	5.00%	-	-	0
area 2	-	5.00%	-	-	0
area 3	-	5.00%	-	-	0
Sub-total GDV Commercial		-			-
Total GDV					1,856,151

Scheme Ref: B
Title: 10 Units AONB LCC
Notes: Greenfield Allocation

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,850)
Statutory Planning Fees (Commercial)					-
CIL					-
		487 sqm		0.00 £ psm	-
	CIL analysis:	0.00% % of GDV		0 £ per unit (total units)	-
Site Specific S106 Contributions					
	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	10 units @	1,000 per unit	(10,000)	(10,000)
	S106 analysis:	0.54% % of GDV	1,000 £ per unit (total units)		
AH Commuted Sum					
		829 sqm (total)	0 £ psm		-
	CS analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition					
		0.82 acres @	0 £ per acre		-
Infrastructure costs -					
	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	0.82 acres @	0 per acre	-	-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)		
1 bed House					
	-	sqm @	909 psm		-
2 bed House					
	298	sqm @	909 psm		(270,882)
3 bed House					
	278	sqm @	909 psm		(252,702)
4 bed House					
	135	sqm @	909 psm		(122,715)
5 bed House					
	-	sqm @	909 psm		-
1 bed Flat					
	118	sqm @	1,207 psm		(142,000)
2 bed Flat					
	829	-	sqm @	1,207 psm	-
area 1					
	-	-	sqm @	680 psm	-
area 2					
	-	-	sqm @	680 psm	-
area 3					
	-	-	sqm @	680 psm	-
External works					
		788,299 @	15.0%		(118,245)
			11,824 £ per unit		
Normal Abnormals					
		788,299 @	3.0%		(23,649)
			2,365 £ per unit		
M4(2) Category 2 Housing					
	10 units @	0% @	521 £ per dwelling		-
M4(3) Category 3 Housing					
	- units @	0% @	10,307 £ per dwelling		-
Contingency					
		930,193 @	3.0%		(27,906)
Professional Fees					
		930,193 @	6.5%		(60,463)

Scheme Ref: B
Title: 10 Units AONB LCC
Notes: Greenfield Allocation

Disposal Costs -				
Residential Sales Agent Costs	1,412,300	OMS @	1.00%	(14,123)
Residential Sales Legal Costs	1,412,300	OMS @	0.50%	(7,062)
Commercial Letting Agent's Costs	-	ERV @	15.00%	-
Commercial Letting Legal Costs	-	ERV @	5.00%	-
Commercial Invest. Sale Agent's Costs	-	GDV @	1.00%	-
Commercial Invest. Sale Legal Costs	-	GDV @	0.50%	-
Marketing and Promotion	1,412,300	OMS @	3.00%	(42,369)
Interest (on Development Costs) -				
	6.25%	APR	0.506% pcm	(8,944)
Developers Profit -				
Margin on AH	443,851		6.00% on AH values	(26,631)
Profit on GDV	1,412,300		20.00%	(282,460)
	1,114,909		25.33% on costs	(282,460)
	1,856,151		16.65% blended	(309,091)
TOTAL COSTS				(1,424,000)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				432,151
SDLT	432,151	@	5.0%	(11,108)
Acquisition Agent fees	432,151	@	1.0%	(4,322)
Acquisition Legal fees	432,151	@	0.5%	(2,161)
Interest on Land	432,151	@	6.3%	(27,009)
Residual Land Value				387,552
<i>RLV analysis:</i>	38,755 £ per plot	1,162,655 £ per ha	470,520 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	0.33	ha	0.82	acres
<i>Density analysis:</i>	2,486	sqm/ha	10,829	sqft/ac
Threshold Land Value	32,947 £ per plot	988,400 £ per ha	400,000 £ per acre	329,467

BALANCE				
Surplus/(Deficit)	174,255 £ per ha	70,520 £ per acre		58,085

Scheme Ref: **B**
 Title: **10 Units AONB LCC**
 Notes: **Greenfield Allocation**

SENSITIVITY ANALYSIS

		AH - % on site 50%						
Balance (RLV - TLV)	58,085	35%	40%	45%	50%	55%	60%	65%
0		194,420	148,975	103,530	58,085	12,640	(32,805)	(78,250)
5		191,558	146,333	101,109	55,884	10,659	(34,566)	(79,790)
10		188,697	143,692	98,688	53,683	8,678	(36,326)	(81,331)
15		185,836	141,051	96,266	51,482	6,697	(38,087)	(82,872)
20		182,974	138,410	93,845	49,281	4,716	(39,848)	(84,412)
25		180,113	135,769	91,424	47,080	2,736	(41,609)	(85,953)
30		177,252	133,127	89,003	44,879	755	(43,370)	(87,494)
35		174,390	130,486	86,582	42,678	(1,226)	(45,130)	(89,035)
40		171,529	127,845	84,161	40,477	(3,207)	(46,891)	(90,575)
45		168,668	125,204	81,740	38,276	(5,188)	(48,652)	(92,116)
50		165,806	122,562	79,319	36,075	(7,169)	(50,413)	(93,657)
55		162,945	119,921	76,898	33,874	(9,150)	(52,174)	(95,197)
60		160,084	117,280	74,476	31,673	(11,131)	(53,934)	(96,738)
65		157,222	114,639	72,055	29,472	(13,112)	(55,695)	(98,279)
70		154,361	111,998	69,634	27,271	(15,093)	(57,456)	(99,820)
75		151,500	109,356	67,213	25,070	(17,074)	(59,217)	(101,360)
80		148,638	106,715	64,792	22,869	(19,054)	(60,978)	(102,901)
85		145,777	104,074	62,371	20,668	(21,035)	(62,739)	(104,442)
90		142,916	101,433	59,950	18,467	(23,016)	(64,499)	(105,982)
95		140,054	98,792	57,529	16,266	(24,997)	(66,260)	(107,523)
100		137,193	96,150	55,107	14,065	(26,978)	(68,021)	(109,064)
105		134,332	93,509	52,686	11,864	(28,959)	(69,782)	(110,604)
110		131,470	90,868	50,265	9,663	(30,940)	(71,543)	(112,145)
115		128,609	88,227	47,844	7,462	(32,921)	(73,303)	(113,686)
120		125,748	85,585	45,423	5,261	(34,902)	(75,064)	(115,227)
125		122,887	82,944	43,002	3,060	(36,883)	(76,825)	(116,767)
130		120,025	80,303	40,581	859	(38,864)	(78,586)	(118,308)
135		117,164	77,662	38,160	(1,342)	(40,845)	(80,347)	(119,849)
140		114,303	75,021	35,739	(3,543)	(42,825)	(82,107)	(121,389)
145		111,441	72,379	33,317	(5,744)	(44,806)	(83,868)	(122,930)
150		108,580	69,738	30,896	(7,945)	(46,787)	(85,629)	(124,471)

		AH - % on site 50%						
Balance (RLV - TLV)	58,085	35%	40%	45%	50%	55%	60%	65%
0		203,368	157,923	112,478	67,033	21,589	(23,856)	(69,301)
250		201,131	155,686	110,241	64,796	19,351	(26,093)	(71,538)
500		198,894	153,449	108,004	62,559	17,114	(28,331)	(73,775)
750		196,657	151,212	105,767	60,322	14,877	(30,568)	(76,012)
1,000		194,420	148,975	103,530	58,085	12,640	(32,805)	(78,250)
1,250		192,182	146,738	101,293	55,848	10,403	(35,042)	(80,487)
1,500		189,945	144,500	99,056	53,611	8,166	(37,279)	(82,724)
1,750		187,708	142,263	96,818	51,374	5,929	(39,516)	(84,961)
2,000		185,471	140,026	94,581	49,137	3,692	(41,753)	(87,198)
2,250		183,234	137,789	92,344	46,899	1,455	(43,990)	(89,435)
2,500		180,997	135,552	90,107	44,662	(783)	(46,227)	(91,672)
2,750		178,760	133,315	87,870	42,425	(3,020)	(48,464)	(93,909)
3,000		176,523	131,078	85,633	40,188	(5,257)	(50,702)	(96,146)
3,250		174,286	128,841	83,396	37,951	(7,494)	(52,939)	(98,384)
3,500		172,048	126,604	81,159	35,714	(9,731)	(55,176)	(100,621)
3,750		169,811	124,366	78,922	33,477	(11,968)	(57,413)	(102,858)
4,000		167,574	122,129	76,685	31,240	(14,205)	(59,650)	(105,095)
4,250		165,337	119,892	74,447	29,003	(16,442)	(61,887)	(107,332)
4,500		163,100	117,655	72,210	26,765	(18,679)	(64,124)	(109,569)
4,750		160,863	115,418	69,973	24,528	(20,917)	(66,361)	(111,806)
5,000		158,626	113,181	67,736	22,291	(23,154)	(68,598)	(114,043)

		AH - % on site 50%						
Balance (RLV - TLV)	58,085	35%	40%	45%	50%	55%	60%	65%
15%		274,515	222,909	171,303	119,697	68,091	16,485	(35,121)
16%		258,496	208,122	157,748	107,374	57,000	6,627	(43,747)
17%		242,477	193,335	144,193	95,052	45,910	(3,231)	(52,373)
18%		226,458	178,548	130,639	82,730	34,820	(13,089)	(60,998)
19%		210,439	163,761	117,084	70,407	23,730	(22,947)	(69,624)
20%		194,420	148,975	103,530	58,085	12,640	(32,805)	(78,250)
21%		178,400	134,188	89,975	45,763	1,550	(42,663)	(86,875)
22%		162,381	119,401	76,421	33,440	(9,540)	(52,520)	(95,501)
23%		146,362	104,614	62,866	21,118	(20,630)	(62,378)	(104,126)
24%		130,343	89,828	49,312	8,796	(31,720)	(72,236)	(112,752)
25%		114,324	75,041	35,757	(3,527)	(42,810)	(82,094)	(121,378)

Scheme Ref:
Title:
Notes:

B
10 Units AONB LCC
Greenfield Allocation

		AH - % on site 50%						
Balance (RLV - TLV)	58,085	35%	40%	45%	50%	55%	60%	65%
TLV (per acre)	100,000	441,520	396,075	350,630	305,185	259,740	214,295	168,850
	150,000	400,336	354,891	309,446	264,002	218,557	173,112	127,667
	200,000	359,153	313,708	268,263	222,818	177,373	131,929	86,484
	250,000	317,970	272,525	227,080	181,635	136,190	90,745	45,300
	300,000	276,786	231,341	185,896	140,452	95,007	49,562	4,117
	350,000	235,603	190,158	144,713	99,268	53,823	8,379	(37,066)
	400,000	194,420	148,975	103,530	58,085	12,640	(32,805)	(78,250)
	450,000	153,236	107,791	62,346	16,902	(28,543)	(73,988)	(119,433)
500,000	112,053	66,608	21,163	(24,282)	(69,727)	(115,171)	(160,616)	
550,000	70,870	25,425	(20,020)	(65,465)	(110,910)	(156,355)	(201,800)	
		AH - % on site 50%						
Balance (RLV - TLV)	58,085	35%	40%	45%	50%	55%	60%	65%
Density (dph)	20	29,686	(15,759)	(61,204)	(106,648)	(152,093)	(197,538)	(242,983)
	22	74,613	29,160	(16,276)	(61,721)	(107,166)	(152,611)	(198,056)
	24	112,053	66,608	21,163	(24,282)	(69,727)	(115,171)	(160,616)
	26	143,732	98,287	52,843	7,398	(38,047)	(83,492)	(128,937)
	28	170,886	125,441	79,996	34,552	(10,893)	(56,338)	(101,783)
	30	194,420	148,975	103,530	58,085	12,640	(32,805)	(78,250)
	32	215,011	169,566	124,121	78,677	33,232	(12,213)	(57,658)
	34	233,180	187,735	142,291	96,846	51,401	5,956	(39,489)
	36	249,331	203,886	158,441	112,996	67,551	22,106	(23,338)
	38	263,781	218,336	172,891	127,446	82,002	36,557	(8,888)
	40	276,786	231,341	185,896	140,452	95,007	49,562	4,117
	42	288,553	243,108	197,663	152,218	106,773	61,329	15,884
	44	299,250	253,805	208,360	162,915	117,470	72,026	26,581
	46	309,017	263,572	218,127	172,682	127,237	81,792	36,348
	48	317,970	272,525	227,080	181,635	136,190	90,745	45,300
	50	326,206	280,761	235,316	189,872	144,427	98,982	53,537
		AH - % on site 50%						
Balance (RLV - TLV)	58,085	35%	40%	45%	50%	55%	60%	65%
Build rate (£psm)	95%	241,229	195,228	149,227	103,227	57,226	11,225	(34,775)
	100%	194,420	148,975	103,530	58,085	12,640	(32,805)	(78,250)
	105%	147,610	102,721	57,832	12,943	(31,946)	(76,835)	(121,724)
	110%	100,801	56,468	12,134	(32,199)	(76,532)	(120,865)	(165,198)
	115%	53,991	10,214	(33,563)	(77,341)	(121,118)	(164,895)	(208,759)
	120%	7,182	(36,039)	(79,261)	(122,510)	(165,825)	(209,139)	(252,454)
	125%	(39,627)	(82,369)	(125,125)	(167,881)	(210,637)	(253,393)	(296,148)
	130%	(86,660)	(128,857)	(171,054)	(213,251)	(255,449)	(297,646)	(342,894)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: C
Title: 8 Units AONB LCC
Notes: Brownfield Allocation

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme			8 Units			
AH Policy requirement (% Target)			50%			
AH tenure split %				50%		
Open Market Sale (OMS) housing		Affordable Rent:				
		LCHO (Int/Sub-Market/Starter etc.):		50%		25.0% % of total (>10% for HWP (Feb 2017))
				100%		
CIL Rate (£ psm)				0.00 £ psm		
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	25.0%	1.0	25.0%	1.0	25%	2.0
3 bed House	50.0%	2.0	50.0%	2.0	50%	4.0
4 bed House	25.0%	1.0	25.0%	1.0	25%	2.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	4.0	100.0%	4.0	100%	8.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646			60.0	646
2 bed House	79.0	850			79.0	850
3 bed House	97.0	1,044			97.0	1,044
4 bed House	135.0	1,453			135.0	1,453
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	70.0	753	85.0%		82.4	886
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624			58.0	624
2 bed House	70.0	753			70.0	753
3 bed House	84.0	904			84.0	904
4 bed House	97.0	1,044			97.0	1,044
5 bed House	110.0	1,184			110.0	1,184
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	61.0	657	85.0%		71.8	772
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	79	850	70	753	149	1,604
3 bed House	194	2,088	168	1,808	362	3,897
4 bed House	135	1,453	97	1,044	232	2,497
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	408	4,392	335	3,606	743	7,998
AH % by floor area:			45.09% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	174,000	2,900	269		0	
2 bed House	229,100	2,900	269		458,200	
3 bed House	281,300	2,900	269		1,125,200	
4 bed House	391,500	2,900	269		783,000	
5 bed House	478,500	2,900	269		0	
1 bed Flat	145,000	2,900	269		0	
2 bed Flat	203,000	2,900	269		0	
					2,366,400	
Affordable Housing values (£) -	Aff. Rent £	% of MV	LCHO £	% of MV		
1 bed House	72,000	41%	92,669	53%		
2 bed House	90,000	39%	103,572	45%		
3 bed House	104,000	37%	119,925	43%		
4 bed House	123,000	31%	136,278	35%		
5 bed House	142,000	30%	148,764	31%		
1 bed Flat	62,000	43%	76,316	53%		
2 bed Flat	79,000	39%	87,218	43%		

Scheme Ref: C
 Title: 8 Units AONB LCC
 Notes: Brownfield Allocation

ASSUMPTIONS - COMMERCIAL USES

Commercial Floor areas -	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	0	0	100.0%	0	0
area 2	0	0	100.0%	0	0
area 3	0	0	100.0%	0	0
total floor area	0	0	100.0%	0	0

Commercial Values -	Rent (£psf)	Yield (%)	Total Rent Free/Incentive/Void allowance (months)
area 1	0.00	5.00%	12
area 2	0.00	5.00%	0
area 3	0.00	5.00%	0

GROSS DEVELOPMENT VALUE

OMS GDV -		(part houses due to % mix)			
1 bed House	0.0	@	174,000		-
2 bed House	1.0	@	229,100		229,100
3 bed House	2.0	@	281,300		562,600
4 bed House	1.0	@	391,500		391,500
5 bed House	0.0	@	478,500		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	203,000		-
	4.0				1,183,200
Affordable Rent GDV -					
1 bed House	0.0	@	72,000		-
2 bed House	0.5	@	90,000		45,000
3 bed House	1.0	@	104,000		104,000
4 bed House	0.5	@	123,000		61,500
5 bed House	0.0	@	142,000		-
1 bed Flat	0.0	@	62,000		-
2 bed Flat	0.0	@	79,000		-
	2.0				210,500
LCHO GDV -					
1 bed House	0.0	@	92,669		-
2 bed House	0.5	@	103,572		51,786
3 bed House	1.0	@	119,925		119,925
4 bed House	0.5	@	136,278		68,139
5 bed House	0.0	@	148,764		-
1 bed Flat	0.0	@	76,316		-
2 bed Flat	0.0	@	87,218		-
	2.0				239,850
Sub-total GDV Residential			8.0		1,633,550
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>	<i>732,850</i>
			<i>906 £ psm (total GIA sqm)</i>	<i>91,606 £ per unit (total units)</i>	
Commercial GDV -		Rent £ PA	@	cap. rent £	less RF/Void
area 1	-	5.00%	-	-	0
area 2	-	5.00%	-	-	0
area 3	-	5.00%	-	-	0
Sub-total GDV Commercial		-			-
Total GDV					1,633,550

Scheme Ref: C
Title: 8 Units AONB LCC
Notes: Brownfield Allocation

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,080)
Statutory Planning Fees (Commercial)				-
CIL	408 sqm	0.00 £ psm		-
	CIL analysis:	0.00% % of GDV	0 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	8 units @	1,000 per unit	(8,000)
	S106 analysis:	0.49% % of GDV	1,000 £ per unit (total units)	
AH Commuted Sum	743 sqm (total)	0 £ psm		-
	CS analysis:	0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition	0.66 acres @	50,000 £ per acre		(32,947)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.66 acres @	0 per acre	-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)	
1 bed House	- sqm @	909 psm		-
2 bed House	149 sqm @	909 psm		(135,441)
3 bed House	362 sqm @	909 psm		(329,058)
4 bed House	232 sqm @	909 psm		(210,888)
5 bed House	- sqm @	909 psm		-
1 bed Flat	- sqm @	1,207 psm		-
2 bed Flat	743 - sqm @	1,207 psm		-
area 1	- sqm @	680 psm		-
area 2	- sqm @	680 psm		-
area 3	- sqm @	680 psm		-
External works	675,387 @	15.0% 12,664 £ per unit		(101,308)
Normal Abnormals	675,387 @	3.0% 2,533 £ per unit		(20,262)
M4(2) Category 2 Housing	8 units @	0% @	521 £ per dwelling	-
M4(3) Category 3 Housing	- units @	0% @	10,307 £ per dwelling	-
Contingency	829,903 @	3.0%		(24,897)
Professional Fees	829,903 @	6.5%		(53,944)

Scheme Ref: C
Title: 8 Units AONB LCC
Notes: Brownfield Allocation

Disposal Costs -				
Residential Sales Agent Costs	1,183,200	OMS @	1.00%	(11,832)
Residential Sales Legal Costs	1,183,200	OMS @	0.50%	(5,916)
Commercial Letting Agent's Costs	-	ERV @	15.00%	-
Commercial Letting Legal Costs	-	ERV @	5.00%	-
Commercial Invest. Sale Agent's Costs	-	GDV @	1.00%	-
Commercial Invest. Sale Legal Costs	-	GDV @	0.50%	-
Marketing and Promotion	1,183,200	OMS @	3.00%	(35,496)
Interest (on Development Costs) -				
	6.25%	APR	0.506% pcm	(8,629)
Developers Profit -				
Margin on AH	450,350	6.00%	on AH values	(27,021)
Profit on GDV	1,183,200	20.00%		(236,640)
	991,697	23.86%	on costs	(236,640)
	1,633,550	16.14%	blended	(263,661)
TOTAL COSTS				(1,255,358)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				378,192
SDLT	378,192	@	5.0%	(8,410)
Acquisition Agent fees	378,192	@	1.0%	(3,782)
Acquisition Legal fees	378,192	@	0.5%	(1,891)
Interest on Land	378,192	@	6.3%	(23,637)
Residual Land Value				340,472
<i>RLV analysis:</i>	42,559 £ per plot	1,276,771 £ per ha	516,702 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	0.27	ha	0.66	acres
<i>Density analysis:</i>	2,786	sqm/ha	12,137	sqft/ac
Threshold Land Value	19,768 £ per plot	593,040 £ per ha	240,000 £ per acre	158,144

BALANCE				
Surplus/(Deficit)	683,731 £ per ha	276,702 £ per acre		182,328

Scheme Ref: C
 Title: 8 Units AONB LCC
 Notes: Brownfield Allocation

SENSITIVITY ANALYSIS

		AH - % on site 50%						
Balance (RLV - TLV)	182,328	35%	40%	45%	50%	55%	60%	65%
CIL Epsm 0.00	0	281,999	248,776	215,552	182,328	149,104	115,881	82,657
	5	279,614	246,574	213,534	180,493	147,453	114,413	81,373
	10	277,229	244,372	211,516	178,659	145,802	112,945	80,088
	15	274,844	242,171	209,497	176,824	144,151	111,477	78,804
	20	272,459	239,969	207,479	174,989	142,500	110,010	77,520
	25	270,074	237,768	205,461	173,155	140,848	108,542	76,236
	30	267,689	235,566	203,443	171,320	139,197	107,074	74,951
	35	265,304	233,364	201,425	169,485	137,546	105,606	73,667
	40	262,919	231,163	199,407	167,651	135,895	104,139	72,383
	45	260,534	228,961	197,389	165,816	134,244	102,671	71,098
	50	258,149	226,759	195,370	163,981	132,592	101,203	69,814
	55	255,763	224,558	193,352	162,147	130,941	99,736	68,530
	60	253,378	222,356	191,334	160,312	129,290	98,268	67,246
	65	250,993	220,155	189,316	158,477	127,639	96,800	65,961
	70	248,608	217,953	187,298	156,643	125,987	95,332	64,677
	75	246,223	215,751	185,280	154,808	124,336	93,865	63,393
	80	243,838	213,550	183,262	152,973	122,685	92,397	62,109
	85	241,453	211,348	181,243	151,139	121,034	90,929	60,824
	90	239,068	209,147	179,225	149,304	119,383	89,461	59,540
	95	236,683	206,945	177,207	147,469	117,731	87,994	58,256
Site Specific S106 1,000	100	234,298	204,743	175,189	145,635	116,080	86,526	56,971
	105	231,913	202,542	173,171	143,800	114,429	85,058	55,687
	110	229,528	200,340	171,153	141,965	112,778	83,590	54,403
	115	227,142	198,138	169,135	140,131	111,127	82,123	53,119
	120	224,757	195,937	167,116	138,296	109,475	80,655	51,834
	125	222,372	193,735	165,098	136,461	107,824	79,187	50,550
	130	219,987	191,534	163,080	134,627	106,173	77,719	49,266
	135	217,602	189,332	161,062	132,792	104,522	76,252	47,982
	140	215,217	187,130	159,044	130,957	102,871	74,784	46,697
	145	212,832	184,929	157,026	129,122	101,219	73,316	45,413
Balance (RLV - TLV)	182,328	210,443	182,727	155,007	127,288	99,568	71,848	44,129
		AH - % on site 50%						
Balance (RLV - TLV)	182,328	35%	40%	45%	50%	55%	60%	65%
Site Specific S106 1,000	0	289,140	255,916	222,693	189,469	156,245	123,021	89,798
	250	287,355	254,131	220,907	187,684	154,460	121,236	88,012
	500	285,570	252,346	219,122	185,898	152,675	119,451	86,227
	750	283,785	250,561	217,337	184,113	150,890	117,666	84,442
	1,000	281,999	248,776	215,552	182,328	149,104	115,881	82,657
	1,250	280,214	246,990	213,767	180,543	147,319	114,096	80,872
	1,500	278,429	245,205	211,982	178,758	145,534	112,310	79,087
	1,750	276,644	243,420	210,196	176,973	143,749	110,525	77,301
	2,000	274,859	241,635	208,411	175,188	141,964	108,740	75,516
	2,250	273,074	239,850	206,626	173,402	140,179	106,955	73,731
	2,500	271,288	238,065	204,841	171,617	138,393	105,170	71,946
	2,750	269,503	236,280	203,056	169,832	136,608	103,385	70,161
	3,000	267,718	234,494	201,271	168,047	134,823	101,599	68,376
	3,250	265,933	232,709	199,486	166,262	133,038	99,814	66,591
	3,500	264,148	230,924	197,700	164,477	131,253	98,029	64,805
	3,750	262,363	229,139	195,915	162,691	129,468	96,244	63,020
	4,000	260,578	227,354	194,130	160,906	127,683	94,459	61,235
	4,250	258,792	225,569	192,345	159,121	125,897	92,674	59,450
	4,500	257,007	223,783	190,560	157,336	124,112	90,889	57,665
	4,750	255,222	221,998	188,775	155,551	122,327	89,103	55,880
	5,000	253,437	220,213	186,989	153,766	120,542	87,318	54,094
		AH - % on site 50%						
Balance (RLV - TLV)	182,328	35%	40%	45%	50%	55%	60%	65%
Profit 20.00%	15%	349,102	310,716	272,331	233,945	195,560	157,174	118,789
	16%	335,681	298,328	260,975	223,622	186,269	148,916	111,563
	17%	322,261	285,940	249,619	213,298	176,978	140,657	104,336
	18%	308,840	273,552	238,263	202,975	167,687	132,398	97,110
	19%	295,420	261,164	226,908	192,652	158,395	124,139	89,883
	20%	281,999	248,776	215,552	182,328	149,104	115,881	82,657
	21%	268,579	236,388	204,196	172,005	139,813	107,622	75,431
	22%	255,158	223,999	192,840	161,681	130,522	99,363	68,204
	23%	241,738	211,611	181,485	151,358	121,231	91,104	60,978
	24%	228,318	199,223	170,129	141,034	111,940	82,846	53,751
Balance (RLV - TLV)	182,328	214,897	186,835	158,773	130,711	102,649	74,587	46,525

Scheme Ref:
Title:
Notes:

C
8 Units AONB LCC
Brownfield Allocation

		AH - % on site 50%						
Balance (RLV - TLV)	182,328	35%	40%	45%	50%	55%	60%	65%
TLV (per acre)	100,000	374,250	341,026	307,803	274,579	241,355	208,131	174,908
	150,000	341,303	308,080	274,856	241,632	208,408	175,185	141,961
	200,000	308,357	275,133	241,909	208,685	175,462	142,238	109,014
	250,000	275,410	242,186	208,963	175,739	142,515	109,291	76,068
	300,000	242,463	209,240	176,016	142,792	109,568	76,345	43,121
	350,000	209,517	176,293	143,069	109,845	76,622	43,398	10,174
	400,000	176,570	143,346	110,123	76,899	43,675	10,451	(22,772)
	450,000	143,623	110,400	77,176	43,952	10,728	(22,495)	(55,719)
500,000	110,677	77,453	44,229	11,005	(22,218)	(55,442)	(88,666)	
550,000	77,730	44,506	11,283	(21,941)	(55,165)	(88,389)	(121,612)	
		AH - % on site 50%						
Balance (RLV - TLV)	182,328	35%	40%	45%	50%	55%	60%	65%
Density (dph)	20	186,868	153,644	120,421	87,197	53,973	20,749	(12,474)
	22	212,813	179,580	146,366	113,142	79,918	46,604	13,471
	24	234,434	201,210	167,986	134,763	101,539	68,315	35,091
	26	252,728	219,504	186,281	153,057	119,833	86,610	53,386
	28	268,409	235,185	201,962	168,738	135,514	102,291	69,067
	30	281,999	248,776	215,552	182,328	149,104	115,881	82,657
	32	293,891	260,667	227,443	194,220	160,996	127,772	94,548
	34	304,383	271,159	237,936	204,712	171,488	138,265	105,041
	36	313,710	280,486	247,262	214,039	180,815	147,591	114,367
	38	322,055	288,831	255,607	222,383	189,160	155,936	122,712
	40	329,565	296,341	263,118	229,894	196,670	163,446	130,223
	42	336,360	303,136	269,913	236,689	203,465	170,241	137,018
	44	342,537	309,314	276,090	242,866	209,642	176,419	143,195
	46	348,178	314,954	281,730	248,506	215,283	182,059	148,835
	48	353,348	320,124	286,900	253,677	220,453	187,229	154,005
	50	358,104	324,881	291,657	258,433	225,209	191,986	158,762
		AH - % on site 50%						
Balance (RLV - TLV)	182,328	35%	40%	45%	50%	55%	60%	65%
Build rate (£psm)	95%	321,714	288,112	254,509	220,906	187,303	153,701	120,098
	100%	281,999	248,776	215,552	182,328	149,104	115,881	82,657
	105%	242,284	209,440	176,595	143,750	110,905	78,061	45,216
	110%	202,525	170,053	137,581	105,109	72,637	40,166	7,694
	115%	162,609	130,518	98,427	66,336	34,245	2,154	(29,937)
	120%	122,693	90,983	59,273	27,563	(4,147)	(35,857)	(67,567)
	125%	82,776	51,447	20,118	(11,211)	(42,540)	(73,869)	(105,198)
	130%	42,860	11,912	(19,036)	(49,984)	(80,932)	(111,880)	(142,828)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: D
Title: 6 Units AONB SLDC
Notes: Greenfield Allocation

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme			6 Units			
AH Policy requirement (% Target)			50%			
AH tenure split %				50%		
	Affordable Rent:			50%		
	LCHO (Int/Sub-Market/Starter etc.):			50%		25.0% % of total (>10% for HWP (Feb 2017))
Open Market Sale (OMS) housing			50%			
			100%			
CIL Rate (£ psm)			55.86	£ psm		
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	33.0%	1.0	67.0%	2.0	50%	3.0
3 bed House	33.0%	1.0	33.0%	1.0	33%	2.0
4 bed House	34.0%	1.0	0.0%	0.0	17%	1.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	3.0	100.0%	3.0	100%	6.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646			60.0	646
2 bed House	79.0	850			79.0	850
3 bed House	97.0	1,044			97.0	1,044
4 bed House	135.0	1,453			135.0	1,453
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	70.0	753	85.0%		82.4	886
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624			58.0	624
2 bed House	70.0	753			70.0	753
3 bed House	84.0	904			84.0	904
4 bed House	97.0	1,044			97.0	1,044
5 bed House	110.0	1,184			110.0	1,184
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	61.0	657	85.0%		71.8	772
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	78	842	141	1,514	219	2,356
3 bed House	96	1,034	83	895	179	1,929
4 bed House	138	1,482	0	0	138	1,482
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	312	3,358	224	2,410	536	5,767
AH % by floor area:			41.78% AH % by floor area due to mix			
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	174,000	2,900	269		0	
2 bed House	229,100	2,900	269		687,300	
3 bed House	281,300	2,900	269		556,974	
4 bed House	391,500	2,900	269		399,330	
5 bed House	478,500	2,900	269		0	
1 bed Flat	145,000	2,900	269		0	
2 bed Flat	203,000	2,900	269		0	
					1,643,604	
Affordable Housing values (£) -	Aff. Rent £	% of MV	LCHO £	% of MV		
1 bed House	72,000	41%	92,669	53%		
2 bed House	90,000	39%	103,572	45%		
3 bed House	104,000	37%	119,925	43%		
4 bed House	123,000	31%	136,278	35%		
5 bed House	142,000	30%	148,764	31%		
1 bed Flat	62,000	43%	76,316	53%		
2 bed Flat	79,000	39%	87,218	43%		

Scheme Ref: **D**
 Title: **6 Units AONB SLDC**
 Notes: **Greenfield Allocation**

ASSUMPTIONS - COMMERCIAL USES

Commercial Floor areas -	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	0	0	100.0%	0	0
area 2	0	0	100.0%	0	0
area 3	0	0	100.0%	0	0
total floor area	0	0	100.0%	0	0

Commercial Values -	Rent (£psf)	Yield (%)	Total Rent Free/Incentive/Void allowance (months)
area 1	0.00	5.00%	12
area 2	0.00	5.00%	0
area 3	0.00	5.00%	0

GROSS DEVELOPMENT VALUE

OMS GDV -		(part houses due to % mix)			
1 bed House	0.0	@	174,000		-
2 bed House	1.0	@	229,100		226,809
3 bed House	1.0	@	281,300		278,487
4 bed House	1.0	@	391,500		399,330
5 bed House	0.0	@	478,500		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	203,000		-
	3.0				904,626
Affordable Rent GDV -					
1 bed House	0.0	@	72,000		-
2 bed House	1.0	@	90,000		90,450
3 bed House	0.5	@	104,000		51,480
4 bed House	0.0	@	123,000		-
5 bed House	0.0	@	142,000		-
1 bed Flat	0.0	@	62,000		-
2 bed Flat	0.0	@	79,000		-
	1.5				141,930
LCHO GDV -					
1 bed House	0.0	@	92,669		-
2 bed House	1.0	@	103,572		104,090
3 bed House	0.5	@	119,925		59,363
4 bed House	0.0	@	136,278		-
5 bed House	0.0	@	148,764		-
1 bed Flat	0.0	@	76,316		-
2 bed Flat	0.0	@	87,218		-
	1.5				163,453
Sub-total GDV Residential			6.0		1,210,009
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>	
			<i>009 £ psm (total GIA sqm)</i>	<i>72,266 £ per unit (total units)</i>	<i>433,595</i>
Commercial GDV -		Rent £ PA	@	cap. rent £	less RF/Void
area 1	-	5.00%	-	-	0
area 2	-	5.00%	-	-	0
area 3	-	5.00%	-	-	0
Sub-total GDV Commercial		-			-
Total GDV					1,210,009

Scheme Ref: D
Title: 6 Units AONB SLDC
Notes: Greenfield Allocation

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(2,310)
Statutory Planning Fees (Commercial)				-
CIL		312 sqm	55.86 £ psm	(17,425)
	CIL analysis:	1.44% % of GDV	2,904 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	6 units @	1,000 per unit	(6,000)
	S106 analysis:	0.50% % of GDV	1,000 £ per unit (total units)	
AH Commuted Sum		536 sqm (total)	0 £ psm	-
	CS analysis:	0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition		0.49 acres @	0 £ per acre	-
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	0.49 acres @	0 per acre	-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)	
1 bed House	-	sqm @	909 psm	-
2 bed House	219	sqm @	909 psm	(198,989)
3 bed House	179	sqm @	909 psm	(162,884)
4 bed House	138	sqm @	909 psm	(125,169)
5 bed House	-	sqm @	909 psm	-
1 bed Flat	-	sqm @	1,207 psm	-
2 bed Flat	536	sqm @	1,207 psm	-
area 1	-	sqm @	680 psm	-
area 2	-	sqm @	680 psm	-
area 3	-	sqm @	680 psm	-
External works		487,042 @	15.0% 12,176 £ per unit	(73,056)
Normal Abnormals		487,042 @	3.0% 2,435 £ per unit	(14,611)
M4(2) Category 2 Housing	6 units @	100% @	521 £ per dwelling	(3,126)
M4(3) Category 3 Housing	- units @	0% @	10,307 £ per dwelling	-
Contingency		577,836 @	3.0%	(17,335)
Professional Fees		577,836 @	6.5%	(37,559)

Scheme Ref: D
Title: 6 Units AONB SLDC
Notes: Greenfield Allocation

Disposal Costs -				
Residential Sales Agent Costs	904,626	OMS @	1.00%	(9,046)
Residential Sales Legal Costs	904,626	OMS @	0.50%	(1,523)
Commercial Letting Agent's Costs	-	ERV @	15.00%	-
Commercial Letting Legal Costs	-	ERV @	5.00%	-
Commercial Invest. Sale Agent's Costs	-	GDV @	1.00%	-
Commercial Invest. Sale Legal Costs	-	GDV @	0.50%	-
Marketing and Promotion	904,626	OMS @	3.00%	(27,139)
Interest (on Development Costs) -				
	6.25%	APR	0.506% pcm	(7,026)
Developers Profit -				
Margin on AH	305,383	6.00%	on AH values	(18,323)
Profit on GDV	904,626	20.00%		(180,925)
	716,200	25.26%	on costs	(180,925)
	1,210,009	16.47%	blended	(199,248)
TOTAL COSTS				(915,448)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				294,561
SDLT	294,561	@	5.0%	(4,228)
Acquisition Agent fees	294,561	@	1.0%	(2,946)
Acquisition Legal fees	294,561	@	0.5%	(1,473)
Interest on Land	294,561	@	6.3%	(18,410)
Residual Land Value				267,504
<i>RLV analysis:</i>	44,584 £ per plot	1,337,522 £ per ha	541,288 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	0.20	ha	0.49	acres
<i>Density analysis:</i>	2,679	sqm/ha	11,670	sqft/ac
Threshold Land Value	32,947 £ per plot	988,400 £ per ha	400,000 £ per acre	197,680

BALANCE				
Surplus/(Deficit)	349,122 £ per ha	141,288 £ per acre		69,824

Scheme Ref:

D

Title:

6 Units AONB SLDC

Notes:

Greenfield Allocation

SENSITIVITY ANALYSIS

		AH - % on site 50%						
Balance (RLV - TLV)	69,824	35%	40%	45%	50%	55%	60%	65%
CIL £psm 55.86	0	161,125	135,915	110,705	85,496	60,286	35,076	9,866
	5	159,301	134,232	109,162	84,093	59,023	33,954	8,884
	10	157,478	132,548	107,619	82,690	57,761	32,832	7,903
	15	155,654	130,865	106,076	81,287	56,498	31,710	6,921
	20	153,831	129,182	104,533	79,885	55,236	30,587	5,939
	25	152,007	127,499	102,990	78,482	53,974	29,465	4,957
	30	150,184	125,815	101,447	77,079	52,711	28,343	3,975
	35	148,360	124,132	99,904	75,677	51,449	27,221	2,993
	40	146,536	122,449	98,361	74,274	50,186	26,099	2,011
	45	144,713	120,766	96,818	72,871	48,924	24,976	1,029
	50	142,889	119,082	95,275	71,468	47,661	23,854	47
	55	141,066	117,399	93,732	70,066	46,399	22,732	(935)
	60	139,242	115,716	92,189	68,663	45,136	21,610	(1,917)
	65	137,419	114,033	90,646	67,260	43,874	20,488	(2,898)
	70	135,595	112,349	89,103	65,857	42,612	19,366	(3,880)
Site Specific S106 1,000	75	133,772	110,666	87,560	64,455	41,349	18,243	(4,862)
	80	131,948	108,983	86,017	63,052	40,087	17,121	(5,844)
	85	130,125	107,300	84,474	61,649	38,824	15,999	(6,826)
	90	128,301	105,616	82,931	60,247	37,562	14,877	(7,808)
	95	126,478	103,933	81,388	58,844	36,299	13,755	(8,790)
	100	124,654	102,250	79,845	57,441	35,037	12,633	(9,772)
	105	122,830	100,566	78,302	56,038	33,774	11,510	(10,754)
	110	121,007	98,883	76,759	54,636	32,512	10,388	(11,736)
	115	119,183	97,200	75,216	53,233	31,250	9,266	(12,717)
	120	117,360	95,517	73,673	51,830	29,987	8,144	(13,699)
	125	115,536	93,833	72,130	50,428	28,725	7,022	(14,681)
	130	113,713	92,150	70,587	49,025	27,462	5,899	(15,663)
	135	111,889	90,467	69,044	47,622	26,200	4,777	(16,645)
	140	110,066	88,784	67,502	46,219	24,937	3,655	(17,627)
	145	108,242	87,100	65,959	44,817	23,675	2,533	(18,609)
	150	106,419	85,417	64,416	43,414	22,412	1,411	(19,591)
		AH - % on site 50%						
Balance (RLV - TLV)	69,824	35%	40%	45%	50%	55%	60%	65%
Site Specific S106 1,000	0	146,121	122,479	98,836	75,193	51,551	27,908	4,265
	250	144,779	121,136	97,494	73,851	50,208	26,566	2,923
	500	143,437	119,794	96,151	72,509	48,866	25,224	1,581
	750	142,094	118,452	94,809	71,167	47,524	23,881	239
	1,000	140,752	117,110	93,467	69,824	46,182	22,539	(1,104)
	1,250	139,410	115,767	92,125	68,482	44,839	21,197	(2,446)
	1,500	138,068	114,425	90,782	67,140	43,497	19,855	(3,788)
	1,750	136,725	113,083	89,440	65,798	42,155	18,512	(5,130)
	2,000	135,383	111,741	88,098	64,455	40,813	17,170	(6,472)
	2,250	134,041	110,398	86,756	63,113	39,471	15,828	(7,815)
	2,500	132,699	109,056	85,414	61,771	38,128	14,486	(9,157)
	2,750	131,357	107,714	84,071	60,429	36,786	13,143	(10,499)
	3,000	130,014	106,372	82,729	59,086	35,444	11,801	(11,841)
	3,250	128,672	105,029	81,387	57,744	34,102	10,459	(13,184)
	3,500	127,330	103,687	80,045	56,402	32,759	9,117	(14,526)
	3,750	125,988	102,345	78,702	55,060	31,417	7,774	(15,868)
Profit 20.00%	4,000	124,645	101,003	77,360	53,717	30,075	6,432	(17,210)
	4,250	123,303	99,660	76,018	52,375	28,733	5,090	(18,553)
	4,500	121,961	98,318	74,676	51,033	27,390	3,748	(19,895)
	4,750	120,619	96,976	73,333	49,691	26,048	2,405	(21,237)
	5,000	119,276	95,634	71,991	48,348	24,706	1,063	(22,579)
		AH - % on site 50%						
Balance (RLV - TLV)	69,824	35%	40%	45%	50%	55%	60%	65%
Profit 20.00%	15%	192,056	164,467	136,878	109,289	81,700	54,111	26,522
	16%	181,795	154,995	128,196	101,396	74,596	47,796	20,997
	17%	171,534	145,524	119,513	93,503	67,492	41,482	15,472
	18%	161,274	136,052	110,831	85,610	60,389	35,168	9,947
	19%	151,013	126,581	102,149	77,717	53,285	28,853	4,422
	20%	140,752	117,110	93,467	69,824	46,182	22,539	(1,104)
	21%	130,491	107,638	84,785	61,931	39,078	16,225	(6,629)
	22%	120,231	98,167	76,103	54,039	31,975	9,911	(12,154)
	23%	109,970	88,695	67,421	46,146	24,871	3,596	(17,679)
	24%	99,709	79,224	58,738	38,253	17,767	(2,718)	(23,204)
	25%	89,449	69,752	50,056	30,360	10,664	(9,032)	(28,729)

Scheme Ref:

Title:

Notes:

D

6 Units AONB SLDC

Greenfield Allocation

		AH - % on site 50%						
Balance (RLV - TLV)	69,824	35%	40%	45%	50%	55%	60%	65%
TLV (per acre)	100,000	289,012	265,370	241,727	218,084	194,442	170,799	147,156
	150,000	264,302	240,660	217,017	193,374	169,732	146,089	122,446
	200,000	239,592	215,950	192,307	168,664	145,022	121,379	97,736
	250,000	214,882	191,240	167,597	143,954	120,312	96,669	73,026
	300,000	190,172	166,530	142,887	119,244	95,602	71,959	48,316
	350,000	165,462	141,820	118,177	94,534	70,892	47,249	23,606
	400,000	140,752	117,110	93,467	69,824	46,182	22,539	(1,104)
	450,000	116,042	92,400	68,757	45,114	21,472	(2,171)	(25,814)
	500,000	91,332	67,690	44,047	20,404	(3,238)	(26,881)	(50,524)
550,000	66,622	42,980	19,337	(4,306)	(27,948)	(51,591)	(75,234)	
		AH - % on site 50%						
Balance (RLV - TLV)	69,824	35%	40%	45%	50%	55%	60%	65%
Density (dph)	20	41,912	18,270	(5,373)	(29,016)	(52,658)	(76,301)	(99,944)
	22	68,860	45,226	21,583	(2,059)	(25,702)	(49,345)	(72,987)
	24	91,332	67,690	44,047	20,404	(3,238)	(26,881)	(50,524)
	26	110,340	86,697	63,055	39,412	15,769	(7,873)	(31,516)
	28	126,632	102,990	79,347	55,704	32,062	8,419	(15,224)
	30	140,752	117,110	93,467	69,824	46,182	22,539	(1,104)
	32	153,107	129,465	105,822	82,179	58,537	34,894	11,251
	34	164,009	140,366	116,723	93,081	69,438	45,796	22,153
	36	173,699	150,056	126,414	102,771	79,128	55,486	31,843
	38	182,369	158,726	135,084	111,441	87,799	64,156	40,513
	40	190,172	166,530	142,887	119,244	95,602	71,959	48,316
	42	197,232	173,590	149,947	126,304	102,662	79,019	55,376
	44	203,650	180,008	156,365	132,723	109,080	85,437	61,795
	46	209,510	185,868	162,225	138,583	114,940	91,297	67,655
	48	214,882	191,240	167,597	143,954	120,312	96,669	73,026
	50	219,824	196,182	172,539	148,896	125,254	101,611	77,968
		AH - % on site 50%						
Balance (RLV - TLV)	69,824	35%	40%	45%	50%	55%	60%	65%
Build rate (£psm)	95%	170,018	145,916	121,815	97,714	73,613	49,512	25,411
	100%	140,752	117,110	93,467	69,824	46,182	22,539	(1,104)
	105%	111,487	88,303	65,119	41,934	18,750	(4,434)	(27,618)
	110%	82,222	59,496	36,770	14,045	(8,681)	(31,407)	(54,132)
	115%	52,956	30,689	8,422	(13,845)	(36,113)	(58,380)	(80,647)
	120%	23,691	1,882	(19,927)	(41,735)	(63,544)	(85,353)	(107,161)
	125%	(5,574)	(26,925)	(48,275)	(69,625)	(90,975)	(112,326)	(133,676)
	130%	(34,840)	(55,732)	(76,623)	(97,515)	(118,407)	(139,332)	(160,275)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: E
 Title: 6 Units AONB SLDC
 Notes: Brownfield Allocation

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme			6 Units			
AH Policy requirement (% Target)			50%			
AH tenure split %				50%		
Open Market Sale (OMS) housing					25.0% % of total (>10% for HWP (Feb 2017))	
			50%			
			100%			
CIL Rate (£ psm)			55.86	£ psm		
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	33.0%	1.0	67.0%	2.0	50%	3.0
3 bed House	33.0%	1.0	33.0%	1.0	33%	2.0
4 bed House	34.0%	1.0	0.0%	0.0	17%	1.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	3.0	100.0%	3.0	100%	6.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646			60.0	646
2 bed House	79.0	850			79.0	850
3 bed House	97.0	1,044			97.0	1,044
4 bed House	135.0	1,453			135.0	1,453
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	70.0	753	85.0%		82.4	886
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624			58.0	624
2 bed House	70.0	753			70.0	753
3 bed House	84.0	904			84.0	904
4 bed House	97.0	1,044			97.0	1,044
5 bed House	110.0	1,184			110.0	1,184
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	61.0	657	85.0%		71.8	772
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	78	842	141	1,514	219	2,356
3 bed House	96	1,034	83	895	179	1,929
4 bed House	138	1,482	0	0	138	1,482
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0
	312	3,358	224	2,410	536	5,767
AH % by floor area:			41.78%	AH % by floor area due to mix		
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	174,000	2,900	269		0	
2 bed House	229,100	2,900	269		687,300	
3 bed House	281,300	2,900	269		556,974	
4 bed House	391,500	2,900	269		399,330	
5 bed House	478,500	2,900	269		0	
1 bed Flat	145,000	2,900	269		0	
2 bed Flat	203,000	2,900	269		0	
					1,643,604	
Affordable Housing values (£) -	Aff. Rent £	% of MV	LCHO £	% of MV		
1 bed House	72,000	41%	92,669	53%		
2 bed House	90,000	39%	103,572	45%		
3 bed House	104,000	37%	119,925	43%		
4 bed House	123,000	31%	136,278	35%		
5 bed House	142,000	30%	148,764	31%		
1 bed Flat	62,000	43%	76,316	53%		
2 bed Flat	79,000	39%	87,218	43%		

Scheme Ref: E
 Title: 6 Units AONB SLDC
 Notes: Brownfield Allocation

ASSUMPTIONS - COMMERCIAL USES

Commercial Floor areas -	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	0	0	100.0%	0	0
area 2	0	0	100.0%	0	0
area 3	0	0	100.0%	0	0
total floor area	0	0	100.0%	0	0

Commercial Values -	Rent (£psf)	Yield (%)	Total Rent Free/Incentive/Void allowance (months)
area 1	0.00	5.00%	12
area 2	0.00	5.00%	0
area 3	0.00	5.00%	0

GROSS DEVELOPMENT VALUE

OMS GDV -		(part houses due to % mix)			
1 bed House	0.0	@	174,000		-
2 bed House	1.0	@	229,100		226,809
3 bed House	1.0	@	281,300		278,487
4 bed House	1.0	@	391,500		399,330
5 bed House	0.0	@	478,500		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	203,000		-
	3.0				904,626
Affordable Rent GDV -					
1 bed House	0.0	@	72,000		-
2 bed House	1.0	@	90,000		90,450
3 bed House	0.5	@	104,000		51,480
4 bed House	0.0	@	123,000		-
5 bed House	0.0	@	142,000		-
1 bed Flat	0.0	@	62,000		-
2 bed Flat	0.0	@	79,000		-
	1.5				141,930
LCHO GDV -					
1 bed House	0.0	@	92,669		-
2 bed House	1.0	@	103,572		104,090
3 bed House	0.5	@	119,925		59,363
4 bed House	0.0	@	136,278		-
5 bed House	0.0	@	148,764		-
1 bed Flat	0.0	@	76,316		-
2 bed Flat	0.0	@	87,218		-
	1.5				163,453
Sub-total GDV Residential			6.0		1,210,009
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>	
			<i>009 £ psm (total GIA sqm)</i>	<i>72,266 £ per unit (total units)</i>	<i>433,595</i>
Commercial GDV -		Rent £ PA	@	cap. rent £	less RF/Void
area 1	-	5.00%	-	-	0
area 2	-	5.00%	-	-	0
area 3	-	5.00%	-	-	0
Sub-total GDV Commercial		-			-
Total GDV					1,210,009

Scheme Ref: E
Title: 6 Units AONB SLDC
Notes: Brownfield Allocation

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(2,310)
Statutory Planning Fees (Commercial)					-
CIL					(17,425)
		312 sqm		55.86 £ psm	
	CIL analysis:	1.44% % of GDV		2,904 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	0			-
		6 units @		1,000 per unit	(6,000)
	S106 analysis:	0.50% % of GDV		1,000 £ per unit (total units)	(6,000)
AH Commuted Sum		536 sqm (total)		0 £ psm	-
	CS analysis:	0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition		0.49 acres @		50,000 £ per acre	(24,710)
Infrastructure costs -					
	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	0			-
		0.49 acres @		0 per acre	-
	Infra. Costs analysis:	0.00% % of GDV		0 £ per unit (total units)	-
1 bed House		- sqm @		909 psm	-
2 bed House		219 sqm @		909 psm	(198,989)
3 bed House		179 sqm @		909 psm	(162,884)
4 bed House		138 sqm @		909 psm	(125,169)
5 bed House		- sqm @		909 psm	-
1 bed Flat		- sqm @		1,207 psm	-
2 bed Flat	536	- sqm @		1,207 psm	-
area 1		- sqm @		680 psm	-
area 2		- sqm @		680 psm	-
area 3	-	- sqm @		680 psm	-
External works		487,042 @		15.0% 12,176 £ per unit	(73,056)
Normal Abnormals		487,042 @		3.0% 2,435 £ per unit	(14,611)
M4(2) Category 2 Housing	6 units @	100% @		521 £ per dwelling	(3,126)
M4(3) Category 3 Housing	- units @	0% @		10,307 £ per dwelling	-
Contingency		602,546 @		3.0%	(18,076)
Professional Fees		602,546 @		6.5%	(39,165)

Scheme Ref: E
Title: 6 Units AONB SLDC
Notes: Brownfield Allocation

Disposal Costs -				
Residential Sales Agent Costs	904,626	OMS @	1.00%	(9,046)
Residential Sales Legal Costs	904,626	OMS @	0.50%	(1,523)
Commercial Letting Agent's Costs	-	ERV @	15.00%	-
Commercial Letting Legal Costs	-	ERV @	5.00%	-
Commercial Invest. Sale Agent's Costs	-	GDV @	1.00%	-
Commercial Invest. Sale Legal Costs	-	GDV @	0.50%	-
Marketing and Promotion	904,626	OMS @	3.00%	(27,139)
Interest (on Development Costs) -				
	6.25%	APR	0.506% pcm	(7,584)
Developers Profit -				
Margin on AH	305,383	6.00%	on AH values	(18,323)
Profit on GDV	904,626	20.00%		(180,925)
	743,815	24.32%	on costs	(180,925)
	1,210,009	16.47%	blended	(199,248)
TOTAL COSTS				(943,063)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				266,946
SDLT	266,946	@	5.0%	(2,847)
Acquisition Agent fees	266,946	@	1.0%	(2,669)
Acquisition Legal fees	266,946	@	0.5%	(1,335)
Interest on Land	266,946	@	6.3%	(16,684)
Residual Land Value				243,410
<i>RLV analysis:</i>	40,568 £ per plot	1,217,051 £ per ha	492,534 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	0.20	ha	0.49	acres
<i>Density analysis:</i>	2,679	sqm/ha	11,670	sqft/ac
Threshold Land Value	19,768 £ per plot	593,040 £ per ha	240,000 £ per acre	118,608

BALANCE				
Surplus/(Deficit)	624,011 £ per ha	252,534 £ per acre		124,802

Scheme Ref: E
 Title: 6 Units AONB SLDC
 Notes: Brownfield Allocation

SENSITIVITY ANALYSIS

		AH - % on site 50%						
Balance (RLV - TLV)	124,802	35%	40%	45%	50%	55%	60%	65%
CIL £psm 55.86	0	216,103	190,893	165,683	140,473	115,264	90,054	64,844
	5	214,279	189,210	164,140	139,071	114,001	88,932	63,862
	10	212,456	187,526	162,597	137,668	112,739	87,810	62,880
	15	210,632	185,843	161,054	136,265	111,476	86,687	61,899
	20	208,809	184,160	159,511	134,863	110,214	85,565	60,917
	25	206,985	182,477	157,968	133,460	108,951	84,443	59,935
	30	205,161	180,793	156,425	132,057	107,689	83,321	58,953
	35	203,338	179,110	154,882	130,654	106,427	82,199	57,971
	40	201,514	177,427	153,339	129,252	105,164	81,077	56,989
	45	199,691	175,744	151,796	127,849	103,902	79,954	56,007
	50	197,867	174,060	150,253	126,446	102,639	78,832	55,025
	55	196,044	172,377	148,710	125,044	101,377	77,710	54,043
	60	194,220	170,694	147,167	123,641	100,114	76,588	53,061
	65	192,397	169,010	145,624	122,238	98,852	75,466	52,079
	70	190,573	167,327	144,081	120,835	97,589	74,344	51,098
Site Specific S106 1,000	75	188,750	165,644	142,538	119,433	96,327	73,221	50,116
	80	186,926	163,961	140,995	118,030	95,065	72,099	49,134
	85	185,103	162,277	139,452	116,627	93,802	70,977	48,152
	90	183,279	160,594	137,909	115,224	92,540	69,855	47,170
	95	181,455	158,911	136,366	113,822	91,277	68,733	46,188
	100	179,632	157,228	134,823	112,419	90,015	67,610	45,206
	105	177,808	155,544	133,280	111,016	88,752	66,488	44,224
	110	175,985	153,861	131,737	109,614	87,490	65,366	43,242
	115	174,161	152,178	130,194	108,211	86,227	64,244	42,260
	120	172,338	150,495	128,651	106,808	84,965	63,122	41,279
	125	170,514	148,811	127,108	105,405	83,703	62,000	40,297
	130	168,691	147,128	125,565	104,003	82,440	60,877	39,315
	135	166,867	145,445	124,022	102,600	81,178	59,755	38,333
	140	165,044	143,762	122,479	101,197	79,915	58,633	37,351
	145	163,220	142,078	120,936	99,795	78,653	57,511	36,369
	150	161,397	140,395	119,393	98,392	77,390	56,389	35,387
		AH - % on site 50%						
Balance (RLV - TLV)	124,802	35%	40%	45%	50%	55%	60%	65%
Site Specific S106 1,000	0	201,099	177,456	153,814	130,171	106,529	82,886	59,243
	250	199,757	176,114	152,472	128,829	105,186	81,544	57,901
	500	198,415	174,772	151,129	127,487	103,844	80,201	56,559
	750	197,072	173,430	149,787	126,144	102,502	78,859	55,217
	1,000	195,730	172,087	148,445	124,802	101,160	77,517	53,874
	1,250	194,388	170,745	147,103	123,460	99,817	76,175	52,532
	1,500	193,046	169,403	145,760	122,118	98,475	74,833	51,190
	1,750	191,703	168,061	144,418	120,776	97,133	73,490	49,848
	2,000	190,361	166,719	143,076	119,433	95,791	72,148	48,505
	2,250	189,019	165,376	141,734	118,091	94,448	70,806	47,163
	2,500	187,677	164,034	140,391	116,749	93,106	69,464	45,821
	2,750	186,334	162,692	139,049	115,407	91,764	68,121	44,479
	3,000	184,992	161,350	137,707	114,064	90,422	66,779	43,136
	3,250	183,650	160,007	136,365	112,722	89,079	65,437	41,794
	3,500	182,308	158,665	135,022	111,380	87,737	64,095	40,452
Profit 20.00%	3,750	180,965	157,323	133,680	110,038	86,395	62,752	39,110
	4,000	179,623	155,981	132,338	108,695	85,053	61,410	37,767
	4,250	178,281	154,638	130,996	107,353	83,710	60,068	36,425
	4,500	176,939	153,296	129,653	106,011	82,368	58,726	35,083
	4,750	175,596	151,954	128,311	104,669	81,026	57,383	33,741
	5,000	174,254	150,612	126,969	103,326	79,684	56,041	32,399
		AH - % on site 50%						
Balance (RLV - TLV)	124,802	35%	40%	45%	50%	55%	60%	65%
Profit 20.00%	15%	247,034	219,445	191,856	164,267	136,678	109,088	81,499
	16%	236,773	209,973	183,173	156,374	129,574	102,774	75,974
	17%	226,512	200,502	174,491	148,481	122,470	96,460	70,449
	18%	216,252	191,030	165,809	140,588	115,367	90,146	64,924
	19%	205,991	181,559	157,127	132,695	108,263	83,831	59,399
	20%	195,730	172,087	148,445	124,802	101,160	77,517	53,874
	21%	185,469	162,616	139,763	116,909	94,056	71,203	48,349
	22%	175,209	153,145	131,081	109,017	86,952	64,888	42,824
	23%	164,948	143,673	122,398	101,124	79,849	58,574	37,299
	24%	154,687	134,202	113,716	93,231	72,745	52,260	31,774
	25%	144,427	124,730	105,034	85,338	65,642	45,946	26,249

Scheme Ref:
Title:
Notes:

E
6 Units AONB SLDC
Brownfield Allocation

		AH - % on site 50%						
Balance (RLV - TLV)	124,802	35%	40%	45%	50%	55%	60%	65%
TLV (per acre)	100,000	264,918	241,275	217,633	193,990	170,348	146,705	123,062
	150,000	240,208	216,565	192,923	169,280	145,638	121,995	98,352
	200,000	215,498	191,855	168,213	144,570	120,928	97,285	73,642
	240,000	190,788	167,145	143,503	119,860	96,218	72,575	48,932
	300,000	166,078	142,435	118,793	95,150	71,508	47,865	24,222
	350,000	141,368	117,725	94,083	70,440	46,798	23,155	(488)
	400,000	116,658	93,015	69,373	45,730	22,088	(1,555)	(25,198)
	450,000	91,948	68,305	44,663	21,020	(2,622)	(26,265)	(49,908)
500,000	67,238	43,595	19,953	(3,690)	(27,332)	(50,975)	(74,618)	
550,000	42,528	18,885	(4,757)	(28,400)	(52,042)	(75,685)	(99,328)	
		AH - % on site 50%						
Balance (RLV - TLV)	124,802	35%	40%	45%	50%	55%	60%	65%
Density (dph)	20	124,379	100,736	77,094	53,451	29,809	6,166	(17,477)
	22	143,838	120,196	96,553	72,911	49,268	25,625	1,083
	24	160,055	136,412	112,769	89,127	65,484	41,841	18,199
	26	173,776	150,133	126,491	102,848	79,205	55,563	31,920
	28	185,537	161,894	138,252	114,609	90,967	67,324	43,681
	30	195,730	172,087	148,445	124,802	101,160	77,517	53,874
	32	204,649	181,006	157,364	133,721	110,079	86,436	62,793
	34	212,519	188,876	165,233	141,591	117,948	94,305	70,663
	36	219,514	195,871	172,229	148,586	124,943	101,301	77,658
	38	225,773	202,130	178,487	154,845	131,202	107,560	83,917
	40	231,406	207,763	184,120	160,478	136,835	113,193	89,550
	42	236,502	212,860	189,217	165,574	141,932	118,289	94,646
	44	241,135	217,493	193,850	170,207	146,565	122,922	99,280
	46	245,366	221,723	198,080	174,438	150,795	127,153	103,510
	48	249,243	225,601	201,958	178,316	154,673	131,030	107,388
50	252,811	229,168	205,526	181,883	158,240	134,598	110,955	
		AH - % on site 50%						
Balance (RLV - TLV)	124,802	35%	40%	45%	50%	55%	60%	65%
Build rate (£psm)	95%	224,995	200,894	176,793	152,692	128,591	104,490	80,389
	100%	195,730	172,087	148,445	124,802	101,160	77,517	53,874
	105%	166,465	143,281	120,096	96,912	73,728	50,544	27,360
	110%	137,199	114,474	91,748	69,022	46,297	23,571	845
	115%	107,934	85,667	63,400	41,133	18,865	(3,402)	(25,669)
	120%	78,669	56,860	35,051	13,243	(8,566)	(30,375)	(52,183)
	125%	49,403	28,053	6,703	(14,647)	(35,997)	(57,367)	(78,770)
	130%	20,138	(754)	(21,648)	(42,590)	(63,533)	(84,476)	(105,419)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: F
Title: 10 Units AONB SLDC
Notes: Greenfield Allocation

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme			10	Units		
AH Policy requirement (% Target)			50%			
AH tenure split %					50%	
Open Market Sale (OMS) housing		Affordable Rent:				25.0% % of total (>10% for HWP (Feb 2017))
		LCHO (Int/Sub-Market/Starter etc.):		50%		
				100%		
CIL Rate (£ psm)				55.86	£ psm	
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	40.0%	2.0	40.0%	2.0	40%	4.0
3 bed House	40.0%	2.0	20.0%	1.0	30%	3.0
4 bed House	20.0%	1.0	0.0%	0.0	10%	1.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	40.0%	2.0	20%	2.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	5.0	100.0%	5.0	100%	10.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646			60.0	646
2 bed House	79.0	850			79.0	850
3 bed House	97.0	1,044			97.0	1,044
4 bed House	135.0	1,453			135.0	1,453
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	70.0	753	85.0%		82.4	886
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624			58.0	624
2 bed House	70.0	753			70.0	753
3 bed House	84.0	904			84.0	904
4 bed House	97.0	1,044			97.0	1,044
5 bed House	110.0	1,184			110.0	1,184
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	61.0	657	85.0%		71.8	772
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	0	0	0	0
2 bed House	158	1,701	140	1,507	298	3,208
3 bed House	194	2,088	84	904	278	2,992
4 bed House	135	1,453	0	0	135	1,453
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	118	1,266	118	1,266
2 bed Flat	0	0	0	0	0	0
	487	5,242	342	3,677	829	8,919
AH % by floor area:			41.23%	AH % by floor area due to mix		
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	174,000	2,900	269		0	
2 bed House	229,100	2,900	269		916,400	
3 bed House	281,300	2,900	269		843,900	
4 bed House	391,500	2,900	269		391,500	
5 bed House	478,500	2,900	269		0	
1 bed Flat	145,000	2,900	269		290,000	
2 bed Flat	203,000	2,900	269		0	
					2,441,800	
Affordable Housing values (£) -	Aff. Rent £	% of MV	LCHO £	% of MV		
1 bed House	72,000	41%	92,669	53%		
2 bed House	90,000	39%	103,572	45%		
3 bed House	104,000	37%	119,925	43%		
4 bed House	123,000	31%	136,278	35%		
5 bed House	142,000	30%	148,764	31%		
1 bed Flat	62,000	43%	76,316	53%		
2 bed Flat	79,000	39%	87,218	43%		

Scheme Ref: F
 Title: 10 Units AONB SLDC
 Notes: Greenfield Allocation

ASSUMPTIONS - COMMERCIAL USES

Commercial Floor areas -	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	0	0	100.0%	0	0
area 2	0	0	100.0%	0	0
area 3	0	0	100.0%	0	0
total floor area	0	0	100.0%	0	0

Commercial Values -	Rent (£psf)	Yield (%)	Total Rent Free/Incentive/Void allowance (months)
area 1	0.00	5.00%	12
area 2	0.00	5.00%	0
area 3	0.00	5.00%	0

GROSS DEVELOPMENT VALUE

OMS GDV -		(part houses due to % mix)			
1 bed House	0.0	@	174,000		-
2 bed House	2.0	@	229,100		458,200
3 bed House	2.0	@	281,300		562,600
4 bed House	1.0	@	391,500		391,500
5 bed House	0.0	@	478,500		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	203,000		-
	5.0				1,412,300
Affordable Rent GDV -					
1 bed House	0.0	@	72,000		-
2 bed House	1.0	@	90,000		90,000
3 bed House	0.5	@	104,000		52,000
4 bed House	0.0	@	123,000		-
5 bed House	0.0	@	142,000		-
1 bed Flat	1.0	@	62,000		62,000
2 bed Flat	0.0	@	79,000		-
	2.5				204,000
LCHO GDV -					
1 bed House	0.0	@	92,669		-
2 bed House	1.0	@	103,572		103,572
3 bed House	0.5	@	119,925		59,963
4 bed House	0.0	@	136,278		-
5 bed House	0.0	@	148,764		-
1 bed Flat	1.0	@	76,316		76,316
2 bed Flat	0.0	@	87,218		-
	2.5				239,851
Sub-total GDV Residential			10.0		1,856,151
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>	
			<i>707 £ psm (total GIA sqm)</i>	<i>50,565 £ per unit (total units)</i>	<i>585,650</i>
Commercial GDV -		Rent £ PA	@	cap. rent £	less RF/Void
area 1	-	5.00%	-	-	0
area 2	-	5.00%	-	-	0
area 3	-	5.00%	-	-	0
Sub-total GDV Commercial		-			-
Total GDV					1,856,151

Scheme Ref: F
Title: 10 Units AONB SLDC
Notes: Greenfield Allocation

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(10,000)
Statutory Planning Fees (Residential)					(3,850)
Statutory Planning Fees (Commercial)					-
CIL					(27,204)
		487 sqm	55.86 £ psm		
CIL analysis:		1.47% % of GDV	2,720 £ per unit (total units)		
Site Specific S106 Contributions					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		10 units @	1,000 per unit	(10,000)	(10,000)
S106 analysis:		0.54% % of GDV	1,000 £ per unit (total units)		
AH Commuted Sum					
		829 sqm (total)	0 £ psm		-
CS analysis:		0.00% % of GDV			
Construction Costs -					
Site Clearance and Demolition					
		0.82 acres @	0 £ per acre		-
Infrastructure costs -					
Year 1		0			-
Year 2		0			-
Year 3		0			-
Year 4		0			-
Year 5		0			-
Year 6		0			-
Year 7		0			-
Year 8		0			-
Year 9		0			-
Year 10		0			-
total		0.82 acres @	0 per acre	-	-
Infra. Costs analysis:		0.00% % of GDV	0 £ per unit (total units)		
1 bed House		- sqm @	909 psm		-
2 bed House		298 sqm @	909 psm		(270,882)
3 bed House		278 sqm @	909 psm		(252,702)
4 bed House		135 sqm @	909 psm		(122,715)
5 bed House		- sqm @	909 psm		-
1 bed Flat		118 sqm @	1,207 psm		(142,000)
2 bed Flat	829	- sqm @	1,207 psm		-
area 1		- sqm @	680 psm		-
area 2		- sqm @	680 psm		-
area 3	-	- sqm @	680 psm		-
External works					
		788,299 @	15.0%		(118,245)
			11,824 £ per unit		
Normal Abnormals					
		788,299 @	3.0%		(23,649)
			2,365 £ per unit		
M4(2) Category 2 Housing	10 units @	100% @	521 £ per dwelling		(5,210)
M4(3) Category 3 Housing	- units @	0% @	10,307 £ per dwelling		-
Contingency					
		935,403 @	3.0%		(28,062)
Professional Fees					
		935,403 @	6.5%		(60,801)

Scheme Ref: F
Title: 10 Units AONB SLDC
Notes: Greenfield Allocation

Disposal Costs -				
Residential Sales Agent Costs	1,412,300	OMS @	1.00%	(14,123)
Residential Sales Legal Costs	1,412,300	OMS @	0.50%	(7,062)
Commercial Letting Agent's Costs	-	ERV @	15.00%	-
Commercial Letting Legal Costs	-	ERV @	5.00%	-
Commercial Invest. Sale Agent's Costs	-	GDV @	1.00%	-
Commercial Invest. Sale Legal Costs	-	GDV @	0.50%	-
Marketing and Promotion	1,412,300	OMS @	3.00%	(42,369)
Interest (on Development Costs) -				
	6.25%	APR	0.506% pcm	(10,149)
Developers Profit -				
Margin on AH	443,851		6.00% on AH values	(26,631)
Profit on GDV	1,412,300		20.00%	(282,460)
	1,149,022		24.58% on costs	(282,460)
	1,856,151		16.65% blended	(309,091)
TOTAL COSTS				(1,458,113)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				398,037
SDLT	398,037	@	5.0%	(9,402)
Acquisition Agent fees	398,037	@	1.0%	(3,980)
Acquisition Legal fees	398,037	@	0.5%	(1,990)
Interest on Land	398,037	@	6.3%	(24,877)
Residual Land Value				357,788
<i>RLV analysis:</i>	35,779 £ per plot	1,073,363 £ per ha	434,384 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	0.33	ha	0.82	acres
<i>Density analysis:</i>	2,486	sqm/ha	10,829	sqft/ac
Threshold Land Value	32,947 £ per plot	988,400 £ per ha	400,000 £ per acre	329,467

BALANCE				
Surplus/(Deficit)	84,963 £ per ha	34,384 £ per acre		28,321

Scheme Ref:

F

Title:

10 Units AONB SLDC

Notes:

Greenfield Allocation

SENSITIVITY ANALYSIS

		AH - % on site 50%						
Balance (RLV - TLV)	28,321	35%	40%	45%	50%	55%	60%	65%
CIL £psm 55.86	0	189,245	143,800	98,355	52,911	7,466	(37,979)	(83,424)
	5	186,384	141,159	95,934	50,710	5,485	(39,740)	(84,965)
	10	183,523	138,518	93,513	48,509	3,504	(41,501)	(86,505)
	15	180,661	135,877	91,092	46,308	1,523	(43,262)	(88,046)
	20	177,800	133,235	88,671	44,107	(458)	(45,022)	(89,587)
	25	174,939	130,594	86,250	41,906	(2,439)	(46,783)	(91,127)
	30	172,077	127,953	83,829	39,705	(4,420)	(48,544)	(92,668)
	35	169,216	125,312	81,408	37,503	(6,401)	(50,305)	(94,209)
	40	166,355	122,671	78,987	35,302	(8,382)	(52,066)	(95,750)
	45	163,493	120,029	76,565	33,101	(10,362)	(53,826)	(97,290)
	50	160,632	117,388	74,144	30,900	(12,343)	(55,587)	(98,831)
	55	157,771	114,747	71,723	28,699	(14,324)	(57,348)	(100,372)
	60	154,909	112,106	69,302	26,498	(16,305)	(59,109)	(101,912)
	65	152,048	109,464	66,881	24,297	(18,286)	(60,870)	(103,453)
	70	149,187	106,823	64,460	22,096	(20,267)	(62,630)	(104,994)
	75	146,325	104,182	62,039	19,895	(22,248)	(64,391)	(106,535)
	80	143,464	101,541	59,618	17,694	(24,229)	(66,152)	(108,075)
	85	140,603	98,900	57,196	15,493	(26,210)	(67,913)	(109,616)
	90	137,741	96,258	54,775	13,292	(28,191)	(69,674)	(111,157)
	95	134,880	93,617	52,354	11,091	(30,172)	(71,435)	(112,697)
Site Specific S106 1,000	100	132,019	90,976	49,933	8,890	(32,153)	(73,195)	(114,238)
	105	129,157	88,335	47,512	6,689	(34,133)	(74,956)	(115,779)
	110	126,296	85,694	45,091	4,488	(36,114)	(76,717)	(117,320)
	115	123,435	83,052	42,670	2,287	(38,095)	(78,478)	(118,860)
	120	120,573	80,411	40,249	86	(40,076)	(80,239)	(120,401)
	125	117,712	77,770	37,828	(2,115)	(42,057)	(81,999)	(121,942)
	130	114,851	75,129	35,406	(4,316)	(44,038)	(83,760)	(123,482)
	135	111,990	72,487	32,985	(6,517)	(46,019)	(85,521)	(125,023)
	140	109,128	69,846	30,564	(8,718)	(48,000)	(87,282)	(126,564)
	145	106,267	67,205	28,143	(10,919)	(49,981)	(89,043)	(128,105)
	150	103,406	64,564	25,722	(13,120)	(51,962)	(90,803)	(129,645)
		AH - % on site 50%						
Balance (RLV - TLV)	28,321	35%	40%	45%	50%	55%	60%	65%
Site Specific S106 1,000	0	166,227	123,241	80,255	37,269	(5,717)	(48,702)	(91,688)
	250	163,990	121,004	78,018	35,032	(7,954)	(50,940)	(93,925)
	500	161,753	118,767	75,781	32,795	(10,191)	(53,177)	(96,163)
	750	159,516	116,530	73,544	30,558	(12,428)	(55,414)	(98,400)
	1,000	157,278	114,293	71,307	28,321	(14,665)	(57,651)	(100,637)
	1,250	155,041	112,056	69,070	26,084	(16,902)	(59,888)	(102,874)
	1,500	152,804	109,818	66,833	23,847	(19,139)	(62,125)	(105,111)
	1,750	150,567	107,581	64,595	21,610	(21,376)	(64,362)	(107,348)
	2,000	148,330	105,344	62,358	19,372	(23,613)	(66,599)	(109,585)
	2,250	146,093	103,107	60,121	17,135	(25,851)	(68,836)	(111,822)
	2,500	143,856	100,870	57,884	14,898	(28,088)	(71,074)	(114,059)
	2,750	141,619	98,633	55,647	12,661	(30,325)	(73,311)	(116,297)
	3,000	139,382	96,396	53,410	10,424	(32,562)	(75,548)	(118,534)
	3,250	137,145	94,159	51,173	8,187	(34,799)	(77,785)	(120,771)
	3,500	134,907	91,922	48,936	5,950	(37,036)	(80,022)	(123,008)
	3,750	132,670	89,684	46,699	3,713	(39,273)	(82,259)	(125,245)
	4,000	130,433	87,447	44,461	1,476	(41,510)	(84,496)	(127,482)
	4,250	128,196	85,210	42,224	(762)	(43,747)	(86,733)	(129,719)
	4,500	125,959	82,973	39,987	(2,999)	(45,985)	(88,970)	(131,956)
	4,750	123,722	80,736	37,750	(5,236)	(48,222)	(91,208)	(134,193)
	5,000	121,485	78,499	35,513	(7,473)	(50,459)	(93,445)	(136,430)
		AH - % on site 50%						
Balance (RLV - TLV)	28,321	35%	40%	45%	50%	55%	60%	65%
Profit 20.00%	15%	237,374	188,227	139,079	89,932	40,785	(8,362)	(57,509)
	16%	221,355	173,440	125,525	77,610	29,695	(18,219)	(66,134)
	17%	205,336	158,653	111,970	65,288	18,605	(28,077)	(74,760)
	18%	189,317	143,866	98,416	52,966	7,515	(37,935)	(83,386)
	19%	173,298	129,079	84,861	40,643	(3,575)	(47,793)	(92,011)
	20%	157,278	114,293	71,307	28,321	(14,665)	(57,651)	(100,637)
	21%	141,259	99,506	57,752	15,999	(25,755)	(67,509)	(109,262)
	22%	125,240	84,719	44,198	3,676	(36,845)	(77,367)	(117,888)
	23%	109,221	69,932	30,643	(8,646)	(47,935)	(87,224)	(126,514)
	24%	93,202	55,145	17,089	(20,968)	(59,025)	(97,082)	(135,139)
	25%	77,183	40,359	3,534	(33,291)	(70,115)	(106,940)	(143,765)

Scheme Ref:

Title:

Notes:

F

10 Units AONB SLDC

Greenfield Allocation

		AH - % on site 50%						
Balance (RLV - TLV)	28,321	35%	40%	45%	50%	55%	60%	65%
TLV (per acre)	100,000	404,378	361,393	318,407	275,421	232,435	189,449	146,463
	150,000	363,195	320,209	277,223	234,238	191,252	148,266	105,280
	200,000	322,012	279,026	236,040	193,054	150,068	107,082	64,097
	250,000	280,828	237,843	194,857	151,871	108,885	65,899	22,913
	300,000	239,645	196,659	153,673	110,688	67,702	24,716	(18,270)
	350,000	198,462	155,476	112,490	69,504	26,518	(16,468)	(59,453)
	400,000	157,278	114,293	71,307	28,321	(14,665)	(57,651)	(100,637)
	450,000	116,095	73,109	30,123	(12,862)	(55,848)	(98,834)	(141,820)
	500,000	74,912	31,926	(11,060)	(54,046)	(97,032)	(140,018)	(183,003)
550,000	33,728	(9,257)	(52,243)	(95,229)	(138,215)	(181,201)	(224,187)	
		AH - % on site 50%						
Balance (RLV - TLV)	28,321	35%	40%	45%	50%	55%	60%	65%
Density (dph)	20	(7,455)	(50,441)	(93,427)	(136,412)	(179,398)	(222,384)	(265,370)
	22	37,472	(5,513)	(48,499)	(91,485)	(134,471)	(177,457)	(220,443)
	24	74,912	31,926	(11,060)	(54,046)	(97,032)	(140,018)	(183,003)
	26	106,591	63,605	20,620	(22,366)	(65,352)	(108,338)	(151,324)
	28	133,745	90,759	47,773	4,788	(38,198)	(81,184)	(124,170)
	30	157,278	114,293	71,307	28,321	(14,665)	(57,651)	(100,637)
	32	177,870	134,884	91,898	48,913	5,927	(37,059)	(80,045)
	34	196,039	153,053	110,068	67,082	24,096	(18,890)	(61,876)
	36	212,190	169,204	126,218	83,232	40,246	(2,740)	(45,726)
	38	226,640	183,654	140,668	97,682	54,696	11,711	(31,275)
	40	239,645	196,659	153,673	110,688	67,702	24,716	(18,270)
	42	251,412	208,426	165,440	122,454	79,468	36,482	(6,503)
	44	262,109	219,123	176,137	133,151	90,165	47,179	4,194
	46	271,876	228,890	185,904	142,918	99,932	56,946	13,960
	48	280,828	237,843	194,857	151,871	108,885	65,899	22,913
	50	289,065	246,079	203,093	160,108	117,122	74,136	31,150
			AH - % on site 50%					
Balance (RLV - TLV)	28,321	35%	40%	45%	50%	55%	60%	65%
Build rate (£psm)	95%	204,088	160,546	117,004	73,463	29,921	(13,621)	(57,162)
	100%	157,278	114,293	71,307	28,321	(14,665)	(57,651)	(100,637)
	105%	110,469	68,039	25,609	(16,821)	(59,251)	(101,681)	(144,111)
	110%	63,660	21,786	(20,089)	(61,963)	(103,837)	(145,711)	(187,585)
	115%	16,850	(24,468)	(65,786)	(107,105)	(148,457)	(189,858)	(231,260)
	120%	(29,959)	(70,739)	(111,582)	(152,425)	(193,268)	(234,111)	(274,954)
	125%	(76,943)	(117,227)	(157,511)	(197,796)	(238,080)	(278,365)	(318,649)
	130%	(123,989)	(163,715)	(203,441)	(243,166)	(282,892)	(323,151)	(368,701)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: G
Title: 40 Units AONB SLDC
Notes: Brownfield Allocation

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme			40	Units		
AH Policy requirement (% Target)			50%			
AH tenure split %					50%	
Open Market Sale (OMS) housing						25.0% % of total (>10% for HWP (Feb 2017))
			50%			
			100%			
CIL Rate (£ psm)			55.86	£ psm		
Unit mix -	MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	5.0%	1.0	3%	1.0
2 bed House	35.0%	7.0	45.0%	9.0	40%	16.0
3 bed House	45.0%	9.0	20.0%	4.0	33%	13.0
4 bed House	20.0%	4.0	10.0%	2.0	15%	6.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	0.0%	0.0	20.0%	4.0	10%	4.0
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units	100.0%	20.0	100.0%	20.0	100%	40.0
OMS Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	60.0	646			60.0	646
2 bed House	79.0	850			79.0	850
3 bed House	97.0	1,044			97.0	1,044
4 bed House	135.0	1,453			135.0	1,453
5 bed House	165.0	1,776			165.0	1,776
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	70.0	753	85.0%		82.4	886
AH Unit Floor areas -	Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House	58.0	624			58.0	624
2 bed House	70.0	753			70.0	753
3 bed House	84.0	904			84.0	904
4 bed House	97.0	1,044			97.0	1,044
5 bed House	110.0	1,184			110.0	1,184
1 bed Flat	50.0	538	85.0%		58.8	633
2 bed Flat	61.0	657	85.0%		71.8	772
Total Gross Floor areas -	Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House	0	0	58	624	58	624
2 bed House	553	5,952	630	6,781	1,183	12,734
3 bed House	873	9,397	336	3,617	1,209	13,014
4 bed House	540	5,813	194	2,088	734	7,901
5 bed House	0	0	0	0	0	0
1 bed Flat	0	0	235	2,533	235	2,533
2 bed Flat	0	0	0	0	0	0
	1,966	21,162	1,453	15,643	3,419	36,805
AH % by floor area:			42.50%	AH % by floor area due to mix		
Open Market Sales values (£) -	£ OMS (per unit)	£psm	£psf		total MV £ (no AH)	
1 bed House	174,000	2,900	269		174,000	
2 bed House	229,100	2,900	269		3,665,600	
3 bed House	281,300	2,900	269		3,656,900	
4 bed House	391,500	2,900	269		2,349,000	
5 bed House	478,500	2,900	269		0	
1 bed Flat	145,000	2,900	269		580,000	
2 bed Flat	203,000	2,900	269		0	
					10,425,500	
Affordable Housing values (£) -	Aff. Rent £	% of MV	LCHO £	% of MV		
1 bed House	72,000	41%	92,669	53%		
2 bed House	90,000	39%	103,572	45%		
3 bed House	104,000	37%	119,925	43%		
4 bed House	123,000	31%	136,278	35%		
5 bed House	142,000	30%	148,764	31%		
1 bed Flat	62,000	43%	76,316	53%		
2 bed Flat	79,000	39%	87,218	43%		

Scheme Ref: **G**
 Title: **40 Units AONB SLDC**
 Notes: **Brownfield Allocation**

ASSUMPTIONS - COMMERCIAL USES

Commercial Floor areas -	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	0	0	100.0%	0	0
area 2	0	0	100.0%	0	0
area 3	0	0	100.0%	0	0
total floor area	0	0	100.0%	0	0

Commercial Values -	Rent (£psf)	Yield (%)	Total Rent Free/Incentive/Void allowance (months)
area 1	0.00	5.00%	12
area 2	0.00	5.00%	0
area 3	0.00	5.00%	0

GROSS DEVELOPMENT VALUE

OMS GDV -		(part houses due to % mix)			
1 bed House	0.0	@	174,000		-
2 bed House	7.0	@	229,100		1,603,700
3 bed House	9.0	@	281,300		2,531,700
4 bed House	4.0	@	391,500		1,566,000
5 bed House	0.0	@	478,500		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	203,000		-
	20.0				5,701,400
Affordable Rent GDV -					
1 bed House	0.5	@	72,000		36,000
2 bed House	4.5	@	90,000		405,000
3 bed House	2.0	@	104,000		208,000
4 bed House	1.0	@	123,000		123,000
5 bed House	0.0	@	142,000		-
1 bed Flat	2.0	@	62,000		124,000
2 bed Flat	0.0	@	79,000		-
	10.0				896,000
LCHO GDV -					
1 bed House	0.5	@	92,669		46,335
2 bed House	4.5	@	103,572		466,074
3 bed House	2.0	@	119,925		239,850
4 bed House	1.0	@	136,278		136,278
5 bed House	0.0	@	148,764		-
1 bed Flat	2.0	@	76,316		152,632
2 bed Flat	0.0	@	87,218		-
	10.0				1,041,169
Sub-total GDV Residential			40.0		7,638,569
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>	
			<i>015 £ psm (total GIA sqm)</i>	<i>69,673 £ per unit (total units)</i>	2,786,932
Commercial GDV -		Rent £ PA	@	cap. rent £	less RF/Void
area 1	-	5.00%	-	-	0
area 2	-	5.00%	-	-	0
area 3	-	5.00%	-	-	0
Sub-total GDV Commercial		-			-
Total GDV					7,638,569

Scheme Ref: G
Title: 40 Units AONB SLDC
Notes: Brownfield Allocation

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(40,000)
Statutory Planning Fees (Residential)				(15,400)
Statutory Planning Fees (Commercial)				-
CIL	1,966 sqm	55.86 £ psm		(109,821)
	CIL analysis:	1.44% % of GDV	2,746 £ per unit (total units)	
Site Specific S106 Contributions	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	40 units @	1,000 per unit	(40,000)
	S106 analysis:	0.52% % of GDV	1,000 £ per unit (total units)	
AH Commuted Sum	3,419 sqm (total)	0 £ psm		-
	CS analysis:	0.00% % of GDV		
Construction Costs -				
Site Clearance and Demolition	3.29 acres @	50,000 £ per acre		(164,733)
Infrastructure costs -				
	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	total	3.29 acres @	0 per acre	-
	Infra. Costs analysis:	0.00% % of GDV	0 £ per unit (total units)	
1 bed House	58 sqm @	909 psm		(52,722)
2 bed House	1,183 sqm @	909 psm		(1,075,347)
3 bed House	1,209 sqm @	909 psm		(1,098,981)
4 bed House	734 sqm @	909 psm		(667,206)
5 bed House	- sqm @	909 psm		-
1 bed Flat	235 sqm @	1,207 psm		(284,000)
2 bed Flat	3,419 - sqm @	1,207 psm		-
area 1	- sqm @	680 psm		-
area 2	- sqm @	680 psm		-
area 3	- sqm @	680 psm		-
External works	3,178,256 @	15.0% 11,918 £ per unit		(476,738)
Normal Abnormals	3,178,256 @	3.0% 2,384 £ per unit		(95,348)
M4(2) Category 2 Housing	40 units @	95% @	521 £ per dwelling	(19,798)
M4(3) Category 3 Housing	- units @	5% @	10,307 £ per dwelling	-
Contingency	3,934,873 @	3.0%		(118,046)
Professional Fees	3,934,873 @	6.5%		(255,767)

Scheme Ref: G
Title: 40 Units AONB SLDC
Notes: Brownfield Allocation

Disposal Costs -				
Residential Sales Agent Costs	5,701,400	OMS @	1.00%	(57,014)
Residential Sales Legal Costs	5,701,400	OMS @	0.50%	(28,507)
Commercial Letting Agent's Costs	-	ERV @	15.00%	-
Commercial Letting Legal Costs	-	ERV @	5.00%	-
Commercial Invest. Sale Agent's Costs	-	GDV @	1.00%	-
Commercial Invest. Sale Legal Costs	-	GDV @	0.50%	-
Marketing and Promotion	5,701,400	OMS @	3.00%	(171,042)
Interest (on Development Costs) -				
	6.25%	APR	0.506% pcm	(51,175)
Developers Profit -				
Margin on AH	1,937,169		6.00% on AH values	(116,230)
Profit on GDV	5,701,400		20.00%	(1,140,280)
	4,821,645		23.65% on costs	(1,140,280)
	7,638,569		16.45% blended	(1,256,510)
TOTAL COSTS				(6,078,155)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,560,414
SDLT	1,560,414	@	5.0%	(67,521)
Acquisition Agent fees	1,560,414	@	1.0%	(15,604)
Acquisition Legal fees	1,560,414	@	0.5%	(7,802)
Interest on Land	1,560,414	@	6.3%	(97,526)
Residual Land Value				1,371,961
<i>RLV analysis:</i>	34,299 £ per plot	1,028,971 £ per ha	416,419 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	30.0	dph		
Site Area (Resi)	1.33	ha	3.29	acres
<i>Density analysis:</i>	2,564	sqm/ha	11,171	sqft/ac
Threshold Land Value	19,768 £ per plot	593,040 £ per ha	240,000 £ per acre	790,720

BALANCE				
Surplus/(Deficit)	435,931 £ per ha	176,419 £ per acre		581,241

Scheme Ref: **G**
 Title: **40 Units AONB SLDC**
 Notes: **Brownfield Allocation**

SENSITIVITY ANALYSIS

		AH - % on site 50%						
Balance (RLV - TLV)	581,241	35%	40%	45%	50%	55%	60%	65%
CIL £psm 55.86	0	1,196,286	1,025,663	855,039	684,416	513,792	343,030	172,244
	5	1,184,320	1,014,617	844,914	675,211	505,490	335,629	165,768
	10	1,172,353	1,003,570	834,788	666,005	497,163	328,227	159,291
	15	1,160,386	992,524	824,662	656,800	488,836	320,826	152,815
	20	1,148,419	981,478	814,536	647,595	480,510	313,424	146,339
	25	1,136,452	970,431	804,410	638,343	472,183	306,023	139,862
	30	1,124,485	959,385	794,285	629,092	463,856	298,621	133,386
	35	1,112,519	948,339	784,150	619,840	455,530	291,220	126,903
	40	1,100,552	937,292	773,973	610,588	447,203	283,818	120,394
	45	1,088,585	926,246	763,795	601,336	438,876	276,417	113,884
	50	1,076,618	915,153	753,618	592,084	430,550	269,015	107,375
	55	1,064,651	904,050	743,441	582,832	422,223	261,614	100,866
	60	1,052,632	892,948	733,264	573,580	413,896	254,212	94,357
	65	1,040,605	881,846	723,087	564,328	405,570	246,777	87,848
	70	1,028,577	870,744	712,910	555,076	397,243	239,338	81,339
	75	1,016,550	859,641	702,733	545,825	388,916	231,899	74,830
	80	1,004,522	848,539	692,556	536,573	380,589	224,460	68,321
	85	992,495	837,437	682,379	527,321	372,230	217,021	61,811
	90	980,468	826,335	672,202	518,069	363,862	209,582	55,302
	95	968,440	815,232	662,025	508,817	355,493	202,143	48,793
Site Specific S106 1,000	100	956,413	804,130	651,848	499,544	347,124	194,704	42,284
	105	944,385	793,028	641,671	490,245	338,755	187,265	35,775
	110	932,358	781,926	631,494	480,946	330,386	179,826	29,266
	115	920,330	770,823	621,278	471,647	322,017	172,387	22,747
	120	908,303	759,721	611,049	462,349	313,648	164,948	16,205
	125	896,275	748,591	600,820	453,050	305,279	157,509	9,663
	130	884,248	737,432	590,592	443,751	296,911	150,070	3,121
	135	872,195	726,274	580,363	434,452	288,542	142,631	(3,421)
	140	860,096	715,115	570,135	425,154	280,173	135,186	(9,963)
	145	848,008	703,957	559,906	415,855	271,804	127,709	(16,505)
	150	835,919	692,798	549,677	406,556	263,435	120,232	(23,047)
		AH - % on site 50%						
Balance (RLV - TLV)	581,241	35%	40%	45%	50%	55%	60%	65%
Site Specific S106 1,000	0	1,098,442	938,102	777,677	617,227	456,777	296,327	135,877
	250	1,089,479	929,130	768,680	608,230	447,780	287,330	126,846
	500	1,080,517	920,134	759,684	599,234	438,784	278,334	117,813
	750	1,071,555	911,137	750,687	590,237	429,787	269,337	108,780
	1,000	1,062,591	902,141	741,691	581,241	420,791	260,341	99,747
	1,250	1,053,594	893,144	732,694	572,244	411,794	251,342	90,713
	1,500	1,044,598	884,148	723,698	563,248	402,798	242,309	81,680
	1,750	1,035,601	875,151	714,701	554,251	393,801	233,276	72,647
	2,000	1,026,605	866,155	705,705	545,255	384,805	224,242	63,614
	2,250	1,017,608	857,158	696,708	536,258	375,808	215,209	54,580
	2,500	1,008,612	848,162	687,712	527,262	366,805	206,176	45,547
	2,750	999,615	839,165	678,715	518,265	357,771	197,143	36,514
	3,000	990,619	830,169	669,719	509,269	348,738	188,109	27,481
	3,250	981,622	821,172	660,722	500,272	339,705	179,076	18,447
	3,500	972,626	812,176	651,726	491,276	330,672	170,043	9,404
	3,750	963,629	803,179	642,729	482,267	321,638	161,010	331
	4,000	954,633	794,183	633,733	473,234	312,605	151,976	(8,741)
	4,250	945,636	785,186	624,736	464,201	303,572	142,943	(17,814)
	4,500	936,640	776,190	615,740	455,168	294,539	133,910	(26,886)
	4,750	927,643	767,193	606,743	446,134	285,506	124,877	(35,958)
	5,000	918,647	758,197	597,730	437,101	276,472	115,844	(45,031)
		AH - % on site 50%						
Balance (RLV - TLV)	581,241	35%	40%	45%	50%	55%	60%	65%
Profit 20.00%	15%	1,385,932	1,200,609	1,015,287	829,964	644,642	459,320	273,853
	16%	1,321,263	1,140,916	960,568	780,220	599,872	419,524	239,032
	17%	1,256,595	1,081,222	905,848	730,475	555,101	379,728	204,211
	18%	1,191,927	1,021,528	851,129	680,730	510,331	339,932	169,389
	19%	1,127,259	961,835	796,410	630,986	465,561	300,136	134,568
	20%	1,062,591	902,141	741,691	581,241	420,791	260,341	99,747
	21%	997,923	842,447	686,972	531,496	376,020	220,545	64,925
	22%	933,255	782,754	632,252	481,751	331,250	180,749	30,104
	23%	868,587	723,060	577,533	432,007	286,480	140,953	(4,717)
	24%	803,918	663,366	522,814	382,262	241,710	101,158	(39,539)
	25%	739,250	603,673	468,095	332,517	196,940	61,362	(74,360)

Scheme Ref:
Title:
Notes:

G
40 Units AONB SLDC
Brownfield Allocation

		AH - % on site 50%						
		35%	40%	45%	50%	55%	60%	65%
Balance (RLV - TLV)	581,241							
	100,000	1,523,844	1,363,394	1,202,944	1,042,494	882,044	721,594	561,000
	150,000	1,359,111	1,198,661	1,038,211	877,761	717,311	556,861	396,267
TLV (per acre)	200,000	1,194,378	1,033,928	873,477	713,027	552,577	392,127	231,533
240,000	250,000	1,029,644	869,194	708,744	548,294	387,844	227,394	66,800
	300,000	864,911	704,461	544,011	383,561	223,111	62,661	(97,933)
	350,000	700,178	539,728	379,277	218,827	58,377	(102,073)	(262,667)
	400,000	535,444	374,994	214,544	54,094	(106,356)	(266,806)	(427,400)
	450,000	370,711	210,261	49,811	(110,639)	(271,089)	(431,539)	(592,133)
	500,000	205,978	45,528	(114,923)	(275,373)	(435,823)	(596,273)	(756,867)
	550,000	41,244	(119,206)	(279,656)	(440,106)	(600,556)	(761,006)	(921,600)

		AH - % on site 50%						
		35%	40%	45%	50%	55%	60%	65%
Balance (RLV - TLV)	581,241							
	20	583,453	423,003	262,553	102,080	(58,549)	(219,178)	(379,845)
	22	714,127	553,677	393,227	232,777	72,238	(88,391)	(249,019)
Density (dph)	24	823,022	662,572	502,122	341,672	181,222	20,599	(140,030)
30	26	915,164	754,714	594,264	433,814	273,364	112,821	(47,808)
	28	994,143	833,693	673,243	512,792	352,342	191,868	31,239
	30	1,062,591	902,141	741,691	581,241	420,791	260,341	99,747
	32	1,122,434	962,033	801,583	641,133	480,683	320,233	159,691
	34	1,175,234	1,014,879	854,429	693,979	533,529	373,079	212,583
	36	1,222,168	1,061,829	901,404	740,953	580,503	420,053	259,598
	38	1,264,162	1,103,823	943,433	782,983	622,533	462,083	301,633
	40	1,301,956	1,141,617	981,260	820,810	660,360	499,910	339,460
	42	1,336,151	1,175,811	1,015,472	855,034	694,584	534,134	373,684
	44	1,367,237	1,206,898	1,046,558	886,147	725,697	565,247	404,797
	46	1,395,620	1,235,281	1,074,941	914,554	754,104	593,654	433,204
	48	1,421,638	1,261,298	1,100,959	940,594	780,144	619,694	459,244
	50	1,445,574	1,285,235	1,124,895	964,551	804,101	643,651	483,201

		AH - % on site 50%						
		35%	40%	45%	50%	55%	60%	65%
Balance (RLV - TLV)	581,241							
	95%	1,252,283	1,089,665	927,048	764,431	601,813	439,196	276,502
	100%	1,062,591	902,141	741,691	581,241	420,791	260,341	99,747
Build rate (£psm)	105%	872,267	714,102	555,841	397,506	239,171	80,773	(77,800)
	110%	681,502	525,461	369,355	213,084	56,814	(99,709)	(256,389)
	115%	490,153	336,185	182,091	27,835	(126,599)	(281,283)	(436,411)
	120%	298,074	146,130	(6,097)	(158,469)	(311,175)	(464,416)	(618,142)
	125%	105,117	(44,985)	(195,353)	(346,151)	(497,442)	(648,812)	(803,244)
	130%	(88,867)	(237,322)	(386,164)	(535,179)	(684,193)	(841,460)	(1,013,176)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: H
Title: 45 Units AONB SLDC
Notes: Greenfield Allocation

ASSUMPTIONS - RESIDENTIAL USES

Total number of units in scheme		15 Units					
AH Policy requirement (% Target)		50%					
AH tenure split %		50%					
Affordable Rent:		50%					
LCHO (Int/Sub-Market/Starter etc.):		50%					
Open Market Sale (OMS) housing		50%					
		100%					
CIL Rate (£ psm)		55.86 £ psm					
Unit mix -		MV mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House		0.0%	0.0	5.0%	1.1	3%	1.1
2 bed House		35.0%	7.9	45.0%	10.1	40%	18.0
3 bed House		45.0%	10.1	20.0%	4.5	33%	14.6
4 bed House		20.0%	4.5	9.0%	2.0	15%	6.5
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		0.0%	0.0	21.0%	4.7	11%	4.7
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	22.5	100.0%	22.5	100%	45.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		60.0	646			60.0	646
2 bed House		79.0	850			79.0	850
3 bed House		97.0	1,044			97.0	1,044
4 bed House		135.0	1,453			135.0	1,453
5 bed House		165.0	1,776			165.0	1,776
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		70.0	753	85.0%		82.4	886
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		58.0	624			58.0	624
2 bed House		70.0	753			70.0	753
3 bed House		84.0	904			84.0	904
4 bed House		97.0	1,044			97.0	1,044
5 bed House		110.0	1,184			110.0	1,184
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		61.0	657	85.0%		71.8	772
Total Gross Floor areas -		Market Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House		0	0	65	702	65	702
2 bed House		622	6,696	709	7,629	1,331	14,325
3 bed House		982	10,572	378	4,069	1,360	14,640
4 bed House		608	6,539	196	2,114	804	8,653
5 bed House		0	0	0	0	0	0
1 bed Flat		0	0	278	2,992	278	2,992
2 bed Flat		0	0	0	0	0	0
		2,212	23,807	1,626	17,506	3,838	41,313
AH % by floor area:		42.37% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV £ (no AH)		
1 bed House		174,000	2,900	269	195,750		
2 bed House		229,100	2,900	269	4,123,800		
3 bed House		281,300	2,900	269	4,114,013		
4 bed House		391,500	2,900	269	2,554,538		
5 bed House		478,500	2,900	269	0		
1 bed Flat		145,000	2,900	269	685,125		
2 bed Flat		203,000	2,900	269	0		
					11,673,225		
Affordable Housing values (£) -		Aff. Rent £	% of MV	LCHO £	% of MV		
1 bed House		72,000	41%	92,669	53%		
2 bed House		90,000	39%	103,572	45%		
3 bed House		104,000	37%	119,925	43%		
4 bed House		123,000	31%	136,278	35%		
5 bed House		142,000	30%	148,764	31%		
1 bed Flat		62,000	43%	76,316	53%		
2 bed Flat		79,000	39%	87,218	43%		

Scheme Ref: H
 Title: 45 Units AONB SLDC
 Notes: Greenfield Allocation

ASSUMPTIONS - COMMERCIAL USES

Commercial Floor areas -	NIA (sqm)	NIA (sqft)	Net to Gross %	GIA (sqm)	NIA (sqft)
area 1	0	0	100.0%	0	0
area 2	0	0	100.0%	0	0
area 3	0	0	100.0%	0	0
total floor area	0	0	100.0%	0	0

Commercial Values -	Rent (£psf)	Yield (%)	Total Rent Free/Incentive/Void allowance (months)
area 1	0.00	5.00%	12
area 2	0.00	5.00%	0
area 3	0.00	5.00%	0

GROSS DEVELOPMENT VALUE

OMS GDV -		(part houses due to % mix)			
1 bed House	0.0	@	174,000		-
2 bed House	7.9	@	229,100		1,804,163
3 bed House	10.1	@	281,300		2,848,163
4 bed House	4.5	@	391,500		1,761,750
5 bed House	0.0	@	478,500		-
1 bed Flat	0.0	@	145,000		-
2 bed Flat	0.0	@	203,000		-
	22.5				6,414,075
Affordable Rent GDV -					
1 bed House	0.6	@	72,000		40,500
2 bed House	5.1	@	90,000		455,625
3 bed House	2.3	@	104,000		234,000
4 bed House	1.0	@	123,000		124,538
5 bed House	0.0	@	142,000		-
1 bed Flat	2.4	@	62,000		146,475
2 bed Flat	0.0	@	79,000		-
	11.3				1,001,138
LCHO GDV -					
1 bed House	0.6	@	92,669		52,126
2 bed House	5.1	@	103,572		524,333
3 bed House	2.3	@	119,925		269,831
4 bed House	1.0	@	136,278		137,981
5 bed House	0.0	@	148,764		-
1 bed Flat	2.4	@	76,316		180,297
2 bed Flat	0.0	@	87,218		-
	11.3				1,164,569
Sub-total GDV Residential			45.0		8,579,781
<i>AH on-site cost analysis:</i>				<i>£MV less £GDV</i>	
			<i>006 £ psm (total GIA sqm)</i>	<i>60,743 £ per unit (total units)</i>	3,093,444
Commercial GDV -		Rent £ PA	@	cap. rent £	less RF/Void
area 1	-	5.00%	-	-	0
area 2	-	5.00%	-	-	0
area 3	-	5.00%	-	-	0
Sub-total GDV Commercial		-			-
Total GDV					8,579,781

Scheme Ref: H
Title: 45 Units AONB SLDC
Notes: Greenfield Allocation

DEVELOPMENT COSTS					
Initial Payments -					
Planning Application Professional Fees, Surveys and reports					(40,000)
Statutory Planning Fees (Residential)					(17,325)
Statutory Planning Fees (Commercial)					-
CIL	2,212 sqm	55.86 £ psm			(123,548)
	1.44% % of GDV	2,746 £ per unit (total units)			
CIL analysis:					
Site Specific S106 Contributions	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	45 units @	1,000 per unit	(45,000)	(45,000)
		0.52% % of GDV	1,000 £ per unit (total units)		
AH Commuted Sum	3,838 sqm (total)	0 £ psm			-
	0.00% % of GDV				
Construction Costs -					
Site Clearance and Demolition	3.83 acres @	0 £ per acre			-
Infrastructure costs -					
	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	total	3.83 acres @	0 per acre	-	-
	0.00% % of GDV	0 £ per unit (total units)			
Infra. Costs analysis:					
1 bed House	65 sqm @	909 psm			(59,312)
2 bed House	1,331 sqm @	909 psm			(1,209,765)
3 bed House	1,360 sqm @	909 psm			(1,236,354)
4 bed House	804 sqm @	909 psm			(730,768)
5 bed House	- sqm @	909 psm			-
1 bed Flat	278 sqm @	1,207 psm			(335,475)
2 bed Flat	3,838 - sqm @	1,207 psm			-
area 1	- sqm @	680 psm			-
area 2	- sqm @	680 psm			-
area 3	- sqm @	680 psm			-
External works	3,571,674 @	15.0% 11,906 £ per unit			(535,751)
Normal Abnormals	3,571,674 @	3.0% 2,381 £ per unit			(107,150)
M4(2) Category 2 Housing	45 units @	95% @	521 £ per dwelling		(22,273)
M4(3) Category 3 Housing	45 units @	5% @	10,307 £ per dwelling		(23,191)
Contingency	4,260,039 @	3.0%			(127,801)
Professional Fees	4,260,039 @	6.5%			(276,903)

Scheme Ref: H
Title: 45 Units AONB SLDC
Notes: Greenfield Allocation

Disposal Costs -				
Residential Sales Agent Costs	6,414,075	OMS @	1.00%	(64,141)
Residential Sales Legal Costs	6,414,075	OMS @	0.50%	(32,070)
Commercial Letting Agent's Costs	-	ERV @	15.00%	-
Commercial Letting Legal Costs	-	ERV @	5.00%	-
Commercial Invest. Sale Agent's Costs	-	GDV @	1.00%	-
Commercial Invest. Sale Legal Costs	-	GDV @	0.50%	-
Marketing and Promotion	6,414,075	OMS @	3.00%	(192,422)
Interest (on Development Costs) -				
	6.25%	APR	0.506% pcm	(41,527)
Developers Profit -				
Margin on AH	2,165,706	6.00%	on AH values	(129,942)
Profit on GDV	6,414,075	20.00%		(1,282,815)
	5,220,777	24.57%	on costs	(1,282,815)
	8,579,781	16.47%	blended	(1,412,757)
TOTAL COSTS				(6,633,534)

RESIDUAL LAND VALUE				
Residual Land Value (gross)				1,946,247
SDLT	1,946,247	@	5.0%	(86,812)
Acquisition Agent fees	1,946,247	@	1.0%	(19,462)
Acquisition Legal fees	1,946,247	@	0.5%	(9,731)
Interest on Land	1,946,247	@	6.3%	(121,640)
Residual Land Value				1,708,601
<i>RLV analysis:</i>	37,969 £ per plot	1,101,098 £ per ha	445,608 £ per acre	

THRESHOLD LAND VALUE				
Residential Density	29.0	dph		
Site Area (Resi)	1.55	ha	3.83	acres
<i>Density analysis:</i>	2,473	sqm/ha	10,775	sqft/ac
Threshold Land Value	34,083 £ per plot	988,400 £ per ha	400,000 £ per acre	1,533,724

BALANCE				
Surplus/(Deficit)	112,698 £ per ha	45,608 £ per acre		174,877

Scheme Ref: H
 Title: 45 Units AONB SLDC
 Notes: Greenfield Allocation

SENSITIVITY ANALYSIS								
		AH - % on site 50%						
Balance (RLV - TLV)	174,877	35%	40%	45%	50%	55%	60%	65%
CIL £psm 55.86	0	868,666	675,919	483,173	290,426	97,680	(95,106)	(287,945)
	5	855,271	663,555	471,839	280,123	88,407	(103,390)	(295,194)
	10	841,876	651,190	460,505	269,819	79,093	(111,675)	(302,443)
	15	828,481	638,826	449,170	259,505	69,773	(119,960)	(309,692)
	20	815,086	626,461	437,836	249,149	60,452	(128,244)	(316,941)
	25	801,691	614,097	426,454	238,793	51,132	(136,529)	(324,190)
	30	788,297	601,689	415,063	228,437	41,812	(144,814)	(331,440)
	35	774,851	589,261	403,671	218,081	32,491	(153,099)	(338,689)
	40	761,389	576,834	392,280	207,725	23,171	(161,383)	(345,938)
	45	747,926	564,407	380,888	197,370	13,851	(169,668)	(353,187)
	50	734,463	551,980	369,497	187,014	4,530	(177,953)	(360,436)
	55	721,001	539,553	358,105	176,658	(4,790)	(186,238)	(367,713)
	60	707,538	527,126	346,714	166,302	(14,110)	(194,522)	(374,999)
	65	694,075	514,699	335,322	155,946	(23,431)	(202,817)	(382,285)
	70	680,613	502,272	323,931	145,590	(32,751)	(211,144)	(389,571)
Site Specific S106 1,000	75	667,150	489,845	312,539	135,234	(42,085)	(219,471)	(396,857)
	80	653,687	477,418	301,148	124,878	(51,452)	(227,798)	(404,143)
	85	640,225	464,990	289,756	114,484	(60,820)	(236,124)	(411,428)
	90	626,762	452,563	278,339	104,076	(70,188)	(244,451)	(418,714)
	95	613,299	440,113	266,890	93,667	(79,555)	(252,778)	(426,000)
	100	599,804	427,622	255,441	83,259	(88,923)	(261,104)	(433,286)
	105	586,273	415,132	243,992	72,851	(98,290)	(269,431)	(440,572)
	110	572,742	402,642	232,542	62,442	(107,658)	(277,758)	(447,858)
	115	559,212	390,152	221,093	52,034	(117,025)	(286,084)	(455,144)
	120	545,681	377,662	209,644	41,626	(126,393)	(294,411)	(462,429)
	125	532,150	365,172	198,195	31,217	(135,760)	(302,738)	(469,752)
	130	518,619	352,682	186,746	20,809	(145,128)	(311,064)	(477,075)
	135	505,088	340,192	175,296	10,401	(154,495)	(319,418)	(484,397)
	140	491,557	327,702	163,847	(8)	(163,863)	(327,787)	(491,720)
	145	478,026	315,212	152,398	(10,416)	(173,268)	(336,155)	(499,043)
	150	464,495	302,722	140,949	(20,842)	(182,683)	(344,524)	(506,366)
		AH - % on site 50%						
Balance (RLV - TLV)	174,877	35%	40%	45%	50%	55%	60%	65%
Site Specific S106 1,000	0	758,876	577,606	396,337	215,067	33,798	(147,472)	(328,742)
	250	748,828	567,559	386,289	205,019	23,750	(157,520)	(338,789)
	500	738,780	557,511	376,241	194,972	13,702	(167,567)	(348,837)
	750	728,733	547,463	366,194	184,924	3,655	(177,615)	(358,885)
	1,000	718,685	537,416	356,146	174,877	(6,393)	(187,663)	(368,966)
	1,250	708,637	527,368	346,098	164,829	(16,441)	(197,710)	(379,048)
	1,500	698,590	517,320	336,051	154,781	(26,488)	(207,759)	(389,129)
	1,750	688,542	507,273	326,003	144,734	(36,536)	(217,840)	(399,210)
	2,000	678,495	497,225	315,956	134,686	(46,584)	(227,921)	(409,291)
	2,250	668,447	487,177	305,908	124,638	(56,632)	(238,002)	(419,373)
	2,500	658,399	477,130	295,860	114,591	(66,713)	(248,084)	(429,454)
	2,750	648,352	467,082	285,813	104,543	(76,795)	(258,165)	(439,535)
	3,000	638,304	457,034	275,765	94,494	(86,876)	(268,246)	(449,616)
	3,250	628,256	446,987	265,717	84,413	(96,957)	(278,327)	(459,698)
	3,500	618,209	436,939	255,670	74,332	(107,038)	(288,409)	(469,779)
Profit 20.00%	3,750	608,161	426,892	245,621	64,251	(117,120)	(298,490)	(479,860)
	4,000	598,113	416,844	235,540	54,169	(127,201)	(308,571)	(489,941)
	4,250	588,066	406,796	225,458	44,088	(137,282)	(318,652)	(500,023)
	4,500	578,018	396,747	215,377	34,007	(147,363)	(328,734)	(510,133)
	4,750	567,971	386,666	205,296	23,926	(157,445)	(338,815)	(520,250)
	5,000	557,923	376,585	195,215	13,844	(167,526)	(348,896)	(530,367)
		AH - % on site 50%						
Balance (RLV - TLV)	174,877	35%	40%	45%	50%	55%	60%	65%
Profit 20.00%	15%	1,082,443	873,192	663,941	454,691	245,440	36,189	(173,097)
	16%	1,009,692	806,037	602,382	398,728	195,073	(8,582)	(212,271)
	17%	936,940	738,882	540,823	342,765	144,707	(53,352)	(251,445)
	18%	864,188	671,726	479,264	286,802	94,340	(98,122)	(290,618)
	19%	791,437	604,571	417,705	230,839	43,974	(142,892)	(329,792)
	20%	718,685	537,416	356,146	174,877	(6,393)	(187,663)	(368,966)
	21%	645,933	470,260	294,587	118,914	(56,760)	(232,433)	(408,140)
	22%	573,182	403,105	233,028	62,951	(107,126)	(277,203)	(447,314)
	23%	500,430	335,950	171,469	6,988	(157,493)	(321,973)	(486,488)
	24%	427,679	268,794	109,910	(48,975)	(207,859)	(366,744)	(525,662)
	25%	354,927	201,639	48,351	(104,937)	(258,226)	(411,514)	(564,836)

Scheme Ref: H
 Title: 45 Units AONB SLDC
 Notes: Greenfield Allocation

		AH - % on site 50%						
Balance (RLV - TLV)	174,877	35%	40%	45%	50%	55%	60%	65%
TLV (per acre)	100,000	1,868,978	1,687,709	1,506,439	1,325,170	1,143,900	962,631	781,327
	150,000	1,677,263	1,495,993	1,314,724	1,133,454	952,185	770,915	589,611
	200,000	1,485,547	1,304,278	1,123,008	941,739	760,469	579,200	397,896
	250,000	1,293,832	1,112,562	931,293	750,023	568,754	387,484	206,180
	300,000	1,102,116	920,847	739,577	558,308	377,038	195,768	14,465
	350,000	910,401	729,131	547,862	366,592	185,323	4,053	(177,251)
	400,000	718,685	537,416	356,146	174,877	(6,393)	(187,663)	(368,966)
	450,000	526,970	345,700	164,431	(16,839)	(198,109)	(379,378)	(560,682)
500,000	335,254	153,985	(27,285)	(208,555)	(389,824)	(571,094)	(752,397)	
550,000	143,539	(37,731)	(219,000)	(400,270)	(581,540)	(762,809)	(944,113)	
		AH - % on site 50%						
Balance (RLV - TLV)	174,877	35%	40%	45%	50%	55%	60%	65%
Density (dph)	20	28,509	(152,760)	(334,030)	(515,299)	(696,569)	(877,838)	(1,059,142)
	22	230,682	49,412	(131,857)	(313,127)	(494,396)	(675,666)	(856,970)
	24	399,159	217,890	36,620	(144,649)	(325,919)	(507,188)	(688,492)
	26	541,717	360,447	179,178	(2,092)	(183,361)	(364,631)	(545,935)
	28	663,909	482,640	301,370	120,101	(61,169)	(242,438)	(423,742)
	30	769,809	588,540	407,270	226,001	44,731	(136,538)	(317,842)
	32	862,472	681,202	499,933	318,663	137,394	(43,876)	(225,180)
	34	944,233	762,963	581,694	400,424	219,155	37,885	(143,419)
	36	1,016,909	835,640	654,370	473,101	291,831	110,562	(70,742)
	38	1,081,936	900,666	719,397	538,127	356,857	175,588	(5,716)
	40	1,140,459	959,190	777,920	596,651	415,381	234,112	52,808
	42	1,193,409	1,012,140	830,870	649,601	468,331	287,062	105,758
	44	1,241,546	1,060,276	879,007	697,737	516,467	335,198	153,894
	46	1,285,496	1,104,227	922,957	741,688	560,418	379,149	197,845
	48	1,325,784	1,144,515	963,245	781,976	600,706	419,437	238,133
	50	1,362,849	1,181,580	1,000,310	819,041	637,771	456,502	275,198
		AH - % on site 50%						
Balance (RLV - TLV)	174,877	35%	40%	45%	50%	55%	60%	65%
Build rate (£psm)	95%	931,135	747,328	563,522	379,716	195,909	12,103	(171,712)
	100%	718,685	537,416	356,146	174,877	(6,393)	(187,663)	(368,966)
	105%	505,945	327,160	148,376	(30,409)	(209,193)	(387,978)	(566,910)
	110%	292,635	116,422	(59,928)	(236,278)	(412,627)	(589,110)	(765,676)
	115%	78,792	(94,964)	(268,904)	(442,868)	(616,924)	(791,162)	(965,661)
	120%	(135,675)	(307,067)	(478,693)	(650,350)	(822,305)	(994,551)	(1,167,264)
	125%	(350,909)	(520,103)	(689,437)	(859,107)	(1,029,126)	(1,199,725)	(1,371,316)
	130%	(567,106)	(734,192)	(901,575)	(1,069,396)	(1,237,886)	(1,407,466)	(1,585,313)

NOTES

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

170928 AONB Appraisals_Schemes A-H_v7 - Summary Table

Scheme Ref:	A	B	C	D	E	F	G	H
Title:	6 Units AONB LCC	10 Units AONB LCC	8 Units AONB LCC	6 Units AONB SLDC	6 Units AONB SLDC	10 Units AONB SLDC	40 Units AONB SLDC	45 Units AONB SLDC
Notes:	Greenfield Allocation	Greenfield Allocation	Brownfield Allocation	Greenfield Allocation	Brownfield Allocation	Greenfield Allocation	Brownfield Allocation	Greenfield Allocation
Total GDV (£)	1,210,009	1,856,151	1,633,550	1,210,009	1,210,009	1,856,151	7,638,569	8,579,781
AH %	50%	50%	50%	50%	50%	50%	50%	50%
CIL (£ psm)	-	-	-	55.86	55.86	55.86	55.86	55.86
CIL (£)	-	-	-	17,425	17,425	27,204	109,821	123,548
Site Specific S106 (£ per unit)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Site Specific S106 (£)	6,000	10,000	8,000	6,000	6,000	10,000	40,000	45,000
Total Developers Profit (£)	199,248	309,091	263,661	199,248	199,248	309,091	1,256,510	1,412,757
Developers Profit (% on GDV)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% blended)	16.47%	16.65%	16.14%	16.47%	16.47%	16.65%	16.45%	16.47%
Developers Profit (% on costs)	26.04%	25.33%	23.86%	25.26%	24.32%	24.58%	23.65%	24.57%
RLV (£ net)	286,210	387,552	340,472	267,504	243,410	357,788	1,371,961	1,708,601
RLV (£/acre)	579,137	470,520	516,702	541,288	492,534	434,384	416,419	445,608
RLV (£/ha)	1,431,048	1,162,655	1,276,771	1,337,522	1,217,051	1,073,363	1,028,971	1,101,098
Balance for Plan VA:								
TLV (£ net)	197,680	329,467	158,144	197,680	118,608	329,467	790,720	1,533,724
TLV (£/acre)	400,000	400,000	240,000	400,000	240,000	400,000	240,000	400,000
TLV (£/ha)	988,400	988,400	593,040	988,400	593,040	988,400	593,040	988,400
Surplus/Deficit	88,530	58,085	182,328	69,824	124,802	28,321	581,241	174,877
Surplus/Deficit (£/acre)	179,137	70,520	276,702	141,288	252,534	34,384	176,419	45,608
Surplus/Deficit (£/ha)	442,648	174,255	683,731	349,122	624,011	84,963	435,931	112,698
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable	Viable	Viable